LUTECH

your digital Ξvolution partner.

Do you want to
shape your business
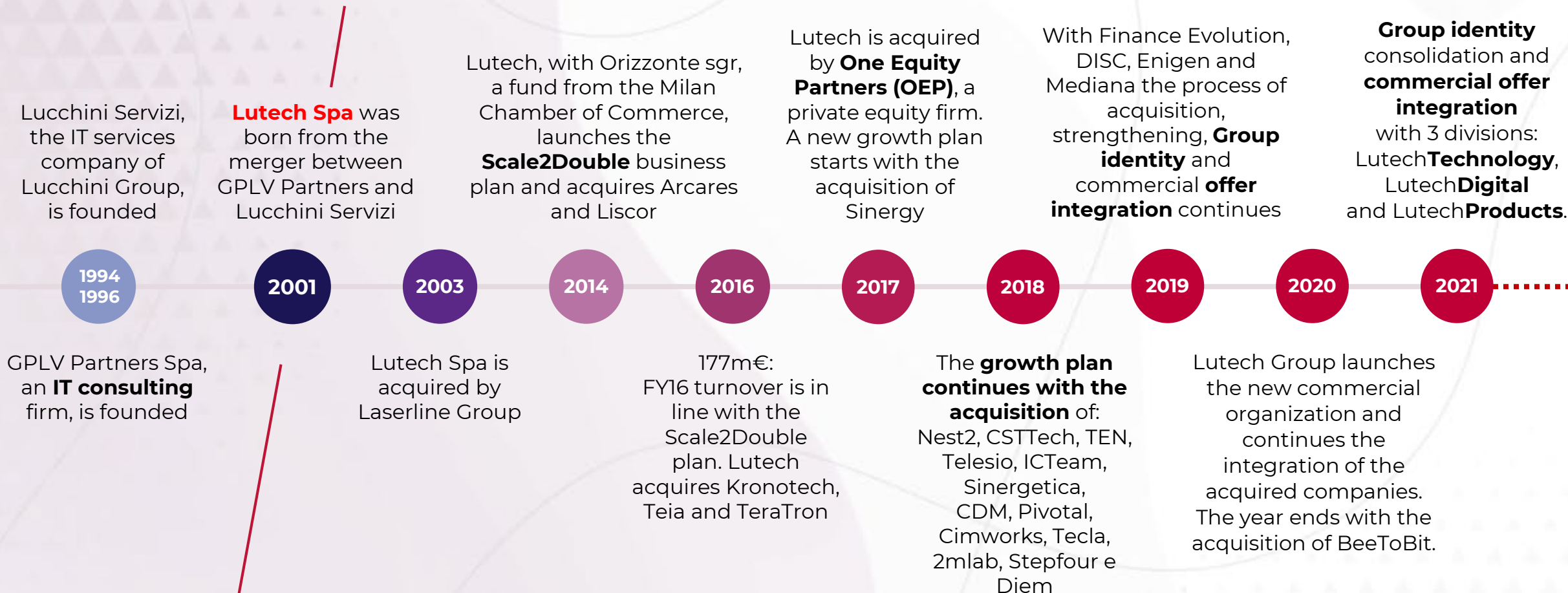**from end to end?**

GROUP PROFILE 2021

We are an Italian leader and European player in **ICT services and solutions**, supporting the **Digital Evolution** of our Clients thanks to the competencies of more than 2700 professionals, enabling them to work easier, reaching their goals and evolving their business.

The Digital Evolution is a game-changer and we give new shape to daily challenges. We are the ideal partner because we offer *end-to-end* solutions tailored on vertical **markets** and on the reality of each Client, thanks to our three cores: Lutech**Technology**, Lutech**Digital** and Lutech**Products**.

your digital Ξvolution partner.

