

Beyond Connectivity



Irfan Goandal

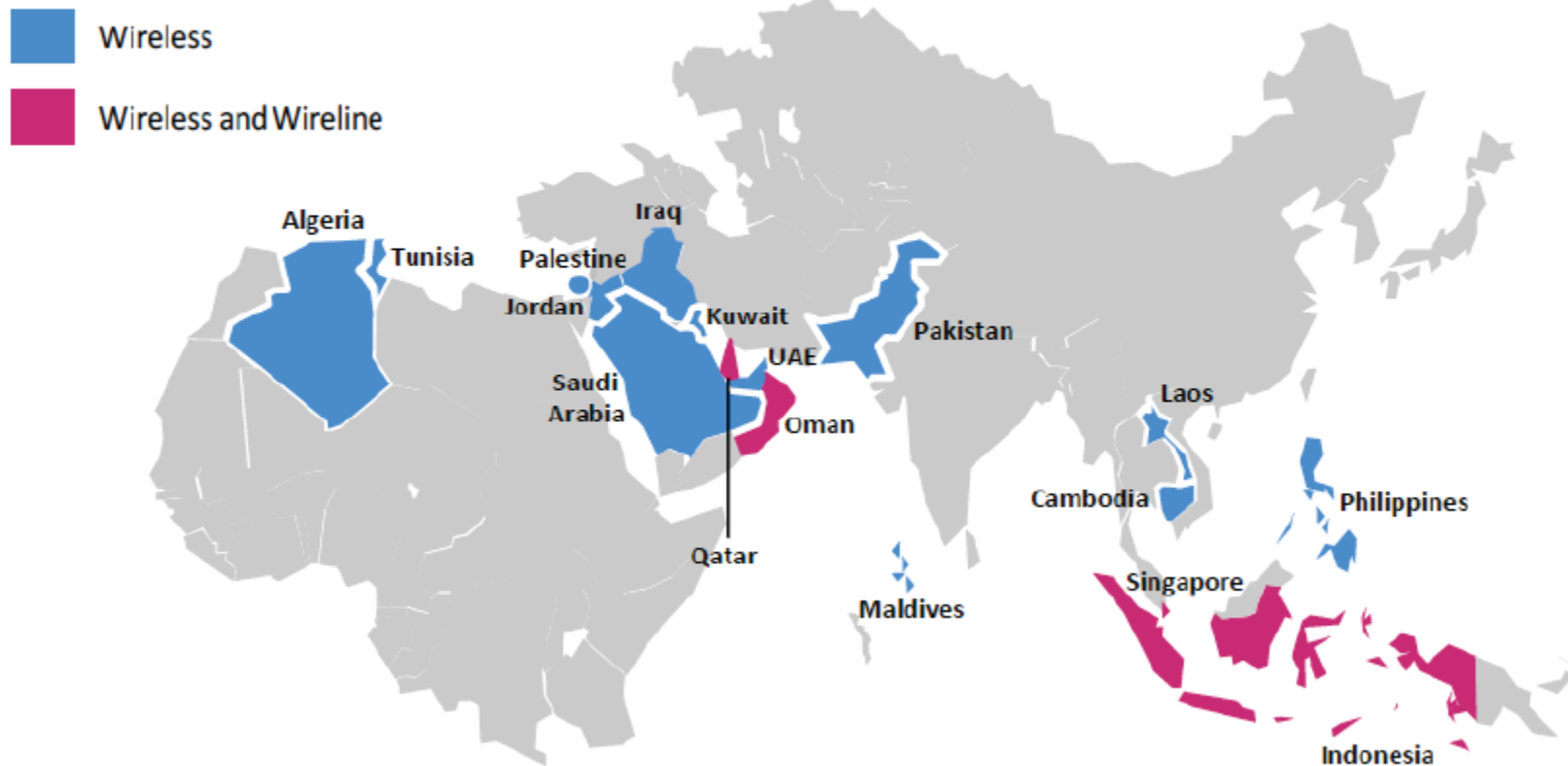
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About Qtel Group

We are in 17 countries with 84 million subscribers and a coverage area where almost a 10th of the world population resides.

