

# LANDSCAPING STAKEHOLDERS WITHIN THE HIGH-RESOLUTION PHYSIOLOGICAL DATA JOURNEY



## A Major Medical Device Developer

When high-frequency data that is collected from medical devices is processed by the Electronic Medical Record (EMR), a great deal of the complexity of the data is discarded. The Client engaged PreScouter in this Research Support Service Project for help in evaluating the landscape of firms that could provide access to high-value medical data before being captured by the EMR and developing a strategy for approaching this project.



## CHALLENGE

The Client's goal was to identify key stakeholders that were part of the data journey between patient monitors and the EMR. The challenge for PreScouter was to analyze potential strategies the Client could use to enter this space and gain access to physiological data in order to develop AI-based prediction tools.



## APPROACH

PreScouter identified key stakeholders with interoperable software/hardware that were part of the high-resolution physiological data journey such as companies providing clinical decision tools, data platforms, middleware, and patient monitoring services.



## OUTCOME

PreScouter identified 45 stakeholders and interviewed 6 Subject Matter Experts in a variety of different positions in the space. In addition, the team performed extensive quantitative data analysis to identify impactful and upcoming players in the medical data arena.



**Impact of PreScouter's Work: PreScouter provided the Client with a solid understanding of the medical data journey from sensor to EMR and identified several potential strategies for the Client to access high-resolution physiological data, allowing them to begin developing AI-driven prediction tools based on this data.**

