



ascom

**20
25**

**TECHNOLOGY
INNOVATION
LEADER**

*Enhancing Customer Impact Through
Powerful Technology Integration*

*RECOGNIZED FOR BEST PRACTICES IN THE
GLOBAL MEDICAL DEVICE CONNECTIVITY INDUSTRY*

F R O S T & S U L L I V A N

Table of Contents

Best Practices Criteria for World-class Performance	3
The Transformation of the Medical Device Connectivity Industry	3
Application Diversity	3
Commitment to Creativity	4
Commitment to Innovation	4
Growth Potential	5
Customer Acquisition	5
Commercialization	5
Conclusion	6
What You Need to Know about the Technology Innovation Leadership Recognition	6
Best Practices Recognition Analysis	7
Technology Leverage	7
Business Impact	7
Best Practices Recognition Analytics Methodology	8
Inspire the World to Support True Leaders	8
About Frost & Sullivan	9
The Growth Pipeline Generator™	9
The Innovation Generator™	9

Best Practices Criteria for World-class Performance

Frost & Sullivan applies a rigorous analytical process to evaluate multiple nominees for each recognition category before determining the final recognition recipient. The process involves a detailed evaluation of best practices criteria across two dimensions for each nominated company. Ascom excels in many of the criteria in the medical device connectivity space.

RECOGNITION CRITERIA	
<i>Business Impact</i>	<i>Technology Leverage</i>
Financial Performance	Commitment to Innovation
Customer Acquisition	Commitment to Creativity
Operational Efficiency	Stage Gate Efficiency
Growth Potential	Commercialization
Human Capital	Application Diversity

The Transformation of the Medical Device Connectivity Industry

“Ascom aims to accelerate healthcare providers’ digital transformation by enabling the integration of medical devices, alarm management, and communication technology aligned with predictive analytics. The company is working on becoming a single point of contact for end-to-end unified communications solutions so that its clients do not have to deal with multiple types of vendors.”

Bhaskar Vittal,
MedTech, Research Manager

The medical device connectivity industry is undergoing a significant transformation, with new solutions and approaches disrupting healthcare delivery. With a growing number of installations of medical devices in hospitals, connectivity and interoperability with hospital information systems have become critical and challenging, considering the complexity of onboarding and aligning information systems across hospital departments.

Application Diversity

Ascom, headquartered in Switzerland, is a leading communications provider with business operations across 19 countries. The company addresses industry

challenges with its platform-based technology and vendor-agnostic solutions, along with providing interoperability solutions.

The company is primarily known in the medical community for its Nurse Call and Alarm Management Solutions, as well as for its Mobile Clinical Communication devices. However, in the past few years, the company has started actively pursuing projects related to medical device connectivity and integration. Ascom is currently working with leading medical device companies, such as GE Healthcare, Stryker Corporation, and Welch Allyn, for their medical device integration business.

Commitment to Creativity

Ascom's 3 pillars of business platform include nurse call, alarm management, and mobility or phones. Across these business segments, Ascom provides a strong end-to-end connected care solution set. The company believes there is a significant growth opportunity in alarm management and recognizes that medical device integration is fundamental to alarm management.

Across the healthcare delivery environment, there is still a lot of disparate data related to patients. Medical device connectivity solutions automate this data and integrate it into electronic medical records efficiently. Ascom differentiates itself from competitors by leveraging the medical device connectivity data as a means of engagement, rather than simply using it for documentation and archival purposes.

Ascom's medical device connectivity solutions can interface with medical devices, such as beds, infusion pumps, ventilators, and patient monitors, and collectively aggregate the data collected from them to provide a more dynamic and comprehensive situational awareness for healthcare providers. The company is expanding its interface and capabilities in compliance with a range of communication protocols. The company aims to achieve completely silent ICUs and has been demonstrating its developments to that end at the Healthcare Information and Management Systems Society (HIMSS) conference over the past couple of years. It anticipates significant innovation and growth in this area as the solutions provide more contextual awareness, eliminating alarm fatigue and driving insightful actions based on meaningful alerts and notifications.

