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| <b>解决方案名称</b> | <b>华为医疗行业解决方案高层交流胶片</b>  |
| <b>沟通目的</b>   | 此胶片用于政府相关高层，医管机构高层客户首次交流使用，宣传华为公司在医疗行业   |
| <b>目标受众</b>   | 本文档针国内外政府和医疗行业高层用户前期拓展使用。  |
| <b>使用对象</b>   | 华为公司医疗行业拓展和行销人员。   |
| <b>材料内容</b>   | 胶片从医疗面临的挑战说起，引出了医疗行业的发展趋势，并对当前全球医疗的发展状况做了一个展示，突出了未来医疗的发展方向--区域医疗和智慧医疗，之后介绍如何帮助医疗机构和医管机构进行区域医疗和智慧医疗的建设，介绍了华为的三个解决方案和相关案例。 |
| <b>材料用途</b>   | 本材料用于医疗行业交流使用，传播华为公司在医疗行业上的应用。   |
| <b>材料用法</b>   | 根据实际情况，请酌情使用相关内容。  |

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| V1.0  | Create file | Zhangmingwei/0107018 | Caominqin/00185291;lishuang/00103207 | Enterprise BG Marketing |
|       |             |                      |                                      |                         |

Huawei Enterprise **A Better Way**



# Change for better health

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# The Challenge of Healthcare



Resources unevenly distributed



Shortage of medical professionals

|   |          |             |
|---|----------|-------------|
| T | Pain     | 50mg x 4    |
| T | Panadol  | 1gr x 4     |
| T | Magny    | 150mg x 1   |
| W | Mix Food | 16 1/2 mond |
| W | Insulin  | 61.2 U040   |
| T | Magnesia | 1gr x 1     |

Lack of Information Technology  
More medical malpractice



Epidemic monitoring platform imperfect  
Emerging threat of public health



Growing Population



Lack of preventive



Low efficiency in running medical resources



Medical channels for a single

# Healthcare Information Trends

Hospital equipments and services, management of information technology



Digital Hospital



Regional Medical System

Resource sharing within regional medical systems;  
Resource sharing of patient information



Healthcare Management

Healthcare service platform supports home healthcare, enterprise healthcare and community healthcare.

# Global Healthcare Informationize Development

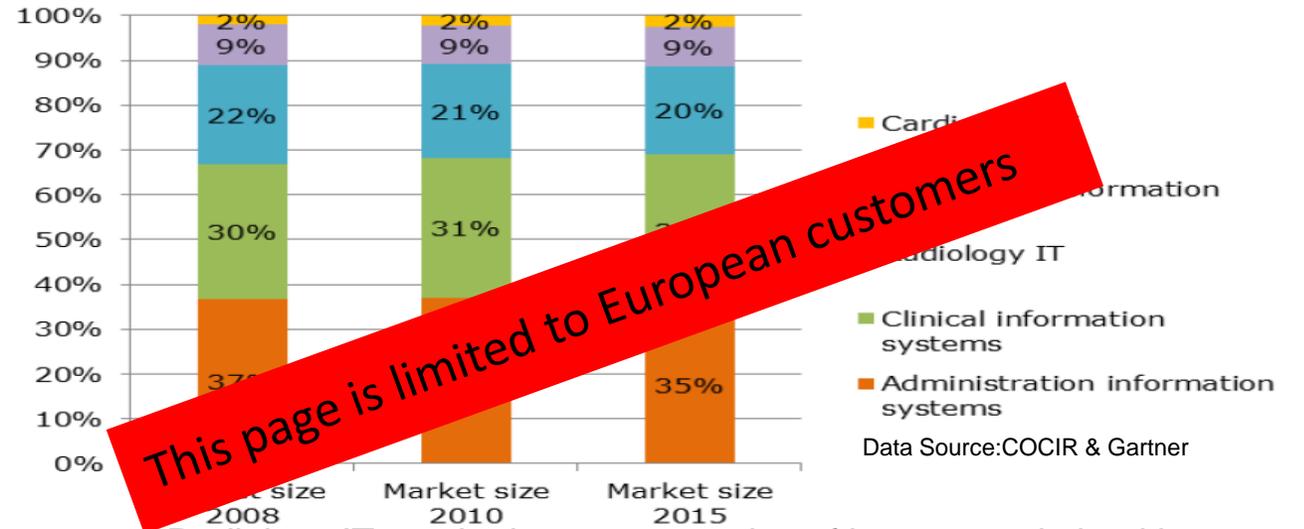
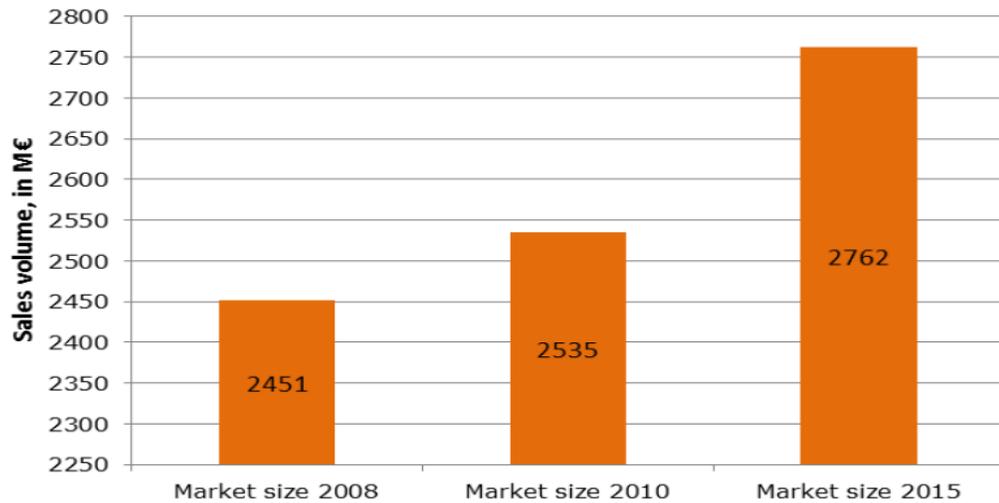
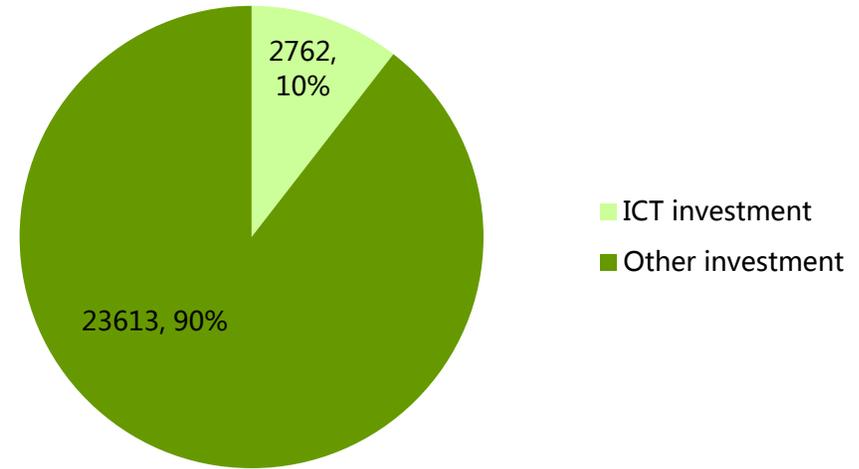
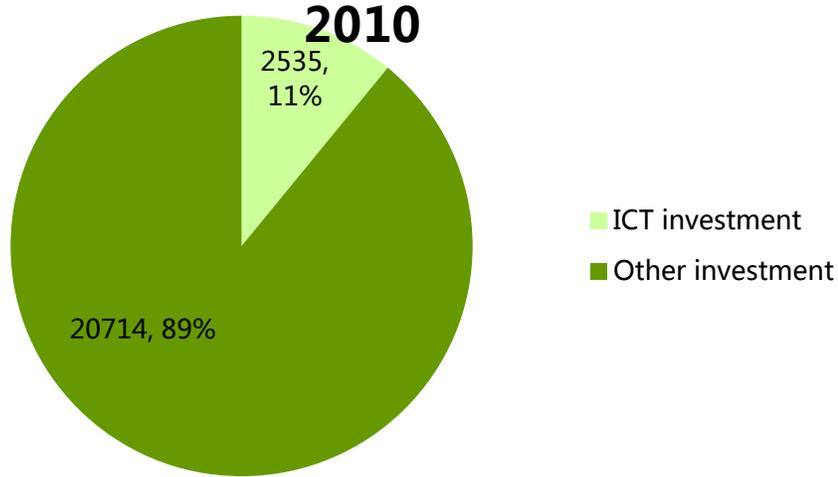


