

June 1, 2020
Sysmex Corporation
OPTiM Corporation

Sysmex and OPTiM Jointly Establish New Company to Plan, Develop and Operate Medical AI and IoT Open Platforms and Digital Transformation Solutions

Sysmex Corporation (HQ: Kobe, Japan; Chairman and CEO: Hisashi Ietsugu) and OPTiM Corporation (HQ: Minato-ku, Tokyo, Japan; President: Shunji Sugaya) jointly established and began conducting operations at D’PULA Medical Solutions Corporation on June 1, 2020. The company is in charge of planning, developing, and operating solution services that leverage open platforms and applications related to digital medicine.

In recent years, innovative medical modalities and technological innovations such as artificial intelligence (AI) and the Internet of Things (IoT) have driven the digital provision of medical information in such areas as monitoring patient’s intaking drugs and future care based on individual pathologies. At the same time, the provision of digital medicine for therapeutic applications has gained marketing approval. The digital transformation through the analysis and utilization of this diverse medical data is closely linked with personalized medicine (the provision of healthcare optimized for individual patients). This situation is opening up new medical possibilities for the management of overall information and appropriate support of individual processes from the time a patient is healthy throughout the process (the “patient journey”) of testing and diagnosis after contracting a disease, treatment, preventing the disease from recurring or worsening, and eventually on to the terminal phase.

In February 2019, Sysmex and OPTiM reached an agreement on a comprehensive business alliance* to accelerate the commercialization of digital medicine to support next-generation healthcare and diagnostics, and the two companies have since been conducting joint initiatives. In addition, since November 2019 the two companies have engaged in considerations to reach a basic agreement to establish a joint venture, leading to the establishment of D’PULA Medical Solutions.

The name of the joint venture derives from the concept of using these digital technologies and medical data to provide solutions that act as a bridge linking individuals and medicine. The new company aims to use medical AI and IoT platforms to seamlessly connect medical information that has been separated to date and to engage in the business of developing and operating scientifically based digital medical solutions. At the core of this business are “medical AI and IoT platforms,” open platforms that involve collaboration among diverse vendors and user companies and enable the development and inclusion of treatment applications. In addition, the new company will provide a support service to assist in obtaining marketing approval for developed applications.

Currently, the new company is engaged in the development of medical AI and IoT platform prototypes. Going forward, it will move forward with full-fledged discussions regarding collaboration with pharmaceutical companies and medical device manufacturers.

By maximizing the synergies between the two companies, Sysmex and OPTiM aim to continue contributing to advances in healthcare and the healthy lives of people by developing and commercializing solution services that utilize medical IT platforms employing advanced AI and IoT technology.

Overview of the New Company

Name:	D'PULA Medical Solutions Corporation
Location:	7-1-1 Onoedori, Chuo-ku, Kobe, Japan
Establishment:	June 1, 2020
Capital:	¥50 million (legal capital surplus: ¥50 million)
Ownership:	Sysmex 51%, OPTiM 49%
Executives:	Junya Inoue, President (Vice President, Clinical Innovation Division, Sysmex Corporation) Hideki Yoshimura, Vice-President (Director, Healthcare Business Department, Business Headquarters, OPTiM Corporation)
Business:	Development, operation and maintenance of IT solutions, platforms and applications related to digital medicine, as well as support services for obtaining marketing approval

Reference

November 1, 2019 news release: "Sysmex and OPTiM Reach a Basic Agreement on the Establishment of a Joint Venture to Accelerate the Commercialization of Digital Medicine to Support Next-Generation Healthcare and Diagnostics: Aiming toward the Early-Stage Provision of Platforms and Applications Related to Digital Medicine"

<https://www.optim.com/news/20191101-pressrelease>

Terminology

- * Comprehensive business alliance between Sysmex OPTiM:
In the area of advanced medicine, Sysmex and OPTiM have formed a business alliance and have been collaborating on initiatives to combine Sysmex's extensive expertise and global sales and service network in the medical field with OPTiM's "Cloud IoT OS" and other AI and IoT services and technologies. Through this alliance, we aim to use the information obtained by connecting medical devices over networks, and analyzing the data using AI employing open platforms for the early-stage development and global rollout of new medical IT solutions.