



## Personalized patient solutions

The role of the home healthcare & equipment provider

*Olivier Petit – VP Healthcare Global Operations Development – Air Liquide*



## Along the continuum of care...



Acute  
disease

Chronic  
disease

Prevention  
& Well being



We aim to provide customers and patients in the continuum of care from hospitals to home with medical products, specialty ingredients and services that contribute to **protecting vulnerable lives**



## Home healthcare activity: personalized patient care

### Providing a complete suite of services

- Facilitating discharge from hospital
- Setting up efficient and secure treatment at home in compliance with medical prescription
- **Testing and selecting medical devices** through our evaluation lab
- **Delivering medical devices and consumables**
- Training patients and their family on medical devices
- **Monitoring patients' compliance to treatment and reporting data to physicians**
- Co-ordinating services with healthcare professionals
- Ensuring 24/7 assistance



3

16/10/2014

O. Petit

World leader in gases, technologies and services for Industry and Health



## Sleep apnea: personalized care management

1<sup>st</sup> contact:  
treatment  
initiation



Regular visits for  
follow-up at home



Support  
program  
with specific  
nurses  
(call center)



Telemonitoring for  
compliance management



## Moving towards integrated and personalized solutions

Provide **solutions** to **practitioners, payers** and **patients** that deliver better **healthcare and economic outcomes**.

- Compliance
- High-risk patient identification
- Lower frequency of hospitalizations
- Lower duration of hospitalizations
- Manage severe patients
- Improve patient quality of life
- Coordination of care