The company's medical device integration platform, Digistat, helps clients customize solutions to match their specific clinical requirements and digitalization strategies. Digistat can provide visualization as well as integrate itself with other dashboards, essentially becoming a dashboard of dashboards. It uses predictive analytics capabilities, allowing for custom analytics or hospital in-house analytics. Digistat is not just a medical device integration platform but a surveillance and analytics tool as well.

Commitment to Innovation

Ascom is focusing on the hospital acute care market and aims to achieve significant growth, especially in smart alarm filtering by integrating its alarms with medical devices. The goal is to reduce false alarms and help nursing staff prioritize the patients and issues that need urgent care.

The company is also targeting the growing home healthcare market with the new products and launches planned over the next 2 to 3 years. There is a growing demand for integration capabilities with wearables and other medical devices used in homes, as well as for the ability to transfer that data to healthcare centers. Ascom firmly believes the real opportunity lies not just in data transfer, but in packaging the data to provide more meaningful insights and predictive analytics.

Growth Potential

Ascom's medical device connectivity segment has had a 4% to 5% CAGR over the past 3 years, with double-digit growth anticipated with new product launches lined up. The company is also leveraging its brand as a communication player to support the medical device connectivity segment. Additionally, Ascom is focusing on subscription-based models for hardware usage to give end users access to advanced technology and services, which helps increase the revenue stream. By bundling hardware, software, and service into its business model, it aims to help healthcare providers move from a capital expenditure (CAPEX) to an operational expenditure (OPEX) model.

Customer Acquisition

The company's business strategy moving forward is to get a small footprint with potential clients with a small medical device integration solution with alarm management and communication technology. With

"Ascom's medical device connectivity solutions can interface with medical devices, such as beds, infusion pumps, ventilators, and patient monitors, and collectively aggregate the data collected from them to provide a more dynamic and comprehensive situational awareness for healthcare providers. The company is expanding its interface and capabilities in compliance with a range of communication protocols. The company aims to achieve completely silent ICUs and has been demonstrating its developments to that end at the Healthcare Information and Management Systems Society (HIMSS) conference over the past couple of years."

Bhaskar Vittal,
MedTech, Research Manager

proven solutions, the company plans to expand its footprint to other areas of the hospital for medical device integration while increasing its business with the existing clients.

Ascom aims to accelerate healthcare providers' digital transformation by enabling the integration of medical devices, alarm management, and communication technology aligned with predictive analytics. The company is working on becoming a single point of contact for end-to-end unified communications solutions so that its clients do not have to deal with multiple types of vendors.

Commercialization

Ascom is focused on leveraging a channel-central sales model, which is expected to

accelerate its go-to-market time. The company is currently working to onboard its clients as part of this market expansion plan. It has installed its Workflow-centric platform on 34 hospital sites across multiple states in the United States. In the next year, the plan is to expand to about 135 sites and 20,000 beds.

The company's medical device integration platform, Digistat, addresses evolving customer needs. The technical team constantly engages with platform users to ensure that they are utilizing the application in the most optimized fashion. Based on continuous feedback from customers, the technical team incorporates changes to the product roadmap as required.

Conclusion

Ascom is focused on innovation and expanding its application areas in medical device connectivity. The company provides vendor-agnostic medical device connectivity, which helps it work with a wide range of medical devices and to meet healthcare system specific requirements. The company's products and solutions are scalable from a single healthcare unit to complex and entire healthcare systems. For its strong overall performance, Ascom is presented with Frost & Sullivan's 2025 Global Technology Innovation Leadership Recognition in the medical device connectivity industry.

What You Need to Know about the Technology Innovation Leadership

Recognition Frost & Sullivan's Technology Innovation Leadership Recognition is its top honor and recognizes the market participant that exemplifies visionary innovation, market-leading performance, and unmatched customer care.

Best Practices Recognition Analysis

For the Technology Innovation Leadership Recognition, Frost & Sullivan analysts independently evaluated the criteria listed below.