Storia

Lucchini Servizi, the IT services company of Lucchini Group, is founded

Lutech Spa was born from the merger between GPLV Partners and Lucchini Servizi

Lutech, with Orizzonte sgr, a fund from the Milan Chamber of Commerce, launches the **Scale2Double** business plan and acquires Arcares and Liscor

Lutech is acquired by **One Equity Partners (OEP)**, a private equity firm. A new growth plan starts with the acquisition of Sinergy

With Finance Evolution, DISC, Enigen and Mediana the process of acquisition, strengthening, **Group identity** and commercial **offer integration** continues

Group identity consolidation and **commercial offer integration** with 3 divisions: Lutech**Technology**, Lutech**Digital** and Lutech**Products**.

| 1994 1996 | 2001 | 2003 | 2014 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 |

GPLV Partners Spa, an **IT consulting** firm, is founded

Lutech Spa is acquired by Laserline Group

177m€: FY16 turnover is in line with the Scale2Double plan. Lutech acquires Kronotech, Teia and TeraTron

The **growth plan continues with the acquisition** of: Nest2, CSTTech, TEN, Telesio, ICTeam, Sinergetica, CDM, Pivotal, Cimworks, Tecla, 2mlab, Stepfour e Diem

Lutech Group launches the new commercial organization and continues the integration of the acquired companies. The year ends with the acquisition of BeeToBit.

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Mission

+3000
CLIENTS

433
M € FY2020

With **Technology**
and market driven **End-to-End Services**
we enable **Clients** to work easier,
reaching their goals
and **evolving their business**.

Vision

We want to be
one of the leading
European players
of the **Digital Evolution**.

7
COUNTRIES IN THE WORLD

We believe
in **investing in our People**,
fostering their talents,
leadership and passion.

+2700
PROFESSIONALS

We integrate
the most innovative technologies
delivering the highest performance
to our Clients.

+100
PARTNER

Where we are

Milan (HQ)

ITALY

Rome	Florence
Turin	Padua
Parma	Genoa
Bergamo	Naples
Ravenna	Udine

WORLD

Germany
Netherlands
Romania
Switzerland
Spain
China

AMSTERDAM
COLOGNE
BUCHAREST
LUGANO
SHANGHAI
BARCELONA
MADRID

7
COUNTRIES IN THE WORLD

+60
OFFICES

Industry

We operate with distinctive expertise on six vertical markets, offering innovative **proprietary products**, **digital** and **technological solutions**, granting a unique end-to-end approach.

433M € FY2020

FINANCIAL SERVICES
22%

PUBLIC SECTOR & HEALTHCARE
19%

TELCO & MEDIA
16%

MANUFACTURING
23%

ENERGY & UTILITIES
9%

FASHION & RETAIL
11%

Offering

LUTECH PRODUCTS

Our products and solutions for vertical markets meet the characteristic and distinctive needs of each Industry, distinguishing for innovation and continuous evolution..

LUTECH DIGITAL

We create the best customer experience with the combination of strategies, delivery capabilities and technological innovation.
We integrate and value data about customers, products and company performances to build a digital transformation path based on specific business objectives.
.

LUTECH TECHNOLOGY

We design, build, secure and manage Hybrid Cloud Technology solutions, identifying the best innovative, scalable and flexible architectures, ensuring operational continuity.

Challenge

A number of key factors - profound demographic changes, increase in chronic diseases, waiting times and other pressing sector challenges – are pushing the health system to offer more, at reduced costs.

The biggest challenge is to find the right balance between cost pressures and quality of care through some steps such as standardization of health treatments, integration of service care providers, new data capturing and integration systems, service streamlining, accountability and transparency assurance.