**Countries are promoting eHealth services and regional health infrastructure platform.**

# Health ICTs in European Hospital

European medical industry to invest in

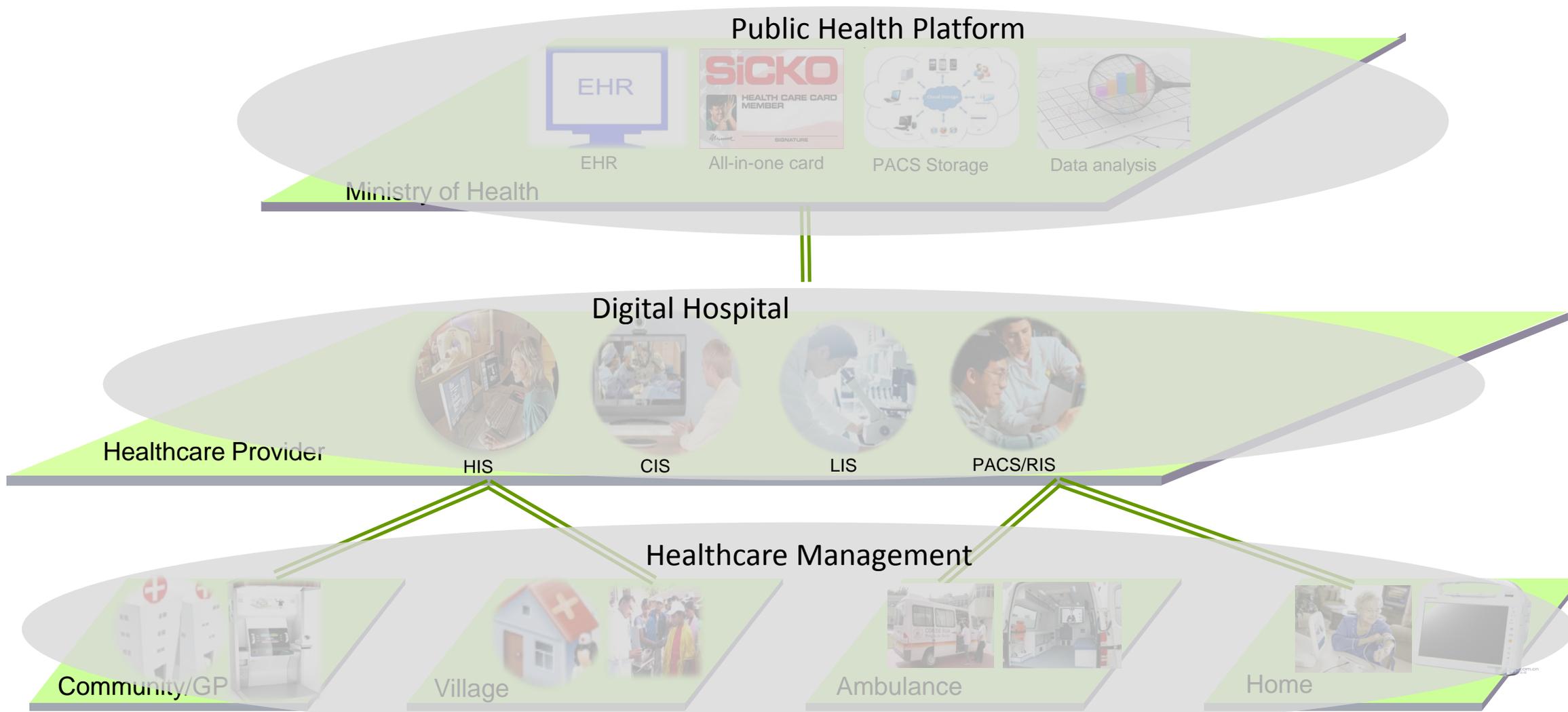
European medical industry to invest in 2015



