

PRECISION MEDICINE



Better Health Decisions

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PRECISION MEDICINE vs Personalized Medicine

- Precision medicine seeks to create treatments that are applicable to groups of individuals who meet certain characteristics.



Which is different from “personalized medicine,” which implies individualized treatments available for every unique patient

Source: [Magellan Health Insights](#), Stephen Kim, 2019

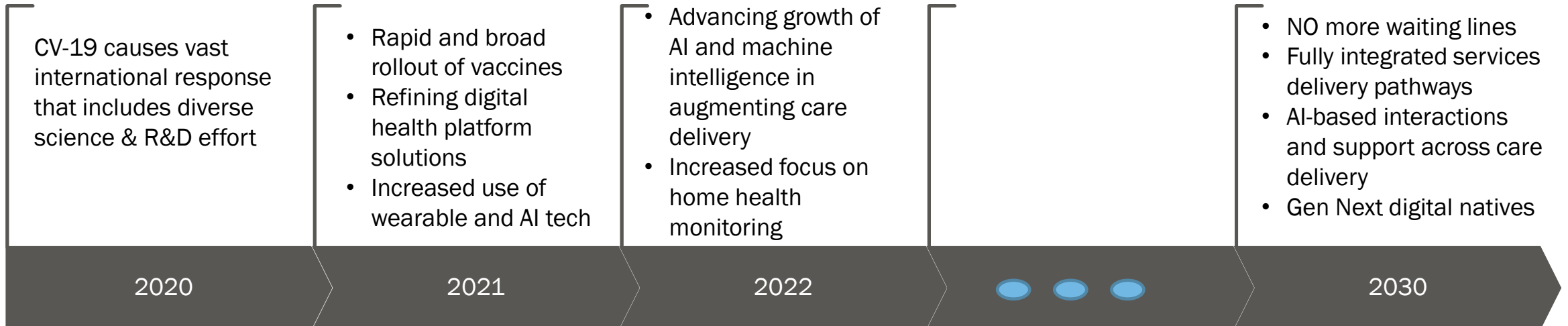
DIGITAL HEALTH FUTURE: Potential problems ahead...

By 2030 there could be a **shortage** of up to



100,000
physicians in the US alone.

Source: American Association of Medical Colleges



Personalized Medicine - Healthcare pathways

- **Common Characteristics of a Clinical Pathway?**

Ideally consists of:

- * Structured data & PHI
- * Multi-disciplinary plan with detailed steps
- * Coordinating care of specific patients

- * And can span diagnostics, surgery, nutrition, medications & discharge

Source: [American Journal of Managed Care](#), April 2016

Personalized Healthcare - Ongoing care Monitoring & Management

- Acute and episodic care pathways are well defined and serve people well, and the in-facility systems and professional care programs will benefit from Precision Medicine R&D

However, there remains tremendous opportunity for new innovative monitoring solutions to augment and provide for new personal health information gathering and analysis.

In the community, the home,
and with new personal health monitoring devices

PERSONALIZED HEALTH MONITORING & MANAGEMENT



Extensive research confirms

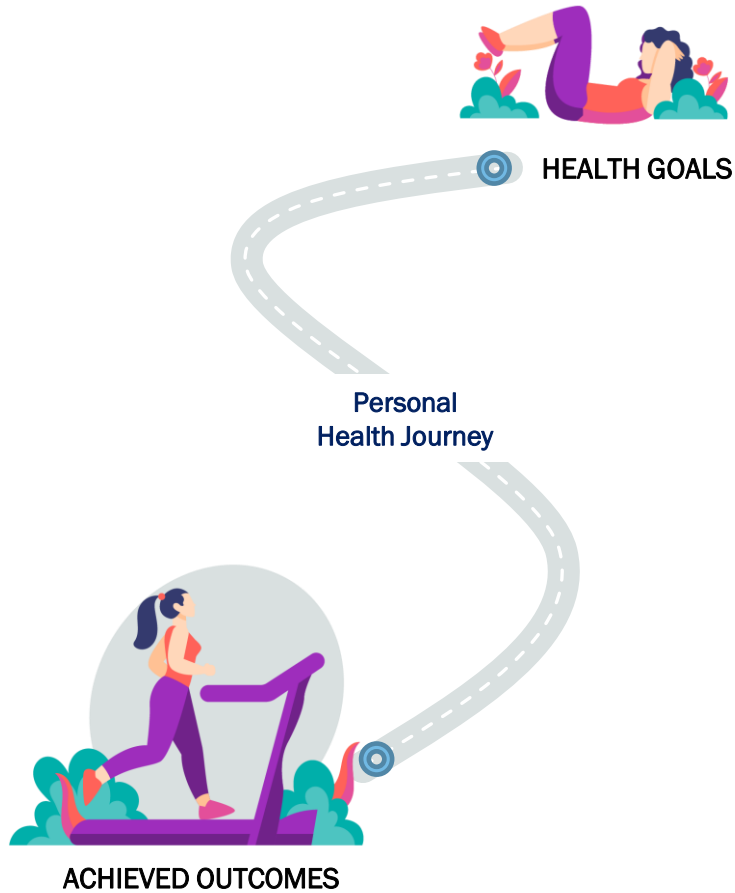
Research shows that health monitoring and management improves health outcomes and reduces costs

