

TRANSFORMING DIABETES CARE

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Medtronic

The vision of the Diabetes Group of Medtronic is to transform diabetes care, together, for greater freedom and better health. Medtronic will build upon its 30 year heritage of being a world leader in insulin pumps and continuous glucose monitoring (CGM) systems to become a holistic diabetes management company. The company believes that true transformation goes beyond being the leader in **diabetes devices** and requires **informatics** and **integrated care** to achieve real results.

Diabetes Device Connectivity

People with diabetes and their loved ones want convenient access to data from their diabetes devices anywhere and at any time to effectively manage their condition. Moreover, with the explosion of health-oriented mobile wearable devices, people with diabetes are looking for connected technologies to access the incredible amount of compelling diabetes data from Medtronic and integrate it with their other health data to better make both day-to-day and longer-term health decisions. In addition to Medtronic's market leading insulin pump and CGM systems, the company offers the following solutions:

Products:

- **CareLink:** Medtronic's decision support software, CareLink, has provided an incredible amount of compelling diabetes data along with an understanding of diabetes care pathways. CareLink brings together information from Medtronic insulin pumps, CGM systems, and patients' blood glucose meters (used for fingerstick tests) and offers critical insights for diabetes management. Through CareLink, Medtronic has a vast repository of both glucose and insulin usage data in its database, representing over 125 million days of insulin pump usage.
- **MiniMed Connect:** Designed to provide a mobile connection to critical pump and CGM information for managing diabetes, enables people with diabetes to discreetly and conveniently view personal diabetes data on a smartphone and provides remote monitoring of glucose levels for their loved ones. It also gives healthcare teams more convenient access to patient data.

Partnerships:

- **Samsung:** The two companies will combine Samsung's expertise in consumer mobile technology with Medtronic's integrated diabetes management systems to deliver convenient and discreet access to diabetes information. The partnership will enhance the way people with diabetes live their lives, from remotely viewing diabetes data to ultimately integrating mobile and wearable devices into diabetes management systems.
- **Glooko:** Medtronic customers will be able to send their diabetes device data into Glooko's secure, unified, cloud and mobile-based diabetes management platform for integration with other health data to offer a unified view to patients and their care teams to better make both day-to-day and longer term decisions.

Informatics and Analytics

Medtronic has an incredible amount of compelling diabetes data along with an understanding of diabetes care pathways. As the volume of data scales exponentially, we need the ability to analyze it for better insights. Diabetes device data that is continuously gathered and analyzed in real-time can be securely and anonymously combined with other health and wellness data sources (such as food, medication, fitness and biometrics) along with other types of information such as electronic medical records, health insurance claims and population health data to uncover patterns and predict health risks using advanced analytics models. Using these types of critical insights from a volume of sources will help transform diabetes care by changing the way diabetes is managed today to drive better outcomes and better health economics.

Partnership:

- **IBM Watson Health:** The two companies intend to identify the most at-risk patient populations by combining our CareLink data with numerous other data sources such as electronic medical records, health insurance claims and population health data, and then use advanced analytics models to uncover patterns and predict health risks. Using these types of critical insights, the companies can empower clinicians with protocols to intervene at the right moment, with the right therapies to improve outcomes and lower cost. In addition, we will look to leverage real-time information to help care providers develop personalized care plans.

Integrated Care

Medtronic believes that an integrated care model which joins the physician and patient together with real-time information and the latest treatment technologies can result in better patient outcomes and reduced costs to the healthcare care system.

New Care Offering:

- **Diabeter:** Medtronic recently acquired Diabeter, a top European center for diabetes care and clinical research as a first step to further advance integrated care models for patients with type 1 diabetes in the Netherlands and other countries around the world. The Diabeter team practices personalized medicine making use of specially developed technologies, such as the Diabeter Dashboard, an electronic system that links patient and physician to encourage self-management with diabetes care team support. Diabeter has been pioneering this type of approach in the Netherlands and Medtronic believes this novel approach can be applied more broadly to serve more patients in more places around the world.