

Telemicrophone: Doing Business in China


Monday, October 6, 2014

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Panelists



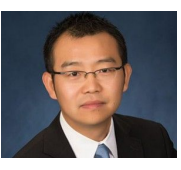
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Vesalius Ventures

■ Who We Are

- » US based venture capital accelerator with a strong focus in telemedicine, mHealth, and digital health
- » International business advisor for helping US companies navigate challenging business issues oversea

■ Why China

- » Strong local partnerships with critical experience in doing business in China
- » Highly focused strategy- sector, stage
- » Our strategy offers the opportunity for US companies to exploit opportunities with the support of the regional government
- » Upcoming cross-boarder business accelerator partnering with Tianjin Binhai Hi-Tech Industry Development Area

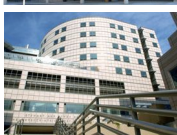
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UCLA Health

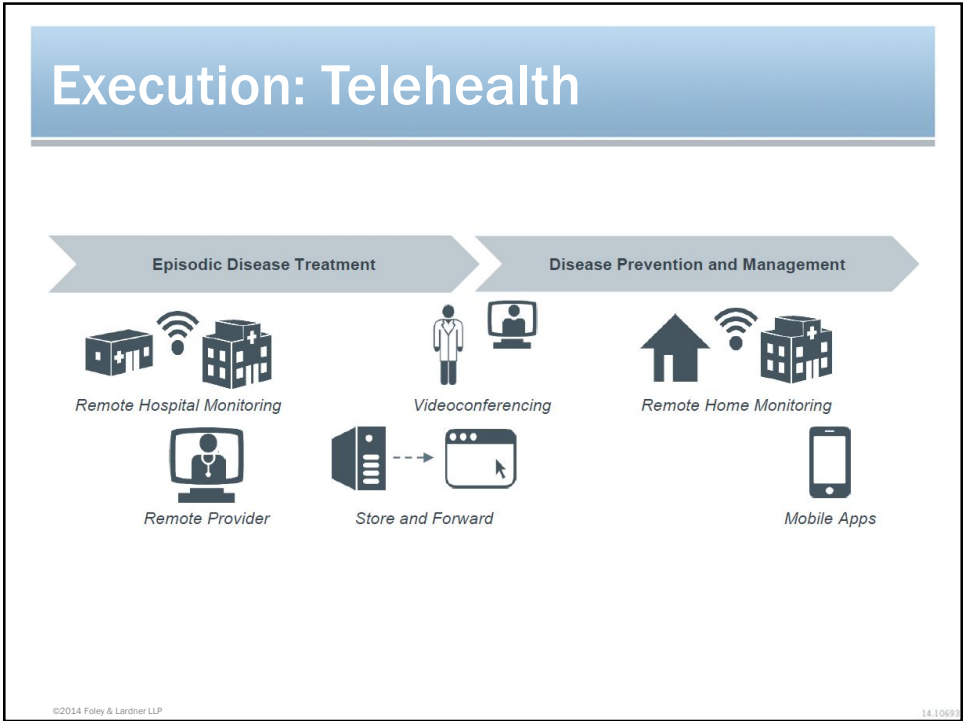
Operating Statistics - 2012*

Hospital	4
Clinics	>150
Employees	7,800
Physicians	3,000
Licensed Beds	806
Percent Occupancy	>90%
ALOS	6.5 days
Clinic Visits	>2 million



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Doing Business in China

- Investment communities are encouraged for the future development of telemedicine in China
 - » Investors are pouring unprecedented amount of capital into homegrown mHealth companies and more than \$150M has been invested just in the past two months (Aug. and Sept.)



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最贴心的糖尿病患者助手

CICC led the \$50M investment into Spring Rain Doctor, a HealthTap alike apps allowing users to self-diagnose ailments and “visit” physicians using smart phone
www.chunyuuyisheng.com

Glucose Guardian is a newly launched mobile apps helping diabetic patients to better manage their lifestyle as well as to connect with physicians for consultation
www.glufine.com

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Telemedicine in China: Regulation

How does the Chinese regulatory approach differ from U.S. approach?

Telemedicine in China: Practice

How does telemedicine in China differ from telemedicine in the U.S.?

2014 NHFPC Telemedicine Opinions

«国家卫生计生委关于推进医疗机构远程医疗服务的意见»的解读
An Interpretation of the Opinions of the National Health and Family Planning
Commission Regarding the Promotion of the Medical Institution Telemedicine
Services

中华人民共和国国家卫生和计划生育委员会2014-08-29
The National Health and Family Planning Commission of the People's Republic of
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August 29, 2014

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Telemedicine in China: Early Lessons



mistake



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Telemedicine in China: Getting Comfortable



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China 2014 Conference



INVITATION
▶▶ WELCOME TO TIANJIN / 欢迎来到天津

The First China (Tianjin) International
Telemedicine Technology Exhibition
Binhai International Convention & Exhibition Center (BICEC)
October 28 – 30, 2014

Conference Registration: www.atacn.org/en

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