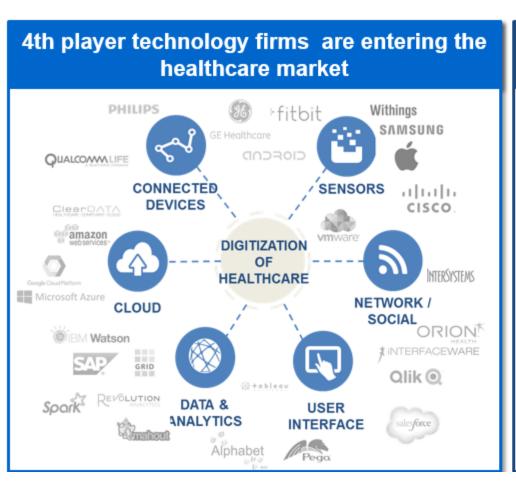
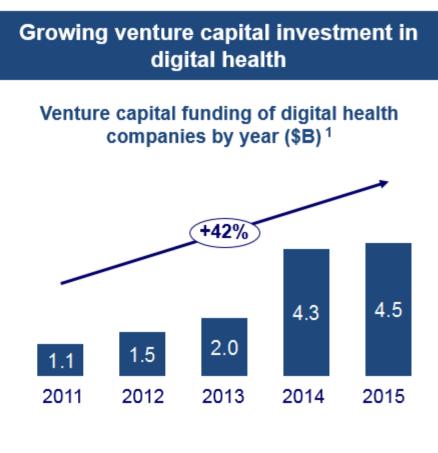
eHealth / Digital Health—the Role of the CIO in this Emerging Topic

Shawn Ramer
Global Head of IT
Bristol-Myers Squibb

March 15, 2016

High Degree of "Buzz" in Digital Health – New Players Investing Billions





SOURCE: Accenture Strategy

McKinsey: Pharma examples in digital



Novartis is piloting innovative patient adherence and self-management applications to patients

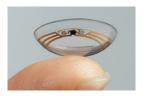






Pfizer experimented with remote monitoring trials

Alcon partnered with Google on smart lenses







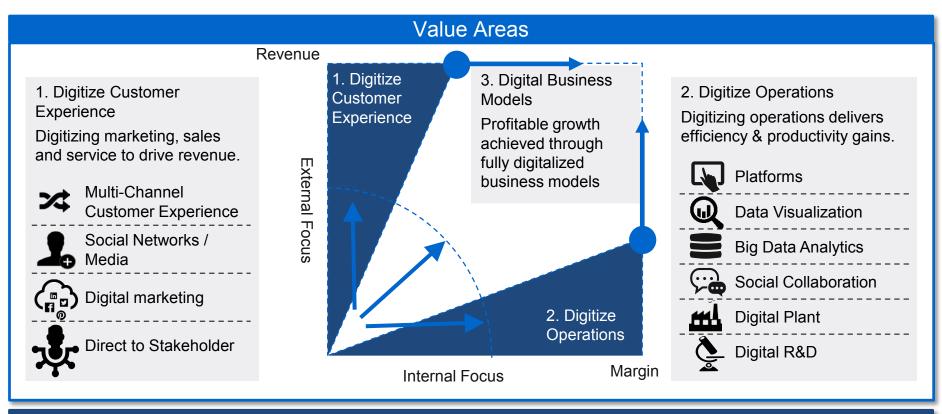


Sanofi created integrated tools for a better patient experience

Google Life Science collaboration with Biogen in MS



Broader Definition of Digital



Strategic Options



Experience-Operations Connection: Drive profitability by digitizing existing value chain, connecting initiatives in customer experience and operations

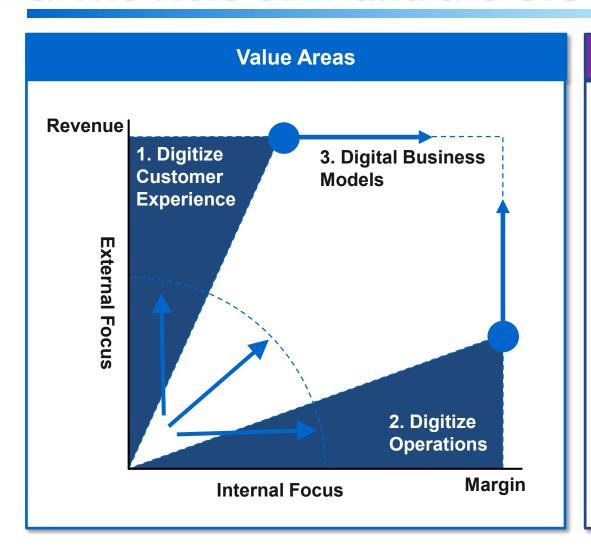


New Business Models & Revenue Streams:

Develop new revenue streams by offering a new value proposition

SOURCE: Accenture Strategy

Broader Definition of Digital & The Role of IT and the CIO



Strategic Models for IT & CIO

- A: Drive broad approach to Digital across all segments – leads 1,2, & 3
- B: Focus on Slices 1 & 2 and the Experience – Operations Connection
- C: Focus on 2 Digitize Operations and efficiency

Discussion

- What types of organizational constructs exist in your company to begin to capture the value of digital?
- What are the different approaches the CIO can take? How does the broader topic of Digital impact / fit into your IT Strategy?
- What are the implications of specific areas of digital? What areas are "hype" vs. creating real value?