

Vincent Varlet

From pharma to health Laboratories: how the Internet of Things is changing the way of delivering treatments

Observance is one key factor of treatment success while only $\frac{1}{2}$ patients forgets to take their medication, $\frac{1}{3}$ does not follow the prescribed treatment, $\frac{1}{4}$ does not respect the prescribed treatment, $\frac{3}{10}$ do not complete their course of treatment.

Doctors and payors didn't know exactly what is the medical and economic ROI of an "efficient drug" without feedback and maybe to convince or help patient with chronic diseases (or elderly people). In the time of "arbitration" regarding the cost of the new and personalized drugs, we need to think about productivity.

1-IOT (Internet of Things) in healthcare is one part, not the One, solution of the problem to discuss with patient or caregivers to optimize "treatment" and quality of life:

- reliability in data records (drug intakes) and automated transmission (reminders, alerts)
- real time monitoring avoiding protocol/Rx deviation (evaluation)
- add-on and software behind the drug
- with a new seamless mode of distribution and delivery
- looking patient adherence and the direct benefits

2- It's a new vision and a disintermediation with new actors, with also new risks (data protection, privacy) for a 6-S system: Smart / Standardized / Safe / Secure / Sovereign / Shared in a new vision between all partners (patients, doctors, pharmacy, payors, politics, pharma&DM industries...)

3- Behind technology, Motivation and coaching are key on chronic disease in one dialogue between patient and doctor, using simulation, serious game for a therapeutic education.