

Case study

Smart Meter
Corporation

Fighting diabetes in real-time

The future is exciting.

Ready?



vodafone
business

Smart Meter seeks to disrupt \$10 billion blood glucose market, with Vodafone IoT

Diabetes is a global epidemic. Over 475 million people have diabetes worldwide, a figure expected to rise to 642 million by 2040¹. It is also hugely draining on healthcare budgets: more than 11% or \$727 billion² of global healthcare spending is on diabetes care. Yet the \$10 billion annual blood glucose testing market³ has not seen significant innovation adoption in the past decade. It is ripe for disruption.

The challenge

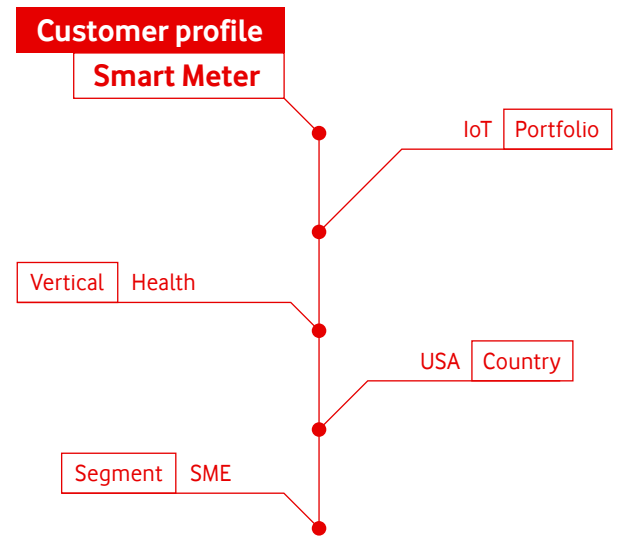
Capturing accurate real-time patient data

“Diabetes sufferers understand the value of testing and monitoring. Plenty start with enthusiasm, but life tends to get in the way,” says Laurie Groven, VP Strategic Marketing and Business Development at Smart Meter. When a patient’s testing routine starts to slip, gaps begin to appear in their records. The less consistent the data, the less value it has for both the patient and their physician. “Diabetes results vary from day to day. Doctors need a complete, real-time picture to offer informed advice to their patients,” she explains.

Smart Meter is an innovator in diabetes management systems. It wants to make technology an enabler, not a barrier, to better patient outcomes. iGlucose® is its response.

The iGlucose Cellular Diabetes Management Solution sends data to management care portals for the patient and their healthcare teams’ review. In the portals, the person with diabetes and their designated circle of care can access customised trend reports and digital logbooks that are automatically updated after every new test. “Managing diabetes is a 24/7 job, and often requires the support of healthcare providers and loved ones,” says Cliff McIntosh, CEO of Smart Meter. “iGlucose can be a game-changer for people that are managing diabetes.”

For iGlucose to work effectively the solution needs a reliable, unobtrusive cellular connection. Patients’ data needs to be sent immediately and seamlessly to the web platform. For Smart Meter, the solution needs to be global and scalable.



The solution

A customised solution

The solution lies with Vodafone. iGlucose is connected via the Vodafone Managed IoT Connectivity Platform, anywhere in the world. This enables users to enjoy a simple out-of-the-box experience. “Vodafone listened to our needs, provided a customised solution, and offered the expertise and ability to give us seamless global accessibility,” says McIntosh. “It made our decision to partner with Vodafone an easy one.”

The iGlucose platform creates a cycle of informed health. Its simplicity encourages testing and the consistent sharing of data. Clinicians, payers and others managing populations of patients now know the data they’re reviewing is complete and can make more informed healthcare decisions.

When we were looking for a global partner, Vodafone was a company that brought vision.

Laurie Groven
VP Strategic Marketing and Business Development
Smart Meter



Groven says this data rich ecosystem is crucial: “It is clear there is a need to reduce healthcare costs and improve patient outcomes. The more people you can involve in this, the better we’ll become at supporting people managing their diabetes.” For instance, she continues, doctors will be better able to monitor patients remotely, with less need for face-to-face visits, meaning more efficient use of the patient’s and clinician’s time. Others offering diabetes management support tools like insulin dosing or weight management can leverage iGlucose to enhance their product offerings with a steady real-time flow of data. Developing a global database of treatments, testing and patient progress will feedback into improved diagnosis, prevention and care.

The Smart Meter iGlucose platform received FDA clearance and its CE Mark in Spring 2017. Groven says the commercial roll-out has started, with an initial focus on the USA. The company is also seeking distributors in Europe, Asia and the Middle East to manage sales and future expansions. The Vodafone global network means Smart Meter can provide these services around the world with confidence and without being distracted with the task of country-by-country integration. “When we were looking for a global partner, Vodafone was a company that brought vision. It was capable of thinking outside the box,” says Groven. “Vodafone proved to be flexible. It brought an innovative mindset to a start-up opportunity with explosive growth potential.”

Why Vodafone?

- Simplifies management of devices with global cellular connectivity
- Ensures consistent pricing and connectivity worldwide
- Provides the means to manage rapid roll-out



About Smart Meter

Smart Meter Corporation is a leader in simple, affordable solutions. Its iGlucose Cellular Diabetes Care Solution provides a new level of connectivity for the person with diabetes, clinicians, payers and others providing diabetes management services globally.

- www.iglucose.com
- [Watch the iGlucose video](#)

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Cliff McIntosh
CEO, Smart Meter

¹ Source: Diabetes.co.uk: Diabetes prevalence
<https://www.diabetes.co.uk/diabetes-prevalence.html>

² Source: International Diabetes Foundation: Diabetes Atlas, 8th Edition
<http://www.diabetesatlas.org/>

³ Source: Alliance of Advanced Biomedical Engineering: Innovations to Disrupt Blood Glucose Monitoring Market
<https://aabme.asme.org/posts/innovations-to-disrupt-blood-glucose-monitoring-market>



Business site



Case studies



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