



## VIVISOL FRANCE Sarl

*Remote monitoring used to revolutionize home-care patient engagement and interaction*

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Vaux le Penil, France  
[www.vivisol.com](http://www.vivisol.com)

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### Solution Components

- IBM® DB2® V9.7 Enterprise
  - IBM WebSphere® Portal Server V7
  - IBM WebSphere Application Server
  - SoftLayer®
  - IBM Business Partner SRETT
  - IBM Business Partner Aspaway SA
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Based in Vaux le Penil, France, VIVISOL FRANCE Sarl is a healthcare company that specializes in the research, production and distribution of medicinal gases and products used for respiratory care. It distributes and maintains continuous positive airway pressure (CPAP) machines to patients who suffer from sleep disorders. Its parent company in Monza, Italy, VIVISOL S.r.l., provides health assistance services to more than 150,000 patients across Europe each day.

### The Opportunity

For the 22,000 VIVISOL FRANCE Sarl patients who sleep with continuous positive airway pressure (CPAP) machines, getting to sleep is complicated enough. Not knowing how well they were complying with their physicians' orders in the six months that passed between regular maintenance visits just made things worse.

### What Makes It Smarter

A remote monitoring system has transformed VIVISOL from a third-party observer to an active member of its patients' healthcare teams. The solution continually collects, measures and analyzes data from CPAP machines so that VIVISOL, its patients and their physicians know right away when a problem arises. Now the company and physicians can use updated data to optimize patient's treatment efficiency.

### Real Business Results

VIVISOL now makes onsite visits to its patients only once a year, rather than twice, which has resulted in a EUR1.54 million per year savings for the company. Even with this decrease in visits, the company has radically improved patient satisfaction by providing the extra peace of mind that comes with remote, continuous and personalized monitoring. When problems do arise, the company is much more agile in its response, contributing further to patient satisfaction. Finally, the solution works with the majority of the company's existing infrastructure, which helped save EUR4 million in capital expenditures.



## For More Information

Please contact your IBM representative or IBM Business Partner.  
Visit us at [ibm.com/db2](http://ibm.com/db2).

To learn more about VIVISOL FRANCE Sarl, visit [www.vivisol.com](http://www.vivisol.com).

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*“For us, the best way to contain the rise in health spending is to use new technology to monitor diseases at home. This solution gives us new intelligence in a reliable and secure environment.”*

— Didier Perrin, chief executive officer, VIVISOL FRANCE Sarl

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