

Care Innovations® and Linde Healthcare to collaborate to develop and expand remote patient management services across global footprint

New partnership aims to better manage health in the home, avoid unnecessary hospitalizations for patients served by Linde Healthcare globally

ROSEVILLE, Calif. USA & Pullach, Germany, Sept 02, 2016 – Care Innovations®, a pioneer in connecting the care continuum to the home and Linde Healthcare, part of The Linde Group and an established player in homecare services focusing on respiratory patients serving over 1.7 Mio patients, announced today the global expansion of their remote patient management (RPM) services through a new partnership.

After an extensive review, Linde selected Care Innovations and the company's remote patient management (RPM) solution, Health Harmony, to extend its current remote management services across its global footprint to patients suffering from respiratory diseases, related comorbidities, and other chronic conditions. Health Harmony simplifies remote management by providing intuitive and easy-to-use technology enabling individuals, clinicians, care providers, and family caregivers to collaborate for better care in the home – wherever home may be – and within normal daily routines.

“At Linde Healthcare, we are focused on improving the quality of life for those struggling with chronic conditions. Care Innovations’ technology is going to help us to establish new and innovative services for patients at home,” said Urmi Prasad Richardson, Head of Linde Healthcare. “We made the decision to move forward with Care Innovations based upon their ability to design and implement results-driven RPM programs that better engage patients and caregivers, and improve outcomes in the home at lower cost. This partnership enables Linde Healthcare to provide significantly better care delivery to our patients and integrate the most innovative remote monitoring technologies with our global expertise in homecare.”

Care Innovations and Linde Healthcare will collaborate to build a global RPM ecosystem based on Care Innovations’ technology infrastructure and Linde’s homecare services for thousands of patients. It will be deployed into several territories including the Americas, Western Europe and APAC representing significant expansion for RPM across both organizations. The goal is to provide innovative therapies to bridge the gap between care delivered in the clinical setting and home and to better manage patients in need at home.

“Through this partnership with Linde Healthcare, we have a tremendous opportunity to expand RPM globally to thousands of patients and transform care for those living with respiratory diseases and beyond,” said Randy Swanson, Chief Executive Officer at Care Innovations. “Linde is a forward-thinking company that knows first-hand how RPM can help implement new models of care that, among other benefits, help keep patients out of expensive clinical care settings and lower overall costs. We are confident their expansive global footprint and their strong expertise

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in homecare, coupled with our comprehensive suite of technology and services, will produce an innovative RPM infrastructure that creates value for Linde and extends our business into new areas.”

The partnership will initially focus on helping individuals suffering from respiratory conditions, including chronic obstructive pulmonary disease (COPD). Studies show that patients with COPD, among other chronic conditions, that utilize RPM have experienced a 54 percent decrease acute hospital readmissions¹ in addition to generating cost savings². The partnership will tailor a combination of homecare, patient management and logistic services, clinical program development, and hardware and software to engage patients in the management of their own health. Deployment will vary by country, and each program will be tailored to better meet the specific needs of populations across countries or regions. This partnership will enable Care Innovations and Linde Healthcare to deeply integrate technology and business processes for the betterment of both organizations.

About Care Innovations

Care Innovations, a wholly-owned subsidiary of Intel Corporation, connects the care continuum to the home and makes it easier for patients, family caregivers, and professional caregivers to interact and achieve better health at home.

Experts in technology and behavior change, Care Innovations identifies the best methods for health care providers and health plans to capture and integrate near real-time data from the home into care delivery through Health Harmony. Visit www.careinnovations.com to learn more.

About Linde Healthcare

Linde Healthcare is a global leader specialising along an integrated respiratory care path. It combines pharmaceutical gases, medical devices, services and clinical care into solutions with the patient in mind. Its products and services make a difference in the lives of its patients and to its healthcare partners in the care continuum from hospital to home. A global business unit of The Linde Group, it is present in over 60 countries and generated revenues of EUR 3.665 bn in 2015. For more information, visit Linde Healthcare online at www.linde-healthcare.com.

About The Linde Group

In the 2015 financial year, The Linde Group generated revenue of EUR 17.944 bn, making it one of the leading gases and engineering companies in the world, with approximately 65,000 employees working in more than 100 countries worldwide. The strategy of The Linde Group is

¹ *White Paper: Hospitals of Distinction, Fraser Health uses new technologies to help COPD patients 'BreatheWELL at Home'*. November 30, 2013.

² Niksch, Alisa Niksch, M.D. and Rothman, Brian, M.D. *The Value of Remote Patient Monitoring (RPM) Physicians' Perspectives*. HIMSS, December, 1, 2014. <http://www.himss.org/value-remote-patient-monitoring-rpm-physicians-perspectives>



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geared towards long-term profitable growth and focuses on the expansion of its international business with forward-looking products and services. Linde acts responsibly towards its shareholders, business partners, employees, society and the environment in every one of its business areas, regions and locations across the globe. The company is committed to technologies and products that unite the goals of customer value and sustainable development. For more information, see The Linde Group online at www.linde.com.

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