Digital Health Platforms



	Platform	Wearable Tech & IoT Companies	Health Data Aggregator Companies	Health & Virtual Service Companies	AI/ML Companies	Digital Health Data Apps (online & mobile)
Devices Wearables IoT	✓	✓				Apple or Android
Data Sources Quality of Data	✓	diverse	diverse	diverse	diverse	Non-specific
Health Coach Services Virtual & Live AI & Real	✓			✓		diverse
Health Objectives Apps Management Support	✓	limited		✓		✓
Optimization AI	✓				✓	
Privacy & Security	✓	diverse	✓		✓	
Payment Interface Transaction System	✓			diverse		
Consistency of end-to-end Service Experience	✓					
EXAMPLE COMPANIES:	Health gauge	FitBit Withings Garmin AliveCor	Vivametrica Decadoo Azumio	Revive Wellness NovuHealth Rally Health	Google Health IBM Watson Babylon	Kardia Mobile Strava AliveCor AirStrip One
Business Models	Device + subscription + Value-add		Service based or subscription	Service based or subscription	Service based or subscription	Single charge & subscriptions

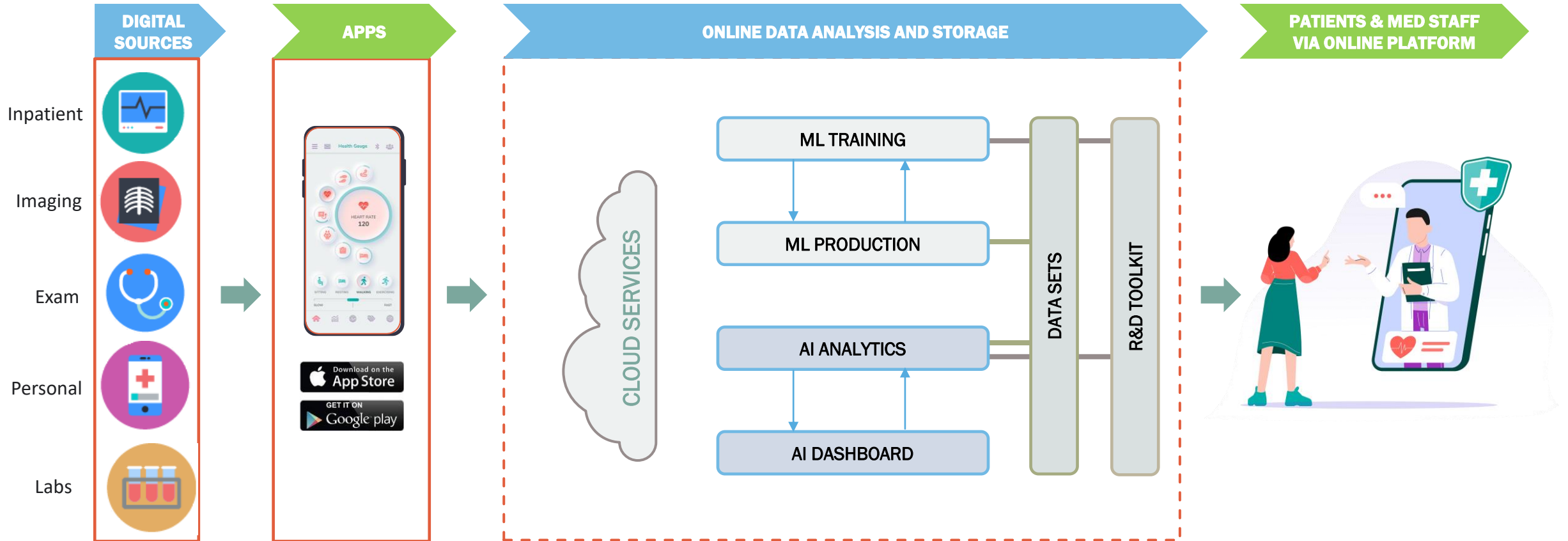
Digital Health Platforms & the Uber metaphor...



- The Journey has a starting point where two parties meet
- There is an agreed framework to assess and start
- There are two actors in the Uber metaphor: driver and rider
- The assessment of ride objectives are self-evident
- Consistency, quality, and replicability are important
- The destination is the objective, and may need to be occasionally reset and updated

- The starting point is complex and can include: historical, social, physiological, genetic, personal behavioral attributes
- The assessment can have a small set of input data, or require a substantial and diverse set of data input
- The digital health actors have a different level of complexity (driver & rider)
- Data integrity, security, and consistency also important
- The destination is the objective, and may need to be occasionally reset and updated

Personalized Health Monitoring & Management



DIGITAL HEALTH FUTURE: Getting comfortable with the Virtual Clinic



- Now that digital health is becoming mainstream
 - question will be how care pathways evolve to optimize growing level of data assets



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