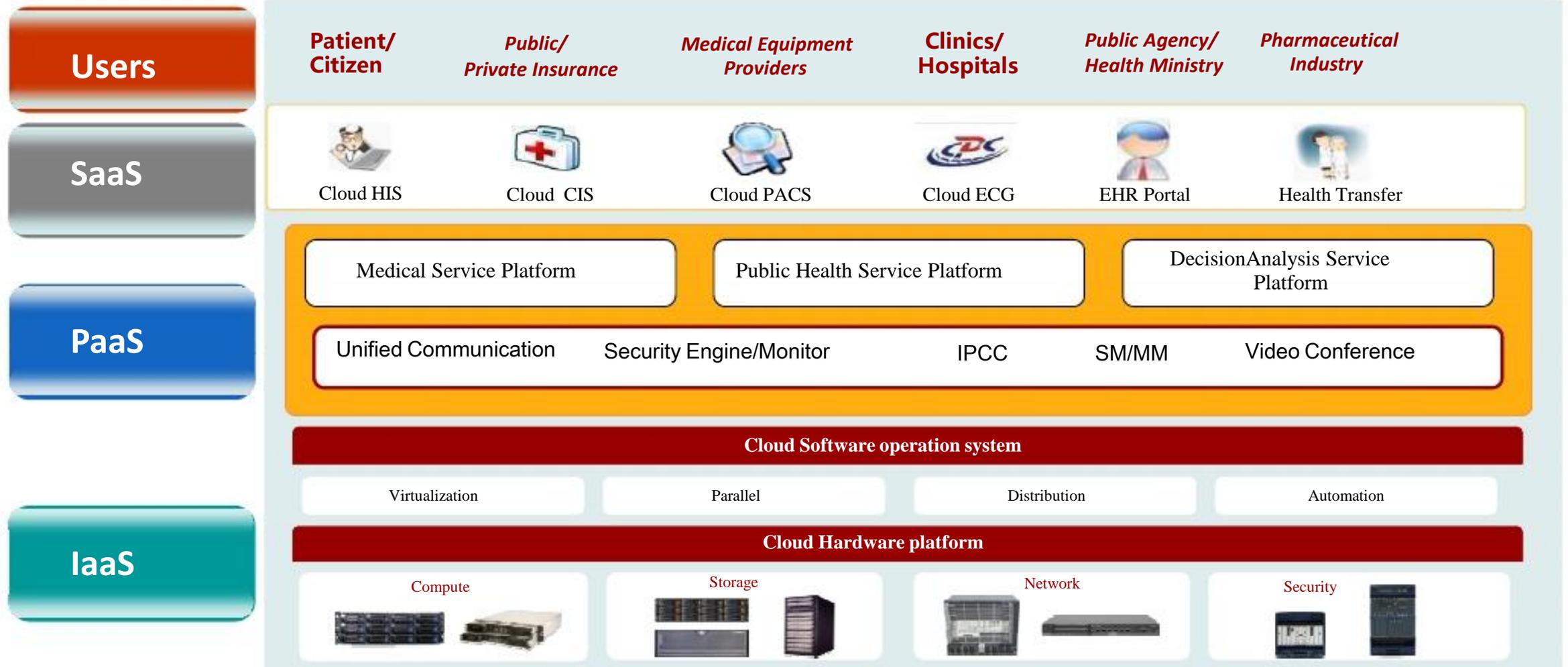
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Administration information systems, Clinical information systems and Radiology IT are the largest proportion of investment in health information technology.