PRODUCTS

- DIGITIZATION OF HOSPITAL CLINICAL PROCESSES
- MANAGEMENT AND MONITORING OF LABORATORY PROCESSES
- CUSTOMIZED ELECTRONIC MEDICAL RECORDS
- ASSISTANCE CONTINUITY THROUGH DIGITAL
- SMART CARE SYSTEM
- PHARMACOTHERAPY MANAGEMENT
- ELECTRONIC HEALTH RECORD
- INTEGRATED HOME CARE
- PALLIATIVE CARE
- ASSET MANAGEMENT

SERVICES

What we do

We develop **eHealth** software solutions to **match to real market needs**

We invest in our software to ensure that **they move with the time** as well as their value is constantly maximized

eHealth

Everyday, health professionals in hospitals, clinics and labs use our eHealth solutions to manage clinical and diagnostic processes effectively, safely and in a paperless way

wHospital
BY LUTECH

wHealth is the **Clinical Operating System** offering **EMR** and **EHR** to healthcare providers.
.Net Core 2.0 and HTML5 are used to develop high level performances, scalability, cross platform and multi-device compatibility

wHospital®　　**wEHR®**　　**wHospice®**　　**wHomecare®**　　**wSocialCare®**

wLab
BY LUTECH

Middleware solutions, to **manage & monitor the processes** of clinical analysis labs. **LabReboot**, one of the top products of wLab suite, links to LIS pre-analytical devices, automation systems and analysers improving process efficiency and effectiveness in the **clinical pathology laboratory.**

In the IVD area, Lutech has adopted an **ISO 13485:2016 certified** quality system and produces **CE IVD marked** solutions (vitro diagnostic devices)

eHealth – Product lines

wHospital
Electronic Medical Record dedicated to hospitals that manage InPatient and OutPatient processes

wHomecare
The solution for the entire digitalization of Help and Home Health Service, facilitating the mobility of operators

wHospice
The perfect EMR for those organizations providing palliative care

wEHR
Designed for the creation of comprehensive clinical dossiers/EHR with extensive territorial scope

wSocialCare
The solution for residential care institutions that, whilst not being hospitals, maintain healthcare features

wLab
Middleware solutions, CE IVD marked and developed in accordance to ISO 13485:2016, to manage & monitor the processes of clinical analysis labs

wHospital
BY LUTECH

wLab
BY LUTECH

End users

IT DEPARTMENT

HOSPITAL PHARMACY

HOSPITAL HEALTH DIRECTION

MEDICAL TEAM

ANALYSIS LABORATORY

Our suites allow to meet the different needs of the organization, all in one platform and independently

The system can define and conrol the drug codification and the process of the medification, from prescription to delivery

Clinical documentation compliant with regulations, accessibile and tailored to the specific clinical area, with auomatic controls for the best clinical risk management

Local EHRs that let physicians, nurses, and all the medical team (allowed to) access patient relevant data, according to GDPR

Efficiency and effectiveness gains in the processes of research and analytical laboratories

wHealth customers timeline

We offer a framework for the digitalization of the patient's continuity of care process, keeping platform technology up-to-date and ensuring backward compatibility with previous versions to the collected data.

wLab customers timeline

With more than 20 years history, and long lasting relationship with our customers, the product has been developed end evolved to the new web-based and multi-device LabReboot to manage all possible analytical disciplines in a geographical network via a single centralized database so that it can be used as unified middleware by the entire laboratory
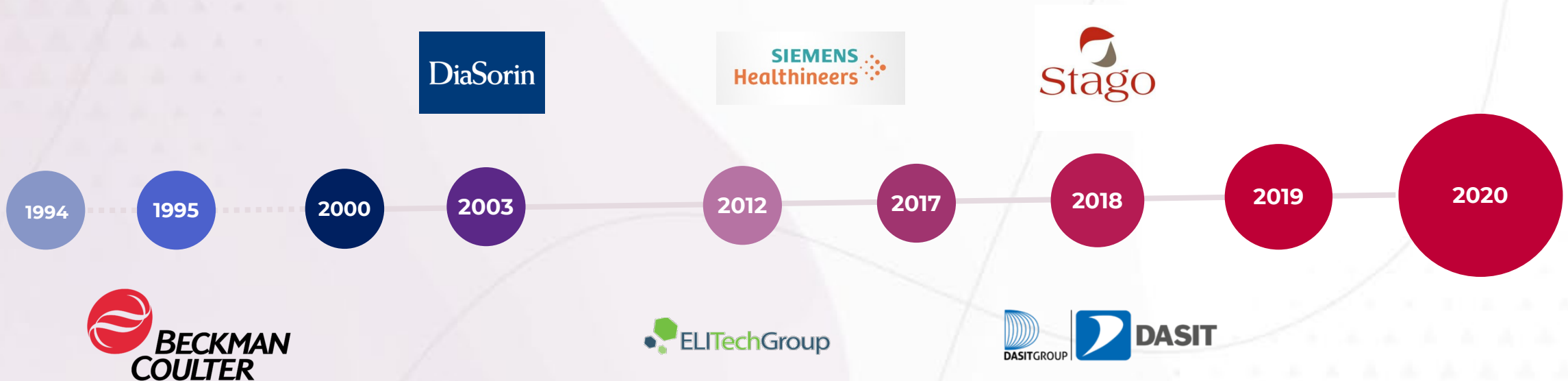
Our key eHealth customers

