

Galen Data Accelerates a Cloud Solution for Advanced TeleSensors' **Cardi/o**[®] Touchless Monitor

Advanced Telesensors (ATS), developed the **Cardi/o**[®] touchless monitor to remotely track vital signs of at-risk seniors living at home or at assisted living facilities. Its revolutionary no-contact sensors monitor cardiac and respiratory rates, and the device sends alerts at the first signs of distress.



Galen Data

The Need for Affordable, Scalable, Medical Device Cloud Connectivity

A key challenge was connecting the **Cardi/o**[®] device to the cloud in an affordable, scalable, and compliant way. The ATS team first attempted to build a home-grown solution leveraging Amazon Web Services, but quickly found that to be more expensive and complex than anticipated. The system didn't meet the unique privacy and security requirements for a medical device, and it was missing key functionality such as reporting and access controls. ATS' CEO, Sajol Ghosal acknowledged that data storage can be a "nightmare" and continuous round the clock updating "is not our skill set."

Enter the Galen Cloud™

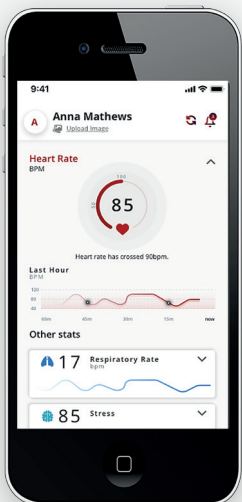
The Galen Cloud™ provided the turnkey solution that ATS needed to deliver functionality with minimal configuration. Galen Data's cloud solution is built on decades of expertise in healthcare, medical device technology, and regulatory compliance, allowing **Cardi/o**[®] to have a fully operational cloud platform within a matter of weeks.



*We only wish we
found Galen Data
sooner*

Sajol Ghosal, CEO,
Advanced Telesensors

Cardi/o[®]
by Advanced Telesensors





Fast and Affordable

Ghoshal estimates that the Galen Cloud resulted in at least “50 percent cost savings” and “took weeks instead of months” to be operational.



Secure and Compliant

The Galen Cloud™ reduced risk and provided peace of mind to ATS with a secure out-of-the-box solution that’s HIPAA and FDA compliant, and meets industry ISO standards.



Dashboards and Analytics

With Galen Data, ATS now has the dashboards, reports, and alerts they needed, along with access controls for data sharing with the patient and their care team.

Delivering cost savings and peace of mind

The results were immediate. Galen Data’s cost effective, secure, and scalable cloud solution enables ATS to collect, store, share, and analyze clinical and device data. In accelerating the process, Ghoshal estimates “at least 50 percent cost savings” over building its solution from scratch, “enabling us to achieve our objectives faster and more affordably serve at-risk patients — especially during the unprecedented health challenges we currently face.”

For Ghoshal, “Galen Data allowed us to focus on our core competency — which is cardiac-signal processing.” He added, “we only wish we found Galen Data sooner.”



Galen Data

Galen Data, Inc. provides a turnkey cloud solution for medical device makers that is configurable, secure, and compliant. The company was founded to make device-to-cloud connectivity possible in a matter of weeks instead of months, and at a fraction of the cost.

The Galen Cloud™ collects and securely stores data, and includes tools to visualize and analyze that data. Dashboards and alerts for the manufacturer, medical team, and patients are also provided within the platform.

The software platform is compliant to FDA, HIPAA, and CE Mark standards, and is ISO13485:2016 certified. Dozens of companies have partnered with Galen Data to solve their medical device connectivity needs.

Contact us for more information on how Galen Data can quickly get your medical device connected to the cloud.



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