OUTPACE DISRUPTIONS WITH INNOVATION

Pave the way for connected and intelligent medical devices
The recent global health crisis has transpired demand and supply-driven recession in the medical devices industry. A tremendous increase in demand — and subsequent shortages — of equipment like PPE, ventilators, and testing kits is noticeable throughout. Supply chain disruptions have led to delayed deliveries and cross-border shipping. Simultaneously, new standards are emerging, reimbursements are becoming complex, requiring innovative business model offers from the medical device companies.

Medical devices companies must drive cost-effective innovation at speed with superior user experience in mind to address the trends of consumerization and personalization. Implementing scalable, flexible, and advanced digital solutions can help companies sustainably address current and future healthcare delivery needs.

These trends are forcing the industry to examine every aspect of design, development, deployment, servicing, and management of medical equipment.

ADOPT FUTURE-FIRST TECHNOLOGY SOLUTIONS AT SCALE

Create value for providers, practitioners, payers, and patients with smart user-centric medical equipment designs. Address a high influx of patients with minimum disruption and improved workflow with reliable management of sensitive data.

With extensive expertise in design, production, and testing, HARMAN supports connected health device manufacturers worldwide to manage the multitude of devices and their embedded software securely and efficiently. Our data-led engineering expertise enables us to solve complex problems and provide digital solutions by designing medical equipment as a connected part of the healthcare ecosystem.
OUR WORK - DRIVING DIFFERENTIATION ACROSS THE VALUE CHAIN

With many of our digital solutions successfully deployed worldwide, we are uniquely positioned to translate engineering and domain expertise into a competitive advantage for medical device manufacturers.

- **NEONATAL DEVICE**
  HARMAN is a technology partner for the first FDA-approved neonatal device for end-tidal breath measurement. It is an innovative solution addressing unmet medical needs. We develop devices and complex breath analysis algorithms utilizing comprehensive verification and validation, clinical trials, and FDA certification.

- **DIGITAL MEDICINE PLATFORM**
  This efficient, patient-centered platform made it easier than ever before to measure, manage, and improve patient health. The platform, consisting of the world’s first FDA-approved ingestible pill, unlocks never-before-seen insights into patient health patterns and medication treatment effectiveness.

- **‘MIRROR AS A SERVICE’ PLATFORM**
  It offers high-end design, infrastructure, supply chain, and service capabilities. The MaaS platform enables companies worldwide to build customer-focused, specific applications. It can easily be installed on the available infrastructure.

- **RETOFIT SOLUTION**
  It is a unique solution with a ‘Pay Per Use’ model enabling end-to-end modernization for existing devices and appliances. For instance, water purifiers can be converted into smart dispensers with ‘Water-as-a-Service’ offering where a user is charged based on the water consumed.

- **MEDICAL DEVICE PLATFORM FOR SCREENING NEUROLOGICAL DISORDERS**
  This solution provides a revolutionary approach to screening and treating neurological disorders, beginning with a concussion. It offers a better design, improved user experience, and architecture refactoring at almost 40% lesser product cost.

THE HARMAN ADVANTAGE

We are a SAMSUNG owned company with a deep passion for transforming the traditional healthcare delivery system. Many leading industry analyst firms (ISG, Zinnov, Avasant, Everest and IDC), existing customers (ROCHE), and partners (Amazon) consider us a perfect strategic partner in the healthcare value chain’s disruption journey.

Leveraging 20+ years of deep domain knowledge and technical expertise in next-generation technologies (AI/ML, IoMT, AR/VR/MR, Cloud, Mobile, and Industry 4.0), HARMAN helps medical device manufacturers to overcome current challenges with disruptive solutions that are built using cost-effective models, all the while ensuring the highest standards of quality. With a sharp focus on product design & development, regulatory compliance (ISO 13485, FDA 21 CFR Part 11, and FDA 21 CFR Part 820, HIPAA), verification/validation services, and post-market support, our team has co-engineered modern, holistic medical devices that many patients across the world use today.
OUR PRODUCTS

HARMAN REMOTE CARE PLATFORM (RCP)
This Continua certified platform captures patient data from various medical and non-medical devices and makes it available to the healthcare ecosystem over the HL7/FHIR interface. It is a secure and comprehensive virtual care platform that supports remote consultations and monitoring, analytics, and risk assessment of patients. It also enables video content for personalized education and training.

HARMAN CASTANET
A secure and efficient remote device management platform, HARMAN Castanet enables remote provisioning, authentication, control/configuration, Over-The-Air software and firmware updates, and diagnostics. By eliminating deployment failures and reducing downtime, this solution addresses some of the biggest IT challenges in connecting and managing endpoint devices. To date, it is successfully pushing over 2 billion deployments every year across different industry verticals.

HARMAN MEDIA SUITE
It is a comprehensive enterprise content collaboration platform supporting a wide range of use cases like Continuing Medical Education (CME), Grand Round Webcasts, Patient education, and Tele-Medicine. Furthermore, easy integrations with third-party platforms like SAFR and Microsoft Teams can enable enhanced security, facial recognition, and collaboration capabilities.

HARMAN eNOVA
This AI-powered voice assistance platform offers high precision, state-of-the-art Automatic Speech Recognition (ASR) capabilities. Powered by Natural Language Understanding (NLU) and speech synthesis capabilities, eNOVA creates engaging conversational experiences. It can be integrated with speakers, kiosks, digital screens, and mobile apps to provide contactless experiences.

Find more about our offerings and success stories here

PARTNER WITH HARMAN TO ACCELERATE INNOVATIONS AND TIME TO MARKET
Want to explore how you can leverage HARMAN expertise to transform everything into connected and smart devices?

Contact us: askcs@harman.com

ABOUT HARMAN
HARMAN (harman.com) designs and engineers connected products and solutions for automakers, consumers, and enterprises worldwide, including connected car systems, audio and visual products, enterprise automation solutions; and services supporting the Internet of Things. With leading brands including AKG®, Harman Kardon®, Infinity®, JBL®, Lexicon®, Mark Levinson® and Revel®. HARMAN is admired by audiophiles, musicians and the entertainment venues where they perform around the world. More than 50 million automobiles on the road today are equipped with HARMAN audio and connected car systems. Our software services power billions of mobile devices and systems that are connected, integrated and secure across all platforms, from work and home to car and mobile. HARMAN has a workforce of approximately 30,000 people across the Americas, Europe, and Asia. In 2017, HARMAN became a wholly-owned subsidiary of Samsung Electronics Co., Ltd.

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