# Healthcare System Vision



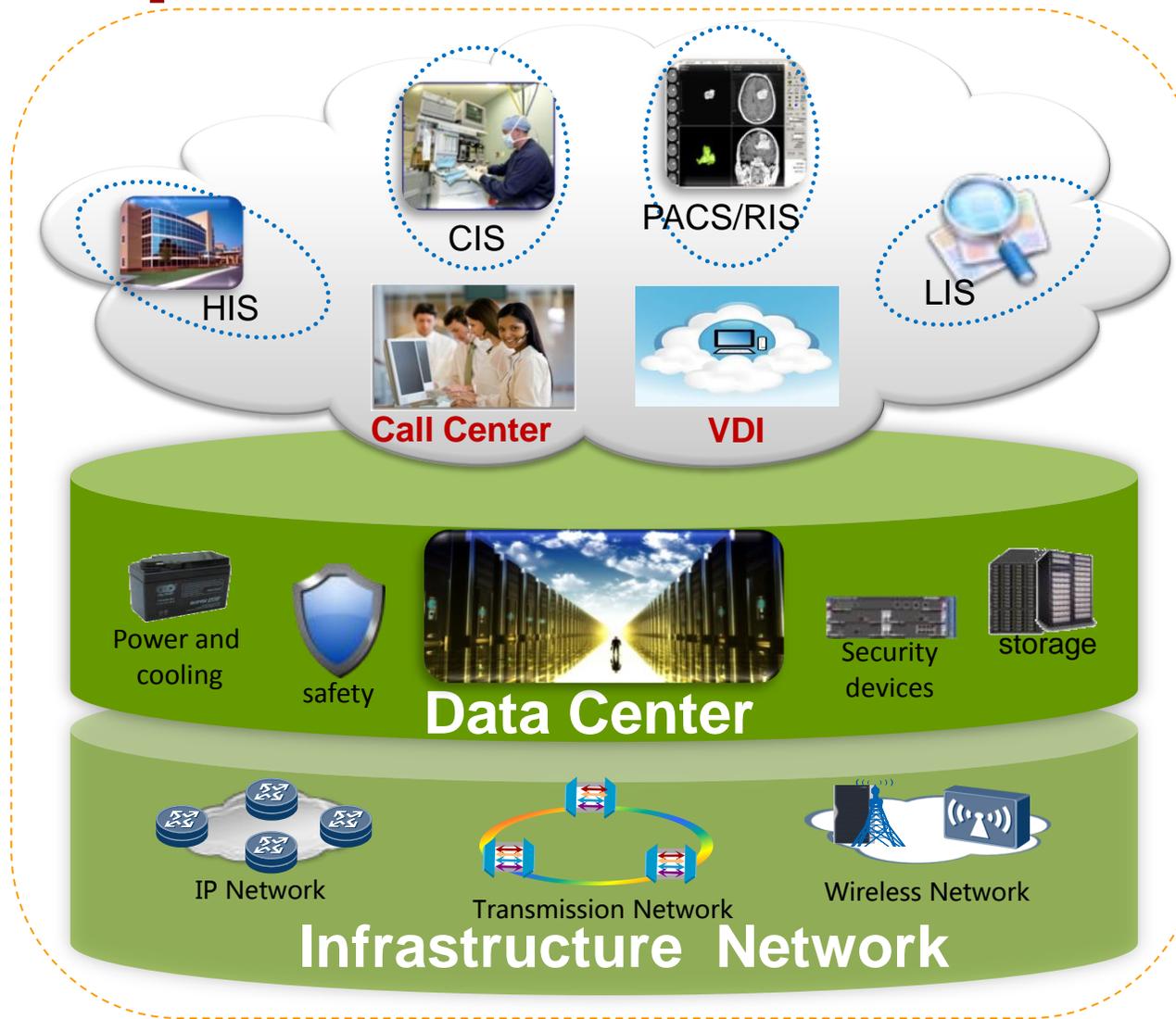
# Architecture of Huawei Healthcare Cloud



# Digital Hospital Solution

## Challenge

- Patient medical treatment difficulties
- Inefficiency of medical treatment
- Leaking of medical information
- Busy emergency hotline
- Waste of medical resources



