

Two major players join forces to accelerate the digital transformation of healthcare

The Integrated Health Solutions (IHS) division of Medtronic, one of the world leaders in medical technologies, has just signed a strategic partnership with La Poste Santé & Autonomie to help healthcare players in France transform through digital and improve the care of patients before, during and after their stay in hospital.



In recent months, La Poste Santé & Autonomie has brought together all La Poste's local community services and the digital health services provided by its subsidiary Dicaposte, under a single operator and brand. In a time of increasing patient numbers and strained health systems seeking innovation, this new center aims to be the preferred partner for health professionals.

As evidence of the effectiveness of this approach, Medtronic, a global leader in medical technology with 95,000 employees in 150 countries, formed a strategic partnership with La Poste Santé & Autonomie in October 2023 through its Integrated Health Solutions (IHS) division. This collaboration aims to help healthcare providers transform through digital technology to enhance patient care at every stage of the healthcare journey.

Frédéric Noël, Vice President of Medtronic IHS, states, "All healthcare systems and the numerous hospitals we work with worldwide are facing similar challenges. By combining our expertise and developing innovative solutions together, we will be able to address the major challenges that manufacturers and healthcare providers are encountering."

While the challenges are numerous but not insurmountable, the objective of this strategic partnership is to:

- Accelerate the digital transformation of healthcare settings, which is both a project in itself and a facilitator for the conduct of other innovative projects
- Improve access to care and patient-centricity by reorganizing pathways around the patient and involving them in the management of their health
- Better utilize health data and technological and medical innovations to advance medicine according to the principles of the 5 Ps (personalized, preventive, predictive, participatory, and evidence-based)
- Ultimately, Medtronic and La Poste Santé & Autonomie aim to provide solutions to health systems' chronic difficulties, focusing on increasing care, improving accessibility to care, and relieving hospital congestion through the development of open-plan care pathways, outpatient care, virtual care, and home health services.

Cécile Badiola Lagardère, General Director of Heva, a subsidiary design office of Docaposte specializing in the analysis of health data from La Poste Santé & Autonomie, emphasizes, "Thanks to the combination of our strengths, we aim to provide solutions focused on improving patient journeys, utilizing data, and implementing artificial intelligence (AI) within an ethical framework in the healthcare sector. For instance, our engineers, who are experts in health data analysis and have experience operating the CNAM national health data system, are skilled in managing large volumes of data. Through this partnership, they will be able to develop analysis tools and predictive algorithms to assist healthcare establishments and professionals in their decision-making processes."



The Cortex platform enables a 360° view of a patient's health by accessing data from multiple sources and adds a data analysis dimension (data-driven care). For example, a pop-up may suggest a treatment recommendation. © iStock - Gorodenkoff).

The first result of the partnership between La Poste Santé & Autonomie and Medtronic IHS has led to the development of an innovative digital and analytical platform. This platform is designed to coordinate patient care journeys and utilize data to enhance the quality of care. It provides various digital services, such as remote monitoring solutions for multiple patient pathways, as well as personalized support services for healthcare institutions to effectively

analyze and utilize their medical data while ensuring compliance with ethical, security, and data protection regulations.

In the near future, the platform will include new patient relationship management and e-health services. It will also allow new players in the healthcare industry to utilize its functionalities to develop and integrate innovative services for the benefit of patient pathways.

At this stage, the two players will be able to leverage the expertise acquired over the years by La Poste in the field of digital health and home care, its position as a trusted third party, its network, and territorial coverage in France. In addition, Medtronic IHS brings its medical expertise, advanced technologies, optimization of care pathways, hospital presence, and understanding of the European landscape. This cooperation promises a bright future!

Les Echos

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