wHospital
BY LUTECH

About wHospital

wHospital BY LUTECH

One of the first web-based EMR in Italy to:

- Manage the care process thanks to a **web-based** and completely **dematerialized** product
- Ensure observance to Joint Commission standards to maximize the management of **Clinical risk,** at the patient's bedside (InPatient, OutPatient and Homecare)
- Offer **multidevice** access: via PC, smartphone and tablet
- Provide digital signature certifications via Smartcards or Tokens
- Provide **CMSs** and **SDKs** for the total customization of EMR projects
- Share a Clinical App web-store, with applications developed also from third parties

17 years of experience

wHealth kicks off in 2002 as a research project from **Politecnico** di Milano, aiming to meet the growing needs of clinical data digitalization

> 2.6 M revenues

Yearly revenues in the HealthCare Lutech sector with the **Implementation, Delivery and Mainteinance** of projects with wHealth products

~ 35 professionals

Computer and biomedical engineers, with great experience in the digitalization of clinical processes and in the management of high-profile projects for **national and international clients**

wHospital: key differentiating factors

A single product and a single technology

A Clinical Operating System enabling healthcare providers to easily communicate and share information
.Net Core 2.0 and HTML5 are used to develop high level performances, scalability, cross platform and multidevice compatibility

Integration system

Thanks to the adoption of a native HL7 (Health Level Seven)/XDS (Cross Document Sharing) Integration system and the extensive use of Webservices, our Framework easilly comunicates with any single Departmental system within the Hospital Information System