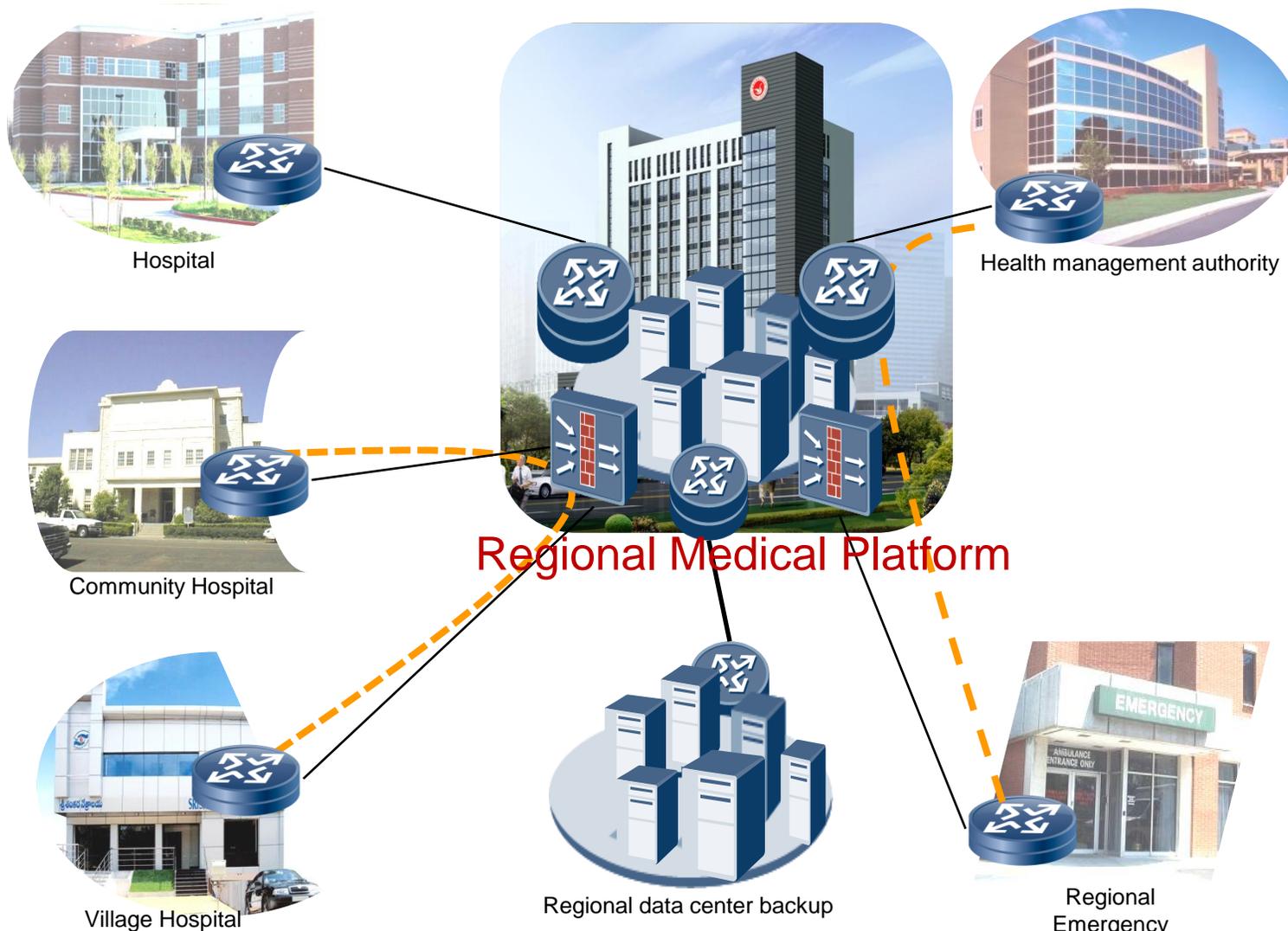
## Benefits

- **Business:**
  - Improve the efficiency of hospital operations
  - Save more resources
- **Security:**
  - Improve patient privacy
  - Improve the reliability of the operation
- **Service:**
  - Patient satisfaction
  - Faster emergency response

# Regional Medical Solution

## Challenge

- Big data sharing
- Video transmission on network need to improve bandwidth and Qos challenges of network security and information security
- Lack of interconnection and information sharing between regional hospital



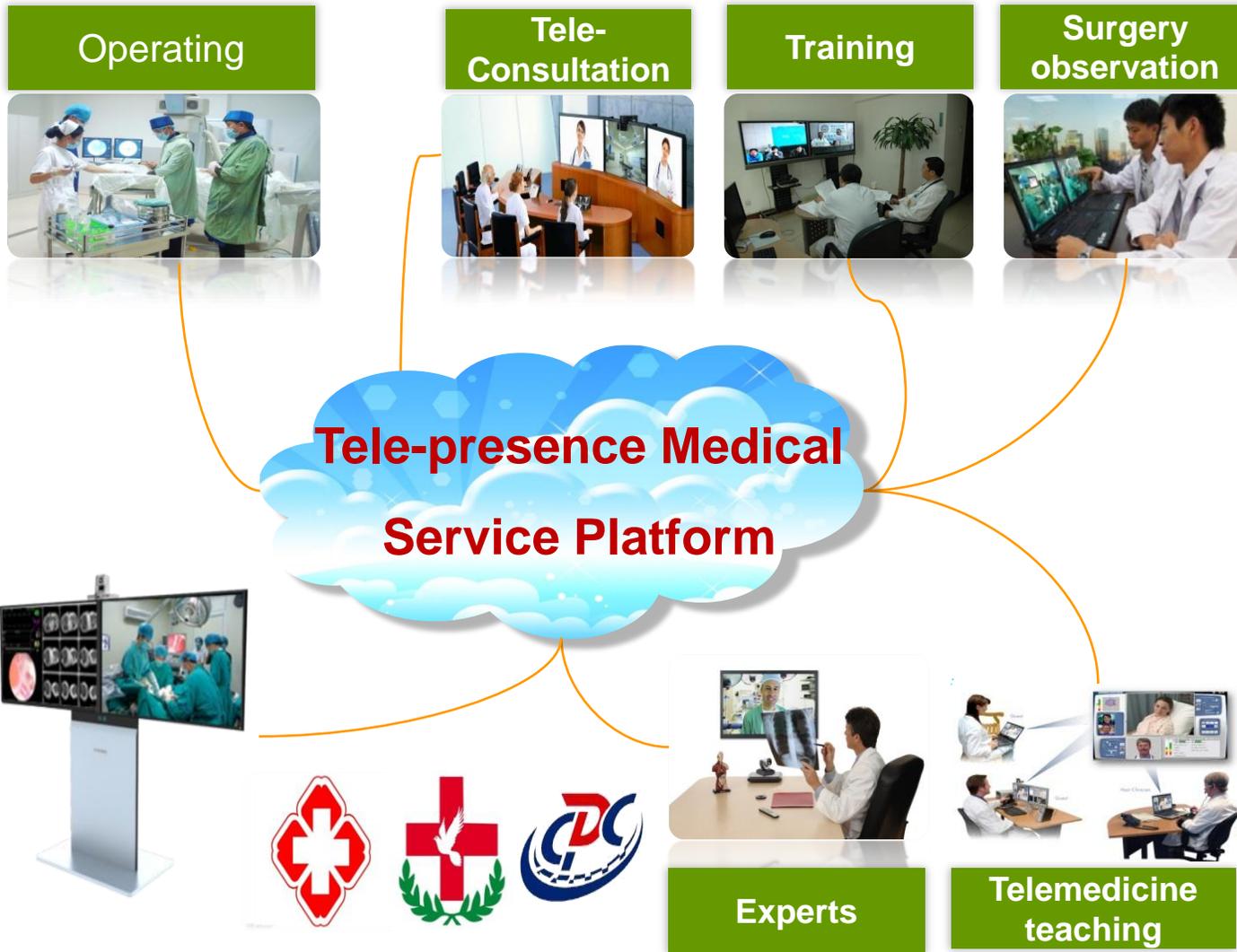
## Benefits

- Communication:
  - Collaboration
- Healthcare Resources:
  - Storage and sharing of health information
  - High Qos medical network
- Management :
  - Reduce maintenance costs
  - Flexible and extensible network infrastructure
  - Increased management efficiency

