Opportunity Guide: Healthcare

Today's healthcare organizations continue to embrace the use of new technology—and are starting to adopt a more patient care mindset—to deliver on the promise of connected healthcare. But it does not come without its challenges: lack of interoperability and impenetrable security, to name just a few. To meet the needs of a connected healthcare enterprise and pave the way for truly connected healthcare, healthcare IT teams will need to adopt more flexible, integrated and service-oriented approaches.

Healthcare Market Drivers

- **Security** – As healthcare organizations increasingly use digital technology to capture, store and share information, they must also implement more sophisticated safeguards to better identify and manage malicious activity to secure patient data at rest and in motion.

- **Internet of Things (IoT)** – The Internet of Things is expected to grow to $158 billion by 2022, with healthcare as the dominant sector.[2] These can include devices—such as glucose, ECG and blood pressure monitors—along with sensor-enabled textiles and digestible sensors that can help clinicians improve patient care.

- **Big Data and Analytics** – As more connected devices come online and new data sources—such as data from wearables and social media—gain acceptance, the use of big data analytics for population health management, personalized and precision medicine, disease detection and prevention, and other healthcare initiatives becomes more urgent.

- **Telemedicine** – As costs continue to rise and patients' deductibles climb, telemedicine provides not only greater savings, but greater efficiencies, too. Hard-to-reach or less-than-mobile patients, patients who require consistent monitoring, and rural healthcare facilities that require expert advice, can all benefit from telemedicine.

- **Customer Mindset** – Today's patients demand more involvement in their health and well-being, requiring healthcare organizations as a whole to adopt a more customer-driven mindset. This new customer focus also requires healthcare IT teams to integrate customers' devices, apps and wearables into the process and ensure they have ample visibility into their healthcare.

Market Opportunity

- The North American healthcare IT market is expected to reach $50 billion in 2019, growing at a CAGR of 4.1 percent.[1]

- The healthcare provider solutions segment—driven by the increasing demand for improved patient safety and patient care, stringent regulations regarding healthcare provider solutions, and the need for integrated healthcare systems—is expected to grow at 4 percent CAGR over 3 years.[1]

- The overall growth of the healthcare IT outsourcing services market is driven by the growing focus of healthcare providers and payers on minimizing operational costs of healthcare delivery and maximizing profit margins.[3]

- Lack of skilled IT professionals in healthcare organizations is one of the key factors that compels healthcare providers to outsource some administrative operations to specialized vendors. This helps healthcare providers to ensure effective utilization of various IT solutions for several business processes at an affordable cost.[3]

Challenges

Lack of True Interoperability
Though much has been spent implementing electronic health record (EHR) systems, they and other healthcare systems are not yet capable of seamlessly sharing information across the healthcare ecosystem. This keeps clinicians from having a complete view of their patients at the point of care, and from effectively using analytics to spot trends, diagnostic information, treatment protocols and more.

Cybersecurity
At a time when healthcare data breaches are on the rise and healthcare information is fetching big dollars on the black market, holistically securing systems and safeguarding protected health information (PHI) has never been more critical.

Fewer Skilled Resources
IT organizations overall must maximize shrinking resources and healthcare IT organizations are no exception. Healthcare IT teams are especially susceptible to the lack of skilled resources needed to become a connected, data driven, customer-driven healthcare enterprise.

Skyrocketing Costs
Instead of directing scarce resources to patient outcomes, resources are diverted to maintaining inefficient infrastructures. Productivity goes down, capital and operating costs go up, and not meeting compliance mandates can result in severe penalties and reputational damage.

HIPAA Regulatory Requirements
Critical protection of patient information is enforced. Performing backups regularly and disaster recovery is tested periodically

Lack of Innovation
Managing and maintaining a large and complex infrastructure keeps IT teams from innovation that can better serve business objectives.

Technology Solutions

Data Analytics
Tech Data offers a vendor-neutral solution for two critical areas: healthcare systems integration and development, and healthcare analytics and insights. These solutions combine diverse capabilities and services for healthcare providers across clinical, quality, compliance and operational areas. There's also a range of packaged, on demand and custom services for integration and analytics.

Cloud Computing
In healthcare IT environments, the cloud provides greater security, management, orchestration and governance. It also allows for a flexible pay-as-you use model that can scale to your clients' demands. Tech Data offers multiple public, private and hybrid cloud options for healthcare environments.

Converged Infrastructure
Tech Data can help unite healthcare server, storage, compute and other resources into a flexible, consolidated healthcare platform—or a modular hyper-converged solution—that simplifies your customers' environment and amplifies their transition to a connected health enterprise.

Internet of Things (IoT)
A proven partner for your IoT initiatives, Tech Data provides a wide range of resources—from the edge to the enterprise—to develop IoT solutions that effectively gather information, connect to the internet, and securely manage and analyze data in healthcare settings.

Security & Networking
As healthcare enterprises continue to amass massive amounts of data, they need proper backup, protection and recovery solutions. Tech Data can help you provide customized solutions that consider everything from unique clinical and business workflow requirements to HIPAA regulations for patient privacy and data loss prevention.

The Right Partner: Tech Data

By providing channel partners with reach, efficiency and expertise, Tech Data becomes essential in their ability to meet the evolving needs of the technology market through exceptional service, insight and world-class execution. Tech Data is committed to helping channel partners understand new market dynamics, deliver today's technology and show them where technology is going in the future to help them connect the dots and ultimately, to help them grow their business.

Telehealth
Remote health and wellness monitoring is transforming healthcare through the power of mobile cloud computing and IoT. By leveraging the medical data collected from medical devices, sensors, implant devices, and wearables, a patient's well-being can be monitored in real time between the home, hospital, and beyond. This real-time monitoring advances treatment and outcomes that better improve patient health and lower readmission rates.

The Tech Data IoT and Analytics solution catalog aggregates repeatable, multi-vendor solutions, drawing on our end-to-end technology portfolio to address specific customer-centric use cases. The offerings in the catalog are developed using Tech Data's Solution Factory methodology, incorporating a rigorous vetting process where solutions are cross checked with a reference architecture, and undergo testing and use case repeatability identification.

For more information, view our telehealth solutions and much more at **iot.techdata.com/solution-catalog.html**. Contact the Tech Data Public Sector team at 800-436-5353.

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[1]Source: Gartner, Forecast Analysis: Enterprise IT Spending Across Vertical Industries, Worldwide, 3Q17 Update, Doc#G00324501, Dec 2017

[2]Source: Transparency Market Research "Internet of Things (IoT) in the Healthcare Market – Global Industry Analysis, Size, Share, Growth, Trends and Forecast, 2016-2024

[3]Source: "Healthcare IT Market by Product (EHR, RIS, PACS, VNA, CPOE, mHealth, Telehealth, Healthcare analytics, Supply Chain Management, Revenue Cycle Management, CRM, Claims Management, Fraud Management) by End User (Provider, Payer) - Global Forecast to 2020," marketsandmarkets.com.