Digital Signature

To achieve an effective paper replacement, all of the information generated by wHealth FX (e.g. anamnesis, prescriptions, examinations, etc...) are digitally signed
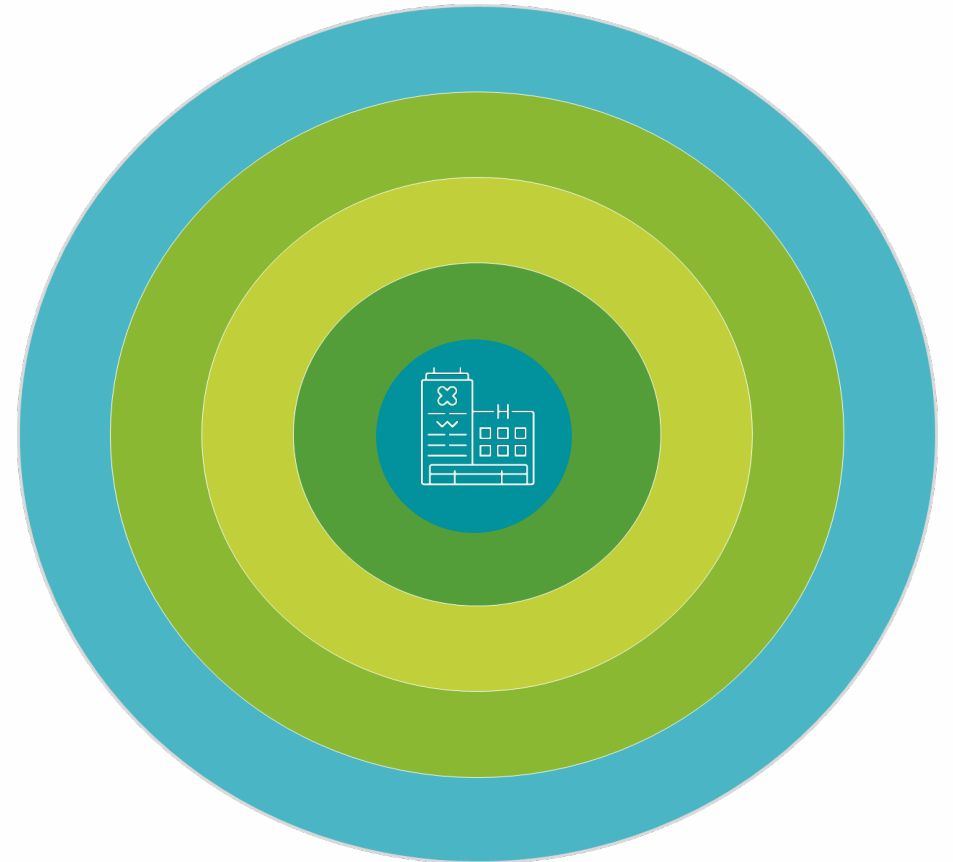
wHospital framework

wHospital has a **matrix structure** that can map documentation and processes in a completely **modular** way

cFORM

In the **cForm configurator,** Lutech team or even the Client can manage and edit **structured data modules** (**cForms**) and link values of particular clinical interest to specific functions

cAPP

Applications (**cApps**) developed to meet **specific departmental needs** that require complex workflows management (e.g. Pharmacotherapy, Vital Signs, Chemotherapy, etc.)

cForm and cApp can be common to any Division or Department: wHealth enables to personalize the usage of horizontal and vertical functions to the different pathologies

