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# The Telematics Infrastructure in Germany

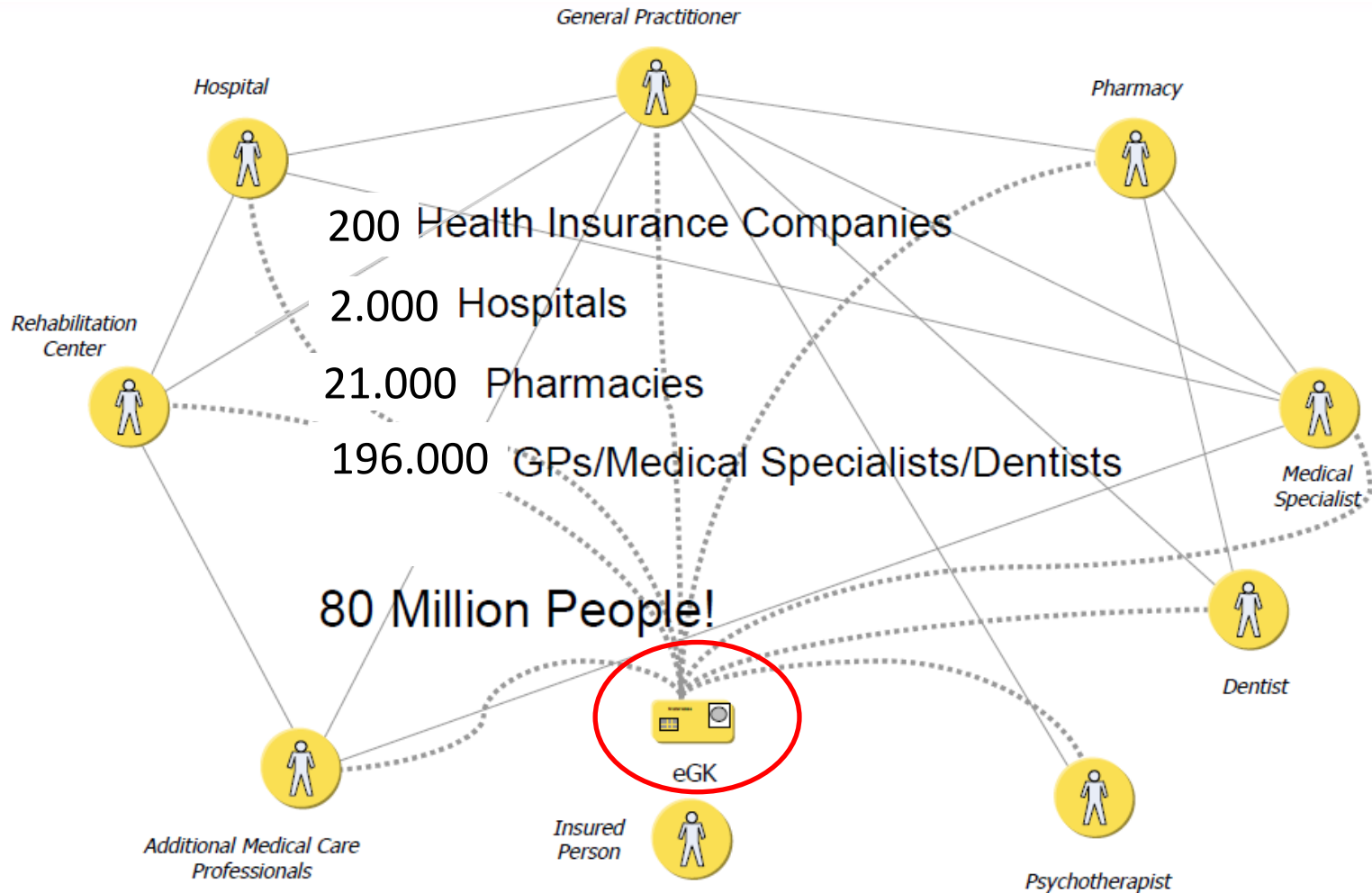
Gematik tender award– conference call

Christian B. Teig, CFO

3 December, 2013

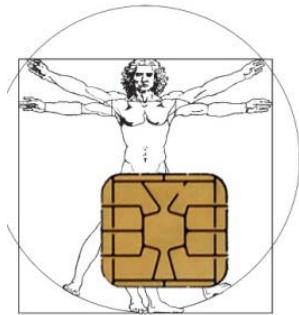


# The coming secure communication arena in German healthcare



# The Telematics Infrastructure is based on the eGK

The purpose of the German “Electronic Health Card” (eGK) is to improve the medical care of patients.