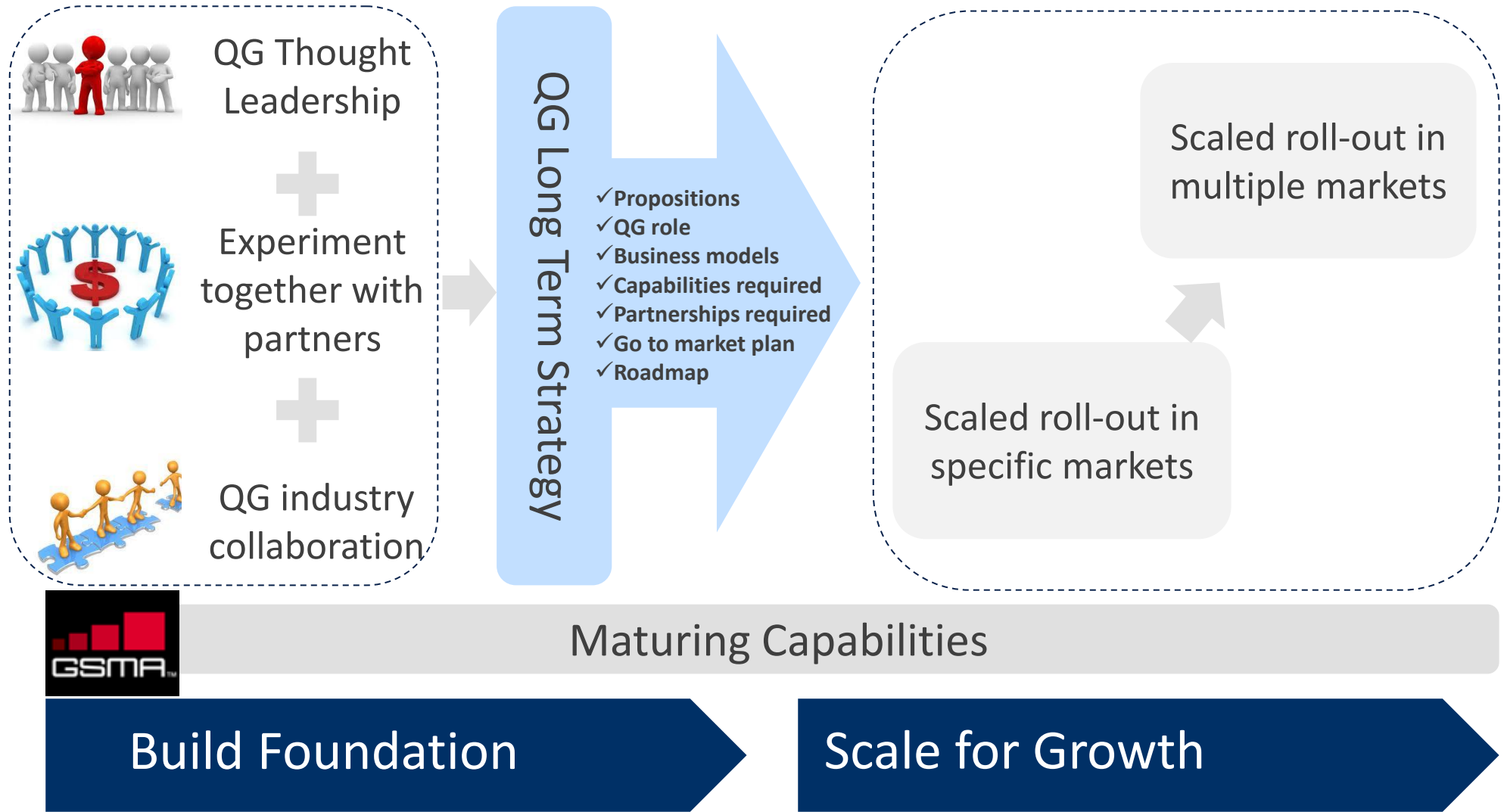


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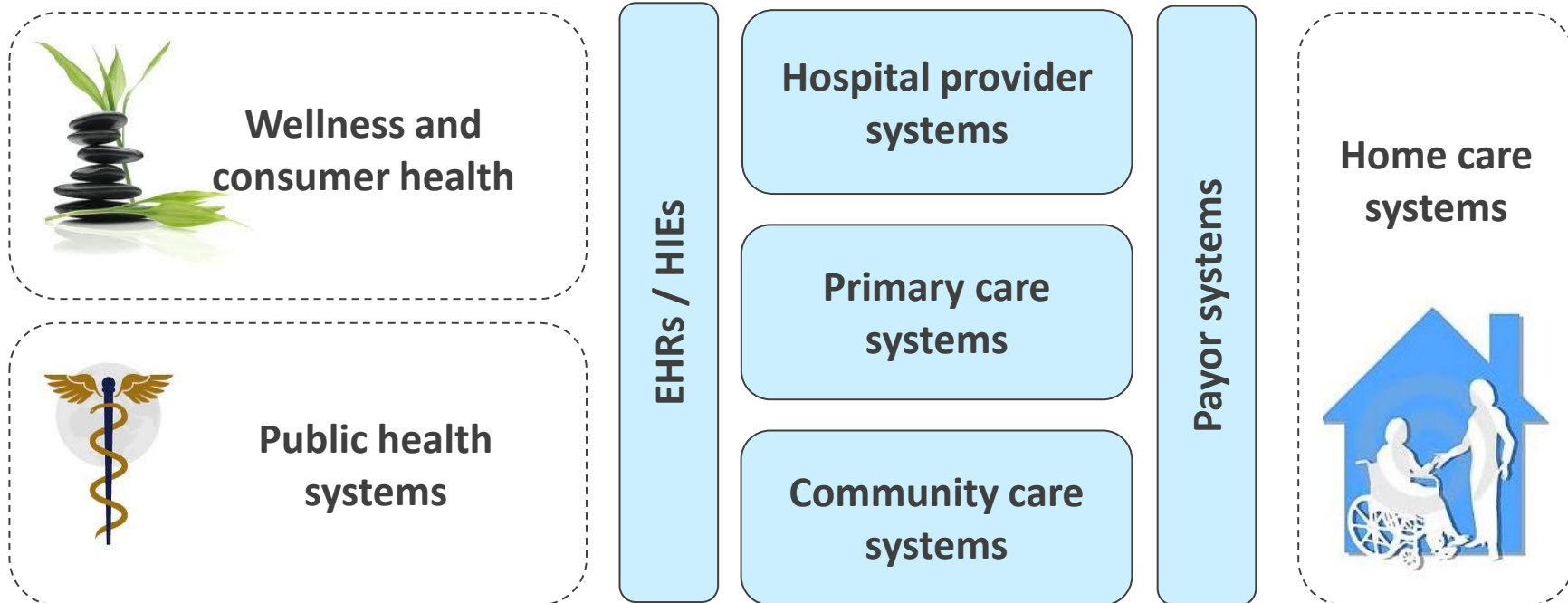
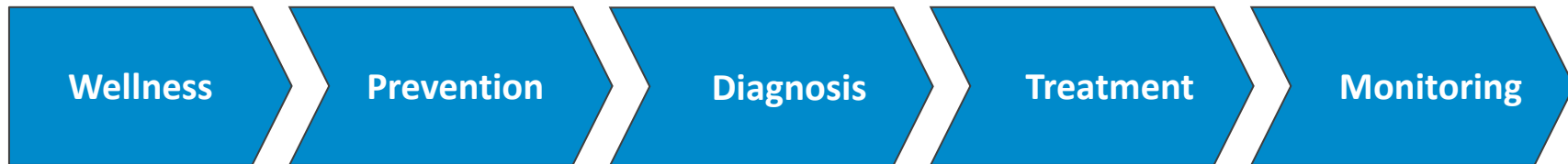
- We are the **market leader** or the **competitive challenger** in each of our markets.
- We built the award winning **Nawras** from the ground up.
- We are committed to succeeding in markets like **Iraq and Palestine** where others have not.
- We operate **the highly competitive telecom markets.**