# Telemedicine Solution

## Challenge

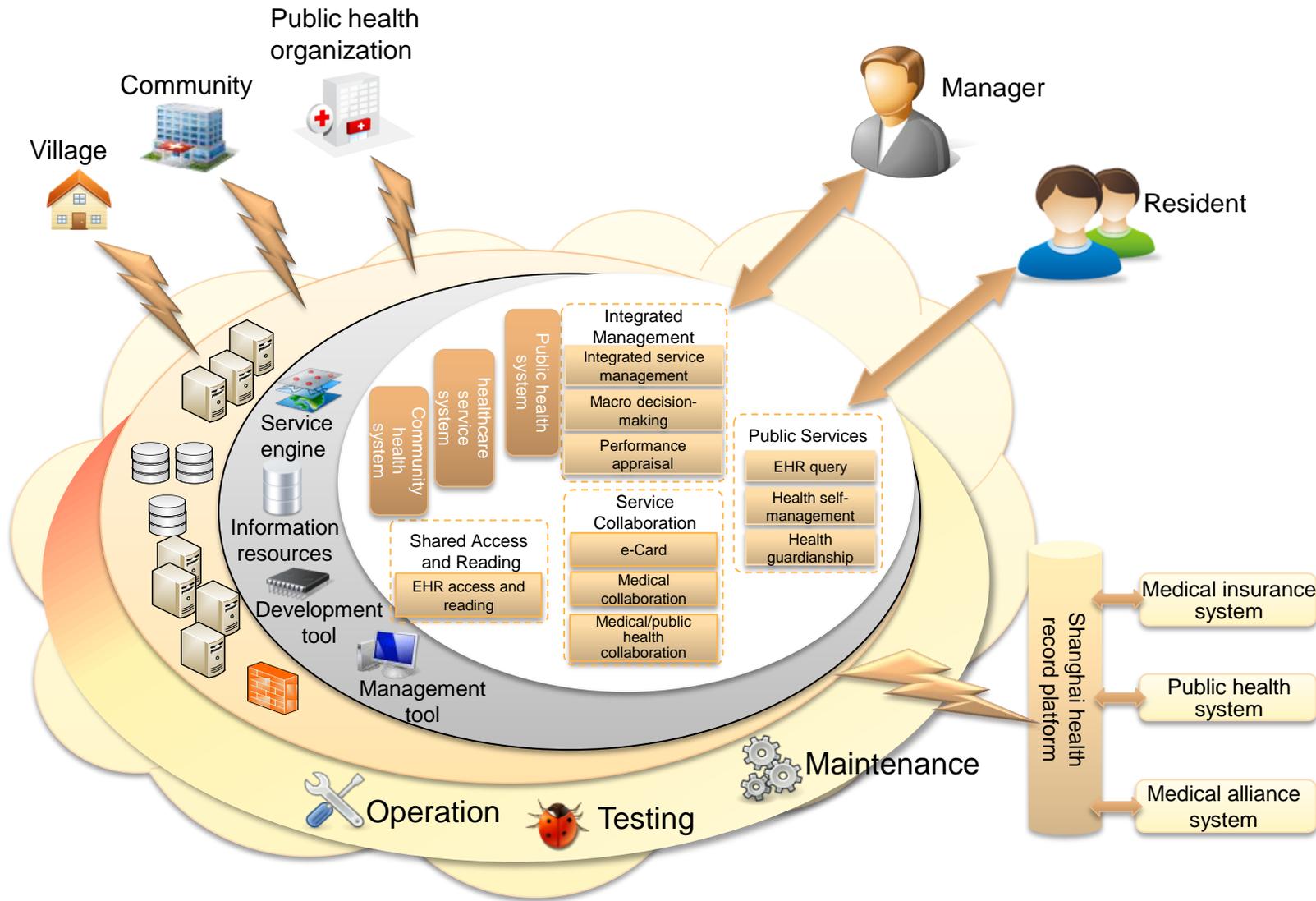
- Uneven distribution of medical resources
- Low efficiency of medical aid
- Medical personnel training means less
- Rising cost of medical services
- Not the nearest medical treatment



## Benefits

- Patient:
  - Cost savings
  - Expert support
  - Rapid response
- Hospital:
  - Improve hospital influence
  - Improve health care level
  - A good physician-patient relationship
- Society:
  - Improve medical uneven development
  - Improve communication channels

# Shanghai Hospital Health Cloud



## Challenges:

- Unsatisfied the quality of hospital services
- Lacking enough IT support
- Prone to human errors