wHospital: multi-role EMR

Clinical documentation is tailored to any professional role

NURSE

ASSISTANT

PHYSICIAN

PSYCHOLOGIST
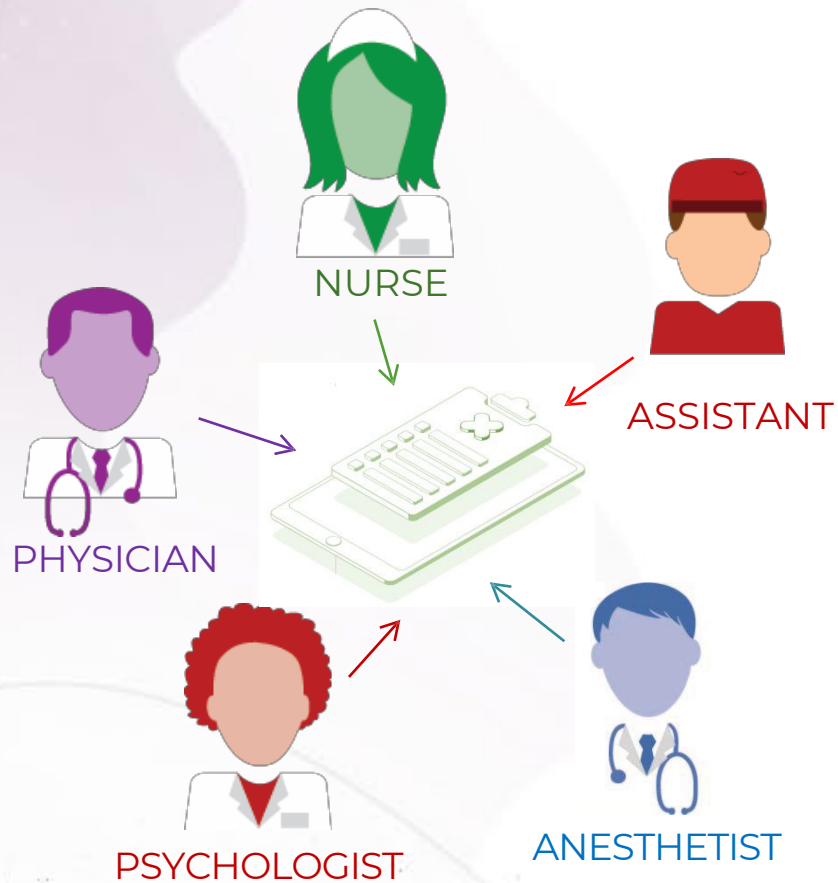
ANESTHETIST

- wHealth FX comes with the opportunity to create structured health records accessible from all professional roles: Physician, Nurse, Nursing Assistant, Physiotherapist, Psychologist, Anesthetist… so to collect and organize data accordingly

- Data are collected and possibly shared between all users, in order to enhance the best continuity of care, while ensuring privacy and data protection principles

wLab
BY LUTECH

About wLab

wLab is the suite of web-based Middleware solutions for the control and the monitoring of **laboratory of clinical pathology** processes.
Depending on features and on the intended use, some products are registered with the Italian Ministry of Health and marketed with **CE IVD marking.**

LabReboot, one of the top CE IVD products of our suite, links to LIS pre-analytical devices, automation systems and analyzers improving process efficiency and effectiveness in the **clinical pathology laboratory.**

Target

Strong presence in the Italian clinical chemistry and immunodiagnostics sector. Orientation towards **Haematology and Molecular Diagnostics**

> 2,3 M revenues

Yearly revenues in the HealthCare Lutech sector with the **Implementation, Delivery and Mainteinance** of projects with wLab products

~ 25 professionals

Computer and biomedical engineers, with great experience in the digitalization of lab processes and in the management of high-profile projects for **national and international clients**

wLab business areas

Sisge Medical's mission is to help public and private health facilities improve the productivity of information workflow through the design, marketing and start-up of efficient and flexible software products. The company is currently focusing on two business areas:

CLINICAL PATHOLOGY LABORATORIES

Middleware solutions used to link to LIS pre-analytical devices, automation systems and analyzers improving process efficiency and effectiveness in the clinical pathology laboratory.

Depending on features and on the intended use, some products are registered with the Italian Ministry of Health and marketed with CE IVD marking.

OAT SURVEILLANCE CENTERS

Solutions for the management of patients in Oral Anticoagulant Therapy (both AVK and DOACs) and for therapy monitoring that meet all the needs of Surveillance Centers.

Products include an algorithm which suggests the appropriate dosage of the AVK drug according to patient's medical history.

The offer of wLab

SW PRODUCTS & CUSTOM SW DEVELOPMENT

- middleware and TAO solutions
- customization of available software products
- design and development of software products based on customer specifications
- design and development of CE IVD devices based on customer specifications

DELIVERY

System start-up in Italian and EU territory:
- installation
- configuration
- devices interface
- integrations
- users training
- start-up support

TECHNICAL SUPPORT

Technical support services with SLA to be agreed:
- remote – 1st level
- remote – 2nd level
- full risk
- full service

Availability on Saturdays, Sundays and national holidays

HARDWARE

Supply of hw components to support products:
- server/storage + O.S. & database
- client systems
- LAN devices
- serial device servers
- printers/barcode printers+ consumables
- barcode readers

Labreboot: overview

WEB BASED
LabReboot is accessible via browser from any device and enables the geographical distribution of data and results

TABLET
LabReboot is compatible with Tablet PCs, and is designed to be used both from labs and remotely (such as in smartworking settings)

SMARTPHONE
The new releases will include simplified modules available on your smartphone (for example: for remote validations)

MULTI-SITE
LabReboot improves the management of geographically distributed labs, all on a single database (such as in HUB & SPOKE systems)

