



Potentials, risks, limitation of wearables for predictive analytics

Jörn Watzke
Director Global B2B Sales

GARMIN®

Main-IT

Eibelstadt,
September 2017

**#BEAT
YESTERDAY.**

GARMIN.



AUTO



OUTDOOR



MARINE



FITNESS
WELLNESS



AVIATION

Garmin

Build
Something
with Us



Garmin Connect API



Health API



Focus Segments



**Direct and
indirect
costs...**

**...Health, life and
pension insurance**

We didn't start this company because we love health insurance. Quite the opposite, in fact.

We're Oscar, a new kind of health insurance company.

oscar

Sign up at fbes-oscar.ny.
Or learn more at HOscar.com.

Google
Capital

DeepMind

Digital Health - The cure?



**#BEAT
YESTERDAY.**

But we have a few questions...

What is my core business and value add in the future?

What do I need first?

How to involve working council?

Does it pay off? What is the ROI?

How much do I need to invest and where?

Which kind of partners do I need?

Data security, privacy and regulatory requirements?

Can I use my existing infrastructure?

Media acceptance?

How is the customer acceptance? Do they adopt my offering?

More than 500 partner are integrated



Corporate
Wellness



Population
Health

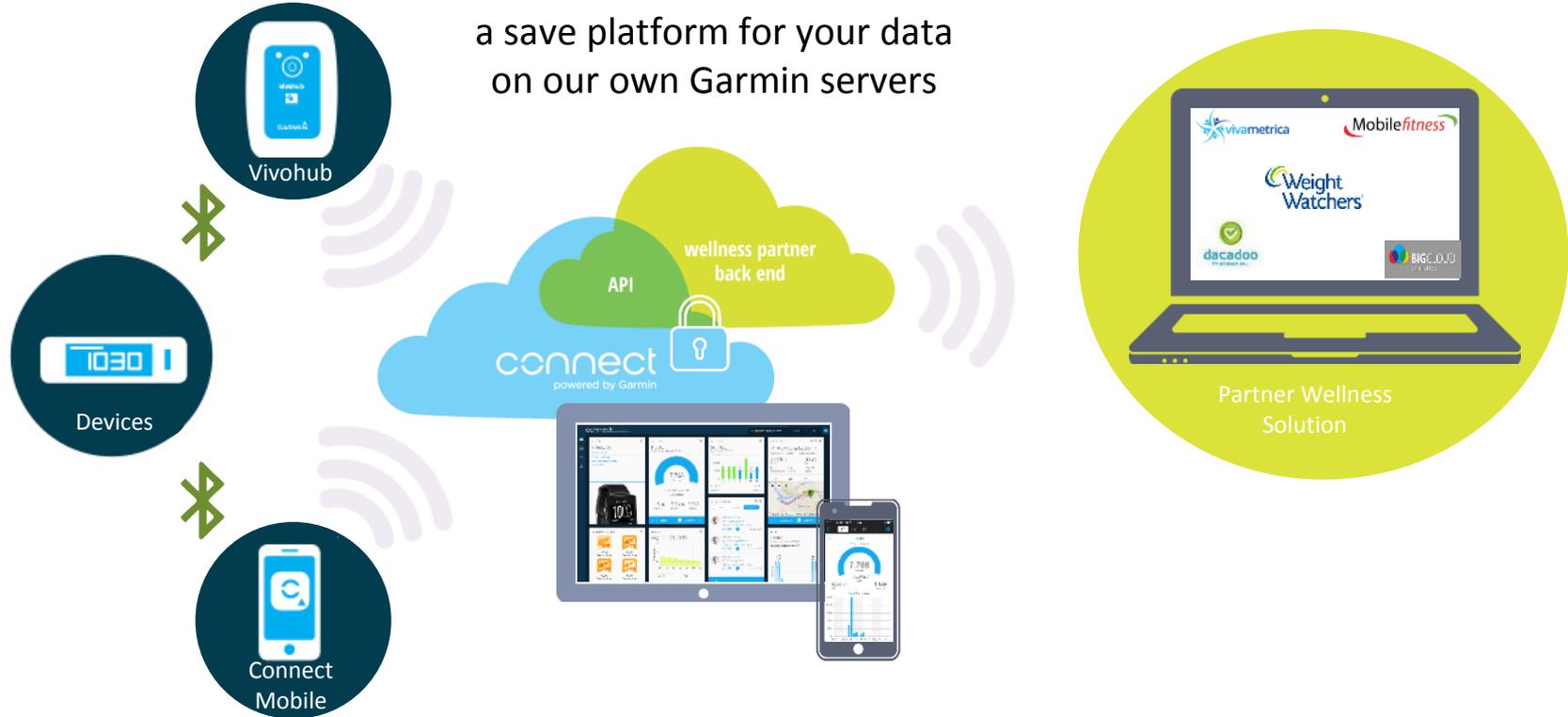


Patient
Monitoring



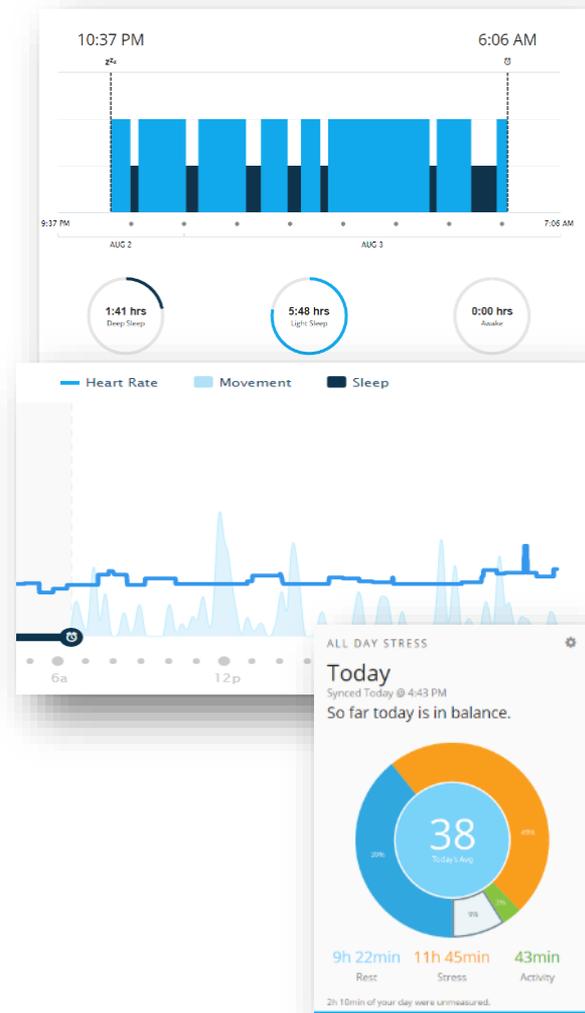
Partner integration

Garmin Connect as central as
a save platform for your data
on our own Garmin servers



