Digital transformation (DX) is crucial in shifting from volume-based sick care to value-based health care. These trends enable this shift by providing more available data across the care continuum to clinicians, patients, researchers, and executives.

### Challenges and Opportunities Ahead

Digital technology impacts business and clinical processes by:

- Improving product speed-to-market
- Providing more personalized services and quality care
- Increasing productivity and efficiency
- Engaging consumers
- Reducing costs

Life sciences organizations, healthcare providers, and healthcare payers are embracing DX to address goals and challenges.

### The Transformation Journey

Central to reducing costs and improving outcomes is personalized engagement for patients and caregivers, which uses IoT-related virtual-care solutions to connect the healthcare ecosystem.

**Top Areas of IoT Investment**

- In-hospital IoT network: 26%
- Medical-imaging solutions: 22%
- Remote patient monitoring: 22%
- Asset management of provider inventory: 18%
- Remote monitoring of devices: 16%
- Clinical-trial monitoring: 14%
- Mobile health (mHealth): 13%

### Connecting the Ecosystem

From Sick Care to Health Care

Providers and payers cite the top value-based healthcare drivers as:

- **Virtual-Care Services in Pilot or Production Stage**
  - 46% Provider
  - 45% Payer

- **Healthcare’s Security Imperative**
  - 84% of breached health records in 2016 resulted from hacking or IT incidents

- **Benefits of DX Technologies**
  - Transformation requires a secure and robust platform that delivers improved consumer centrality, quality of care/services, clinical/operational efficiency, and financial performance
  - Such a platform includes:
    - Unified communications and collaboration
    - Internet of Things (IoT)
    - Converged healthcare services
    - Security services and solutions

To learn more about the opportunity that DX represents for healthcare, read IDC’s Vendor Spotlight, *Making Digital Transformation Real for Life Science and Healthcare Organizations*, sponsored by Cisco.