Technology Leverage

Commitment to Innovation: Continuous emerging technology adoption and creation enables new product development and enhances product performance

Commitment to Creativity: Company leverages technology advancements to push the limits of form and function in the pursuit of white space innovation

Stage Gate Efficiency: Technology adoption enhances the stage gate process for launching new products and solutions

Commercialization: Company displays a proven track record of taking new technologies to market with a high success rate

Application Diversity: Company develops and/or integrates technology that serves multiple applications and multiple environments

Business Impact

Financial Performance: Strong overall business performance is achieved in terms of revenue, revenue growth, operating margin, and other key financial metrics

Customer Acquisition: Customer-facing processes support efficient and consistent new customer acquisition while enhancing customer retention

Operational Efficiency: Company staff performs assigned tasks productively, quickly, and to a high-quality standard

Growth Potential: Growth is fostered by a strong customer focus that strengthens the brand and reinforces customer loyalty

Human Capital: Leveraging innovative technology characterizes the company culture, which enhances employee morale and retention

Best Practices Recognition Analytics Methodology

Inspire the World to Support True Leaders

This long-term process spans 12 months, beginning with the prioritization of the sector. It involves a rigorous approach that includes comprehensive scanning and analytics to identify key best practice trends. A dedicated team of analysts, advisors, coaches, and experts collaborates closely, ensuring thorough review and input. The goal is to maximize the company's long-term value by leveraging unique perspectives to support each Best Practice Recognition and identify meaningful transformation and impact.

VALUE IMPACT			
STEP		WHAT	WHY
1	Opportunity Universe	Identify Sectors with the Greatest Impact on the Global Economy	Value to Economic Development
2	Transformational Model	Analyze Strategic Imperatives That Drive Transformation	Understand and Create a Winning Strategy
3	Ecosystem	Map Critical Value Chains	Comprehensive Community that Shapes the Sector
4	Growth Generator	Data Foundation That Provides Decision Support System	Spark Opportunities and Accelerate Decision-making
5	Growth Opportunities	Identify Opportunities Generated by Companies	Drive the Transformation of the Industry
6	Frost Radar	Benchmark Companies on Future Growth Potential	Identify Most Powerful Companies to Action
7	Best Practices	Identify Companies Achieving Best Practices in All Critical Perspectives	Inspire the World
8	Companies to Action	Tell Your Story to the World (BICEP*)	Ecosystem Community Supporting Future Success

*Board of Directors, Investors, Customers, Employees, Partners

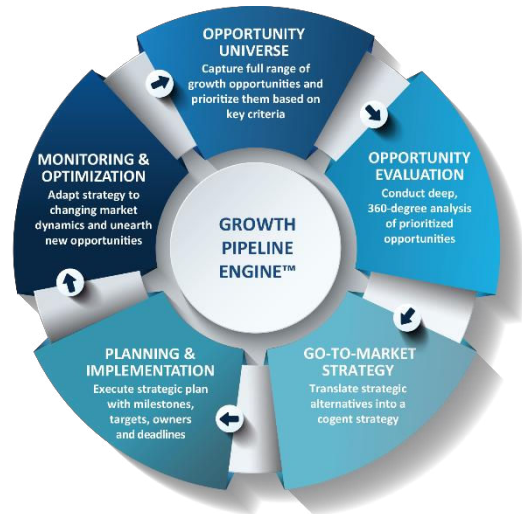
<http://www.frost.com>.

is fueled by the Innovation Generator™.

[Learn more.](#)

Key Impacts:

- **Growth Pipeline:** Continuous Flow of Growth Opportunities
- **Growth Strategies:** Proven Best Practices
- **Innovation Culture:** Optimized Customer Experience
- **ROI & Margin:** Implementation Excellence
- **Transformational Growth:** Industry Leadership



The Innovation Generator™

broadest range of innovative growth opportunities
of which occur at the points of these perspectives.

Analytical Perspectives:

- Megatrend (MT)
- Business Model (BM)
- Technology (TE)
- Industries (IN)
- Customer (CU)
- Geographies (GE)