Approach to establish Qtel Group's play into eHealth

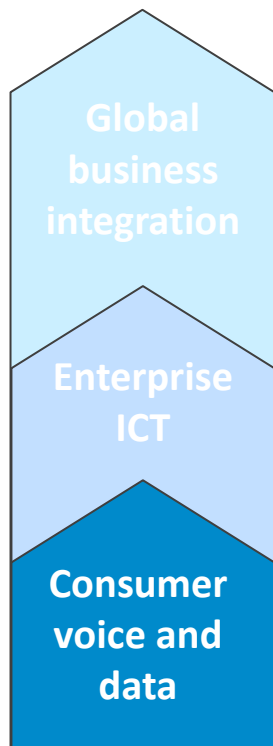
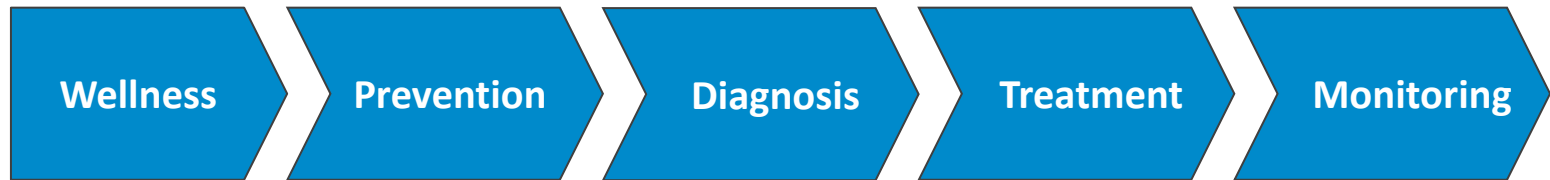


Health needs across the patient pathway and the eHealth solutions that support them