A REST API designed to make it straightforward to collect summary data from program participants.

- Simple authentication process with web tools to help troubleshoot OAuth signatures
- Data includes:
 - Daily Summaries – Total counts of metrics for a particular day
 - Activity Summaries – Summary details of fitness activities
 - Epoch Summaries – Detailed data in 15-minute increments
 - Sleep Summaries – Duration and intensity levels
 - All-Day HR, Stress* – Time-stamped HR, Stress values plus daily min/max/average
 - Underlying HRV values is also available via the API
 - Body Composition Metrics – Weight, BMI, Skeletal/Muscle Mass, Body Fat/Water Percentage





DEVICES

CLOUD

SOLUTIONS



Customer Acquisition
Market differentiation through targeted communication



Customer Binding
Enhanced binding of members through innovative value added services



Improve Health
Change the behavior of the members



Risk Assessment
Get continuously all relevant data for the risk assessment



Selective Control of Prevention
Early diseases and risk detection for optimized prevention services and disease management, treatment/ care

- Working on more sensors and data
 - ✓ Pulsox sensor
 - ✓ 24/7 measurement of all parameters
 - ✓ Respiration
 - ✓ Glycose sensor
- More big data analytics and learning of special pattern
- Early warning of many diseases
 - Pre diabetes II
 - Cardio vascular
 - Sleep apnea
 - Atrial fibrillation