

Astute Delivers Comprehensive Remote Patient Monitoring Solutions with Aeris

ASTUTE'S GOAL: LEAD THE DEVELOPMENT OF A NEW GENERATION OF IN-HOME HEALTHCARE SOLUTIONS

A diabetes patient using a self-monitoring blood glucose meter can stay at home, easily transmit regular health updates to healthcare providers, and avoid hospital care that otherwise may cost thousands of dollars.

The need to provide this type of care to patients in their homes is greater than ever before as the population ages, chronic medical conditions such as diabetes and heart disease are on the rise, and hospitals encourage in-home health care to better manage costs.

To meet this need, Astute Inc. is developing cutting-edge remote patient monitoring solutions for hospitals, visiting nurse associations, physician's practices, pharmaceutical manufactures, and insurance companies without requiring these health care providers to install and learn new systems.

Astute's SaaS-based information applications, including Care Plan Management, Patient Monitoring, Demographic Management and Re-Admittance Management, leverage supply chain management techniques to empower providers, patients, care givers and care facilities by insuring the secure delivery of the right information, to the right people, at the right time.

THE PROBLEM: REMOTE MONITORING NETWORKS ARE UNDEVELOPED

Healthcare providers have difficulty shifting focus from providing medical services to learning and installing the cellular devices and networks that provide the connectivity to their patients. In addition, deployment of remote monitoring systems is hampered by the challenges of integrating data with complex, legacy Electronic Medical Record systems while keeping costs under control. Astute's integrated Remote Patient Monitoring platform, which includes wireless hubs, cellular connectivity, HIPAA-compliant cloud servers, and data applications, was designed to handle this complexity.

However, Astute needed a machine-to-machine (M2M) cellular delivery solution that could guarantee that a remote connection would be reliable and secure but also be capable of handling the complex demands of parsing health care data, all at a low cost.

THE SOLUTION: A PARTNER TO RUN NETWORK OPERATIONS & SIMPLIFY M2M

Aeris Communications is carrier agnostic so our wireless solutions always deliver the strongest signal, regardless of carrier. This unique feature gives Astute the flexibility to grow and expand its operations globally, in a scalable fashion.

Aeris' AerPort intelligent device management portal is utilized by Astute to provide timely, reliable and professional support for critical operations, while maintaining a standard operational process for Astute and its users.

This flexibility allows Astute to be more competitive in the market, enabling the company to address technology changes and new requirements. "AerPort solved so many problems Astute faced in managing devices and it allows us to take care of all the frontline management that our customers don't want to take on," said Nicholas Vassilakis, CEO and founder of Astute.

Aeris provides comprehensive visibility into its networks. "The most important thing is I need to see if hubs are no longer communicating with the network," Vassilakis said. "I need to see it quickly, and with the AerPort dashboard, I can immediately assess if there is a network or a device issue."

"In contrast, with other M2M systems, if there is a problem, I would have to submit a support ticket and wait for them to troubleshoot it," he added. According to Vassilakis, "Aeris wins hands down on cost. I always get the best quotes from Aeris."



ASTUTE, INC.

"Aeris only does M2M and so it's no surprise to me that they have the most innovative and complete set of features for M2M. We have a complex, global M2M program and Aeris has every feature and function that I need."

Nicholas Vassilakis
CEO and founder of Astute



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With secure SMS messaging architecture, Aeris-connected devices are not prone to SMS spam or viruses. This added level of protection further ensures that the Astute solution is HIPAA-compliant and ensures the protection of patient and medical data.

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THE RESULTS: RELIABLE SERVICE WITH HIGH VISIBILITY, LOW COSTS

Astute now works with a number of customers, including several medical device manufacturers, pharmaceutical manufacturers, an international visiting nurse association and an accountable care organization. This was possible because of three advantages that Aeris provided:

1. Astute can now lower the cost of managing chronic conditions such as diabetes and congestive heart failure without requiring physicians to incur the time and costs of learning new systems. Astute is offering low startup costs so that customers save literally millions of dollars.
2. Astute gets their customers to market faster. Aeris' cellular hubs, cellular connectivity, HIPAA-compliant cloud servers and data applications are pre-engineered and pre-integrated -- and all have the necessary regulatory approvals. Customers can trial just a few devices and quickly scale to 100k+ patients.
3. The Aeris underlying redundant network architecture allows Astute to deliver higher QoS, access, and coverage, resulting in higher patient uptake and compliance.

"We see at least a five percent improvement in coverage and access over other solutions in the market," Vassilakis said. "The difference allows us to provide superior service to our customers."

ABOUT ASTUTE INC.

Astute Inc. offers remote patient monitoring solutions to hospitals, visiting nurse associations, physicians' practices, pharmaceutical manufacturers, insurance companies and accountable care organizations. Astute provides a completely integrated remote patient monitoring platform (Astute-RPM), including wireless hubs, cellular connectivity, HIPAA-compliant cloud servers and data applications.

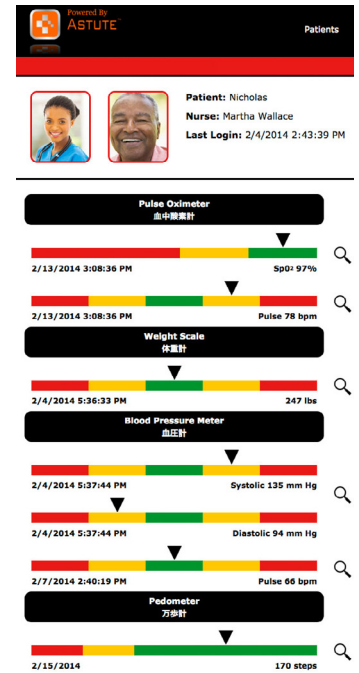
ABOUT AERIS COMMUNICATIONS

Aeris is a pioneer and leader of the Internet of Things – as a provider of end-to-end M2M services and as a technology provider enabling other operators to deliver profitable M2M services. Among our customers are the most demanding users of M2M services today, including Hyundai, Acura, Rand McNally, Leica and Sprint. Through our "Made for Machines" technology and services, we strive to fundamentally improve their businesses – by dramatically reducing costs, improving operational efficiency, reducing time-to-market, and enabling new revenue streams. Visit www.aeris.com to learn how we can inspire you to create new business models and to participate in the revolution of the Internet of Things.



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