MULTI-LIS
Multi-LIS management, also when LIS are from different suppliers. Each integration can be single or multi-channel (acceptance/results/tracking)

MULTI-DISCIPLINE
LabReboot can manage flows of different disciplines, like:
- Automated Core Lab
- Haematology
- Virology
- Urine tests

Case History

Bambino Gesù Pediatric Hospital - Rome

Customer

The Bambino Gesù Pediatric Hospital is the largest pediatric polyclinic and research center in Europe: hospitalization and treatment centers and has 607 beds, about 3,300 professionals and every year over 28,000 hospitalizations, 84,000 accesses to the emergency room and 1,900,000 services outpatient services provided.

Challenge

• Improvement of drug traceability and reduction of clinical risk and adverse events.
• Making the clinical data "digital native" and digitalization of the clinical process
• Obtain a single point of access to all clinical information

Solutions

Implementation of the wHospital Electronic Medical Record system, Lutech proprietary solution, the first configurable and modular web medical record specifically designed for the total digitization and dematerialization of hospital paper clinical data. The introduction of a framework allows the centralization of data from different application environments, without compromising its use and operation, overcoming the situation of extreme fragmentation of the applications in the company.

Successful results

• Dissemination of a single clinical documentation (minimum dataset), for a faster and more efficient retrieval of crucial information
• Automation of clinical checks and alerting system to reduce risks
• Efficiency in sharing and retrieving patient historical clinical information through a single point

Making the clinical data "digital native" and digitalization of the clinical process

BLU 2.0 in Area Vasta Emilia Nord

Custumer

BLU (Baggiovara Laboratories Unified), a part of a complex health facility called AVEN, is one of the greatest network of laboratories in Italy and Europe. BLU network consists on a hub in Baggiovara (Modena) and many others structures distribuited in Modena geographical area among which the structures of Modena Policlinico, Carpi, Pavullo and Mirandola.

To improve efficiency and costs saving, the laboratories network organization is very functional and dynamic: the peripherals structures, called spoke, only have to process urgency tubes and internal departments tubes whereas they ship and refers to the hub laboratory in Baggiovara for external and outpatient tubes, virology and specialist examinations. BLU network should process at full capacity an estimated 25,000/30,000 tubes per day, most performed and reported within the day.

Challenge

- Participation in the **BLU 2.0 Project**, in partnership with Beckman Coulter: a project for laboratories restructuring, innovation, reorganization and acquisition of new technologies for analysis, automation and information technology
- Implementation of a new multisector and multisites laboratory middleware, to be installed in the main laboratories of the network, to easily manage routine and urgency tubes and perform daily reports
- Redundant system architecture to ensure high performance, stability, business continuity and disaster recovery, in accordance with AVEN policies and in total compatibility with the existing infrastructure.

Solutions

Setting and GoLive! of **ATMOSphere CE IVD**, the middleware licensed and distributed by Lutech for Beckman Coulter, which can connect and manage over 90 analysis and automation devices placed in the network laboratories. At the same time with the management of the instruments, **ATMOSphere CE IVD** allows to perform a continuous communication 24 hours a day with the central system of the department (LIS)

ATMOSphere CE IVD is protected from unauthorized access: the Middleware allows many authorization profiles, data privacy compliancy through encryption at the database level and data security through automatic timed backups.

Succesfull results

- Implementation and fine-tuning of a special communication protocol to connect the BLU network LIS with a single high performance channel. This connection mode also includes many advanced features to improve patient's management, tube and analisys data process and to allow complete transmission of QC data and tube traceability data.
- Setting and customization of the ATMOSphere architecture in Baggiovara server farm and GoLive! of Carpi spoke in June 2020
- GoLive! of Baggiovara Laboratory hub in October 2020
- GoLive! of Modena Policlinico Laboratory spoke in January 2021
- GoLive! of Pavullo and Mirandola Laboratory spokes expected by Q3 2021.

Redundant system architecture to ensure high performance, stability, business continuity and disaster recovery

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