**Gesundheitskarte**



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The eGK shall ensure that all healthcare providers have immediate access to all necessary medical information to deliver high quality and cost efficient care.

# Gematik GmbH is behind the eGK / TI roll-out

## Facts

- Founded in January 2005
- Owned by the 7 top organizations of the German health system (e.g. Bundesärztekammer, DAV - Deutscher Apothekerverband, Deutsche Krankenhausgesellschaft, GKV-Spitzenverband, KBV - Kassenärztliche Bundesvereinigung)
- Working under legal supervision of the Federal Ministry of Health

## Tasks

- Defining technical specifications for components, services and applications to and final responsibility for the operation of the Telematics Infrastructure
- Introduction, maintenance and enhancement of
  - eGK
  - Insurance data management (VSDM)
  - Qualified Electronic Signature (QES)
  - and additional applications



**gematik**

Gesellschaft für Telematikanwendungen der Gesundheitskarte mbH



# Tender process for 2 pilot regions began 2012



Gesellschaft für Telematikanwendungen der Gesundheitskarte mbH

## Tender process

**December 11**

Gematik reaches a new decision to test the Telematics Infrastructure

**May 12**

Bidder Contest

**October 12**

Confirmation of five qualified vendors for the final offering

**November 12**

Publication of specifications and request for final offers

# Two contracts have been awarded

## Tender process

**November 13**  
Deadline for final offers

**December 13**  
Acceptance of tender for two partnerships

**2014/2015**  
Test of the Telematics Infrastructure and Evaluation

**2016 (est)**  
Start of the rollout of the Telematics Infrastructure

Winners announced 3 December 2013:

- Region North: Booz / CGM / KoCo consortium
- Region South: T-Systems

# CGM consortium contract award

## Consortium

- Booz is responsible for overall project management
- CGM is responsible for end-to-end provider-side implementations
- KoCo Connector will deliver key technology components



## Key elements

- CGM contract value of EUR 14.5 – 22.0 million depending on optional products and services
- All material deliveries in 2014 and 2015

# CGM participates with highly relevant products and services

## Equipping 500 Health Providers in pilot regions

- Medical Information Systems (AIS incl. Dental, HIS)
- Modules for eGK online update and digital signature applications
- Online access: DSL line, modem, ISP access information
- Contractors:
  - Card Terminals: SICCT standard for eGK and German Health Professional Card
  - Non-CGM Medical Information Systems





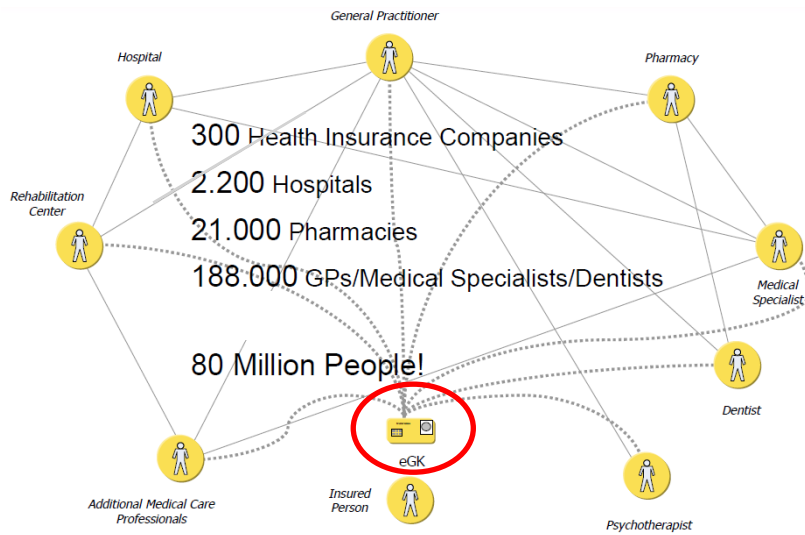
# The real upside comes with the full rollout (est. 2016)

## Opportunity for CGM to sell new eGK-compliant online access products to existing customers:

- ~ 44.200 doctors offices / 69.400 doctors
- ~ 15.000 dentists offices / 19.800 dentists
- ~ 4 .000 pharmacies / 8.000 pharmacists
- ~ 100 hospitals
- ~ 300 rehabilitation centers
- ~ 550 social care institutions

**All CGM service partners will benefit from additional and specialized hardware and service business.**

# The Telematics Infrastructure fits perfectly with CGMs strategy



- eServices
- ePrescriptions, eLabOrder, etc.
- Physician Networks
- Clinical Pathways
- Hosting
- Web-based personal health records (CGM Life)
- .....
- .....

## Q&A session

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If you would like to raise questions, please press **\*1** on your telephone

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