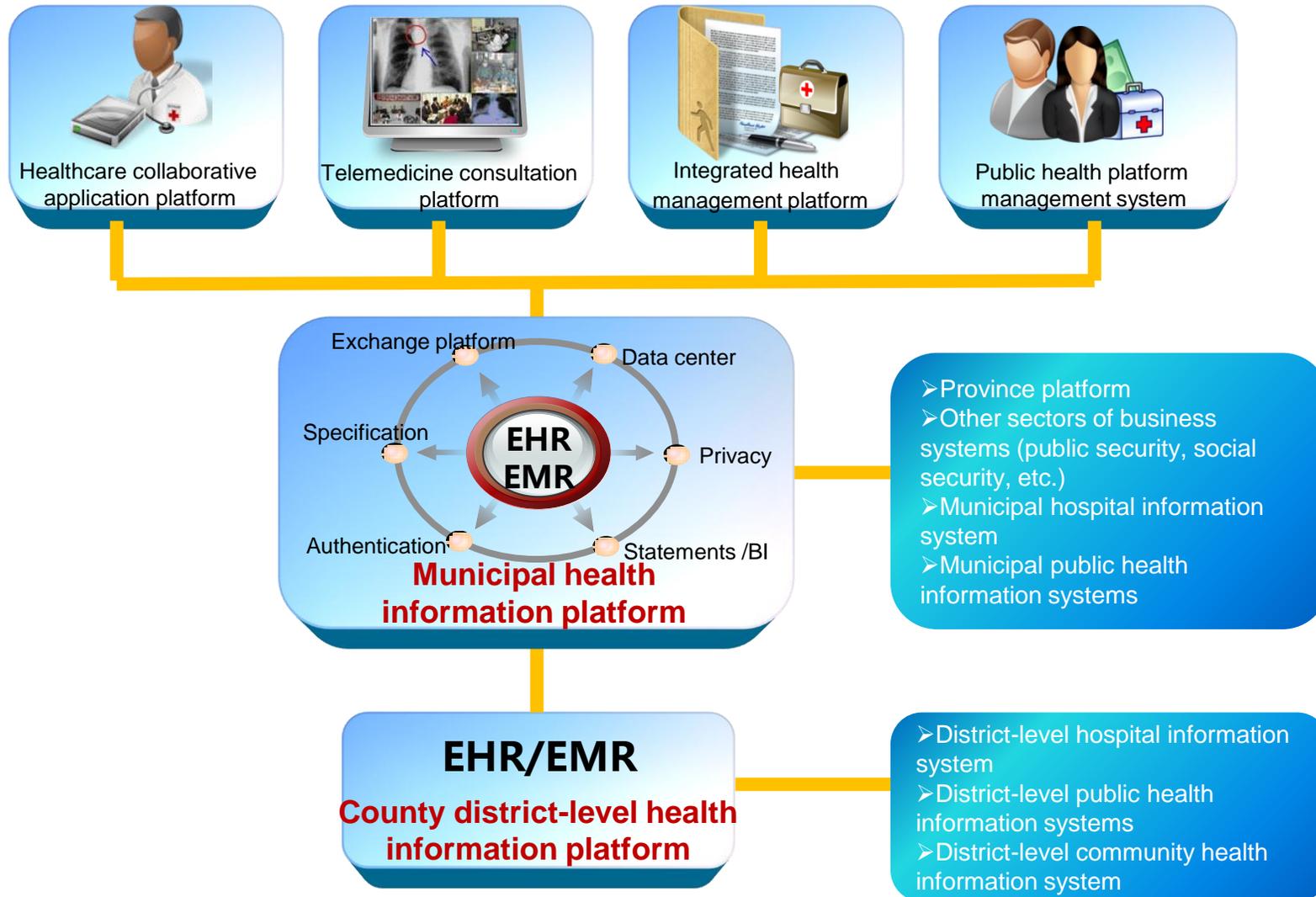
## Solution:

- Tier-by-tier deployment, openness, and interoperability
- Modularization data center and technical security support
- Integrated deployment specifically for hospital customers with insufficient IT expertise.

## Benefit:

- Patient satisfaction improving
  - fast registration
  - fast payment
  - fast dispensary
- Cost reduction :
  - 70% in power
  - 75% saving in space
- Uninterrupted services.

# Chongqing Regional Health Platform Primary Stage



## Challenges:

- Lack of network of health
- Lack of health information sharing

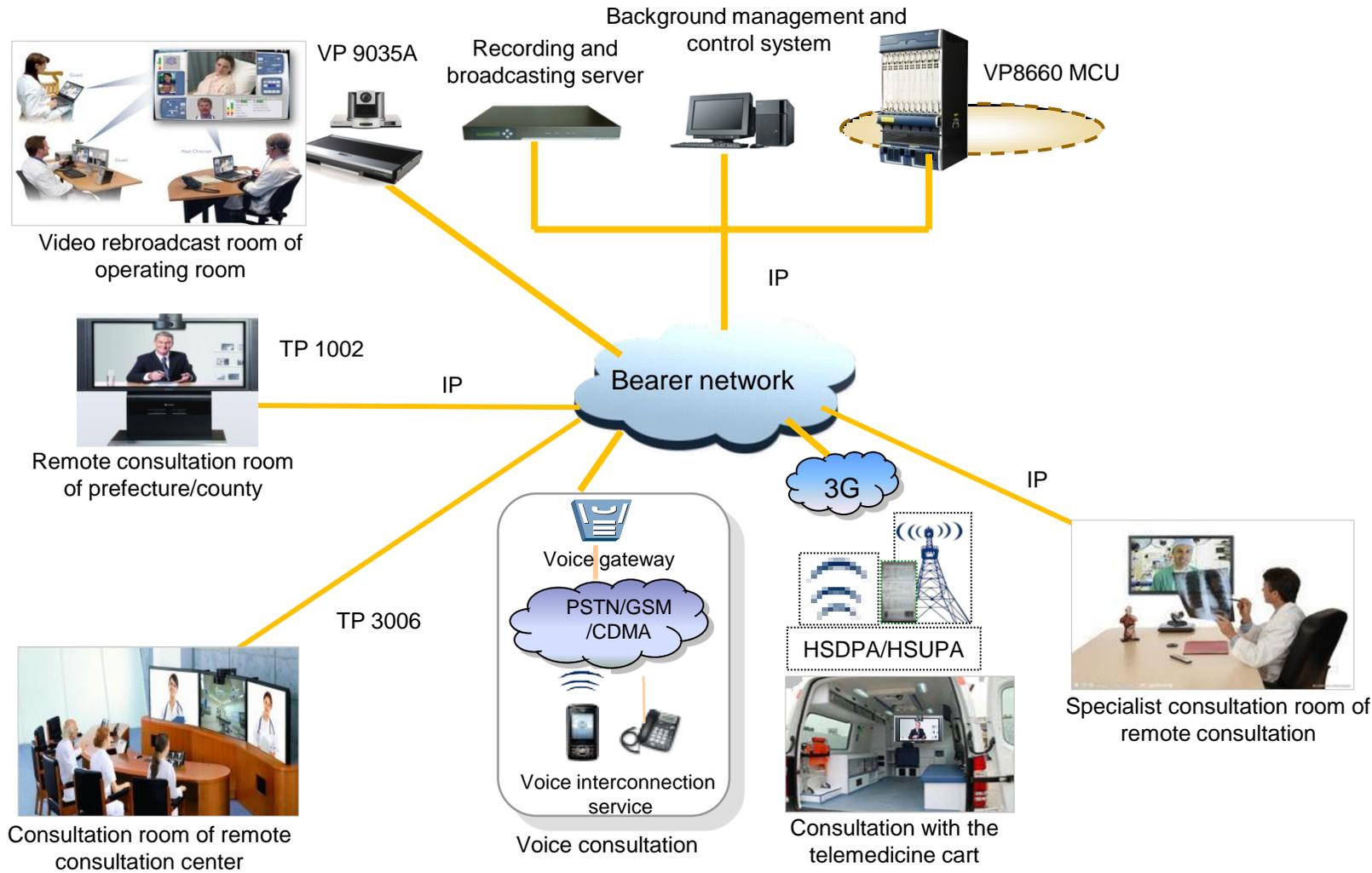
## Solution:

- Regional centers with high-end routers and wide-area network interconnection.
- Platform at all levels using high-end switches to connect the regional central server, providing region-wide sharing of health records access

## Benefit:

- Interconnection, sharing of information
- Health regional information platform can support a variety of business

# Zhengzhou Remote Consultation Center



## Challenges:

- HD video show in surgery, HD Auxiliary image.
- Real time communication between the experts in different place
- Internal training and discussing.

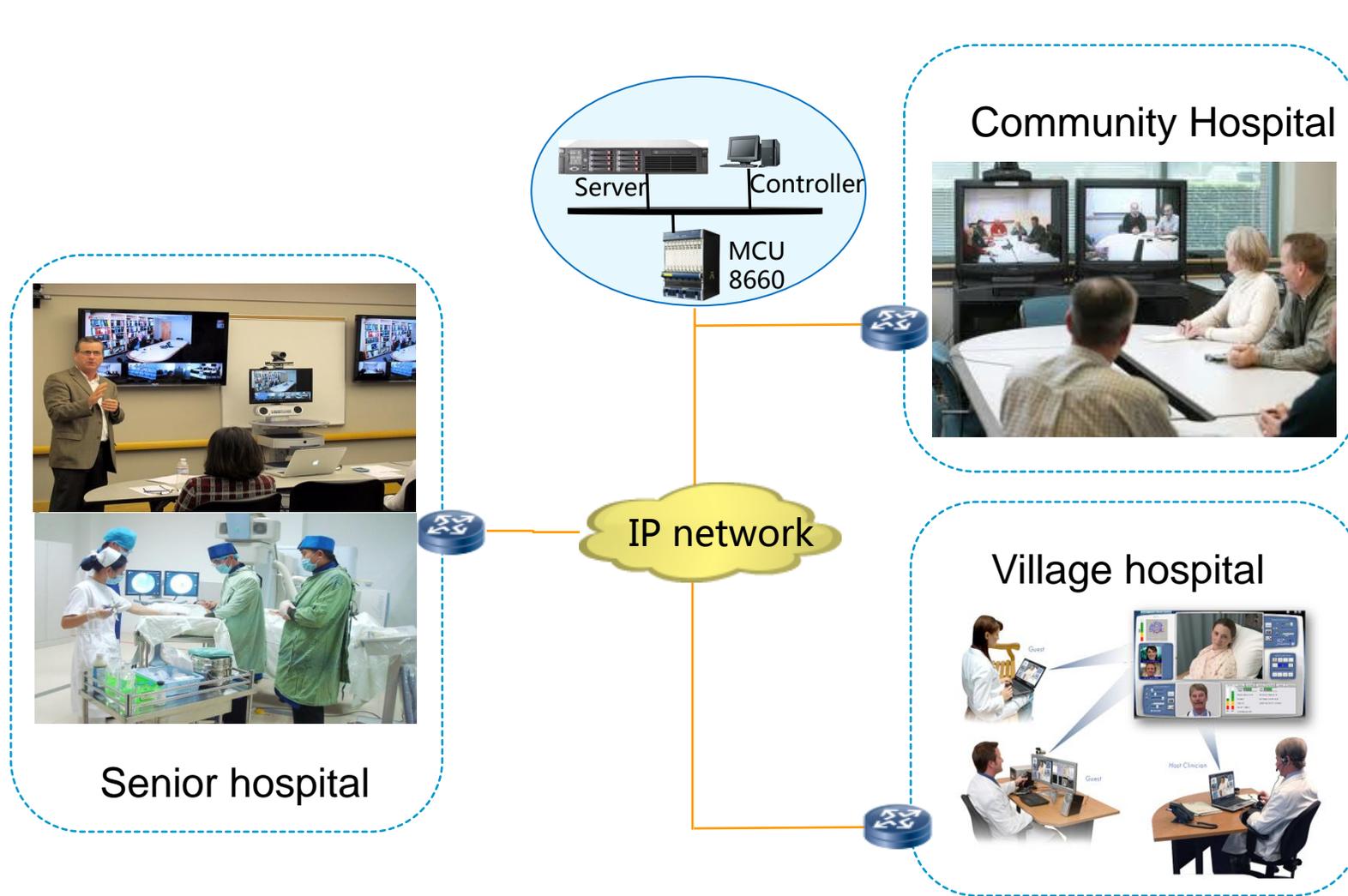
## Solution:

- 120 set of telepresence systems and HD end-points cover the whole province to
- provide remote diagnosis and surgery guide.

## Benefits

- Remote consultation
- Remote surgery guide
- Surgery process recording
- Remote training
- Remote Discussion

# Fujian Hospital of HD Operation Teaching System



## Challenges:

- Remote teaching, telemedicine
- High-definition video transmission

## Solution:

- Operating room 1080P/720P HD video access, including the microscope video access
- University of demonstration room SD 23 of the main venue, all other branches of the classroom at the venue 27

## Benefit:

- Remote operative learning, telemedicine
- Surgery online live recording and broadcasting



## **Huawei Enterprise *A Better Way***

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