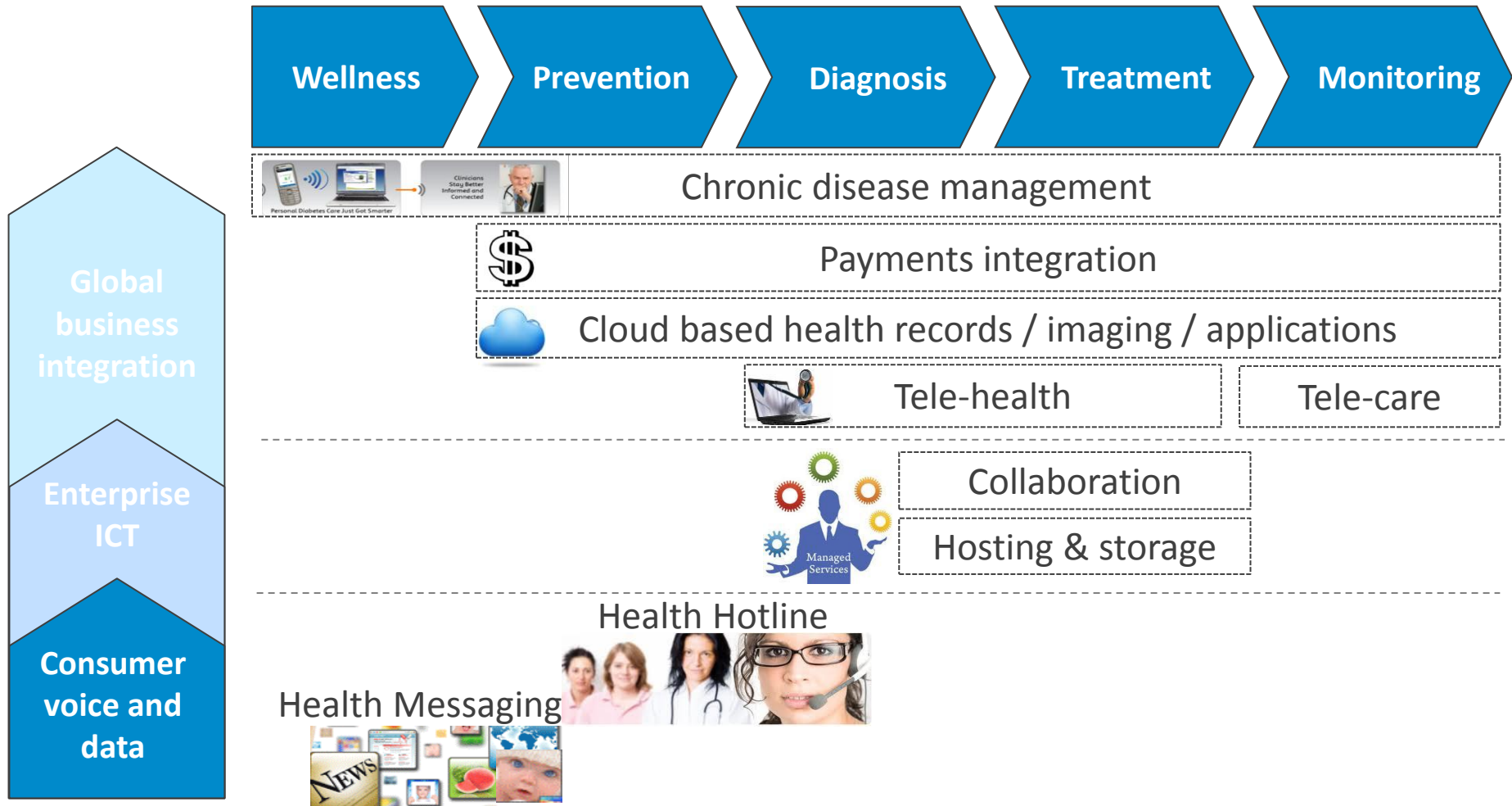
Systems supporting formal healthcare institutions / processes i.e. in a registered healthcare setting under medically qualified professional care

Telecos can leverage Core Capabilities to enable e/mHealth solutions



Connectivity
Networking
Large scale information
management

Suite of eHealth solutions that can be offered by MNOs based on their capabilities



MNO capabilities

... Enabling an Integrated Health Care System

Enabling Health proposition in diverse market conditions



Health hotline

Accessible healthcare

Partnerships with medical networks

Close Dialogues

Voice/Billing Infrastructure



Hospital ICT

In country Quality Care

Little Impact on Clinical Workflows

Supporting National eHealth strategy

In line with ICT strategy

Consumer Adoption

Clinical Adoption

Regulatory Climate

Investments

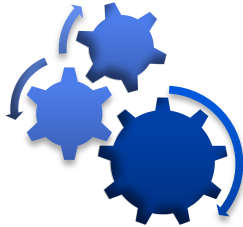
Adopting Best Practices Moving Forward

Organization



- Central Qtel Group's health function.
- Strategy – Leaderships - Partnerships
- Product Development
- Support Local product teams

Capabilities



- Leverage OpCo level capabilities to capture Quick Wins
- Replicate successes across the OpCos

Group Innovation



- Awareness & Education through workshops
- Encourage OpCo level Innovation
- Develop group wide capabilities
- Innovate with partners