



## Aeris' Expertise in IoT Empowers Mevia to Improve Medical Adherence and Deliver Real-Time Feedback



CASE STUDY

*“Aeris’ expertise, combined with its flexible approach, provides us with a robust solution that will allow us to expand globally and allows patients to receive real-time, useful information no matter where they are in the world.”*

Jesper Hassel,  
CEO of Mevia

Missed medication and medical adherence is a huge challenge globally for healthcare providers and pharmaceutical companies alike. Nearly \$300 billion is spent on missed medication and adherence issues in the U.S. alone, with the global pharmaceutical market’s revenue loss reaching approximately \$564 billion. In fact, the World Health Organization said that, “Improving adherence would have a greater impact on health than any potential discovery in medicine.” The goal, therefore, is to improve medical adherence and deliver actionable feedback using real-time intelligence.

Connected IoT healthcare devices can improve the quality of medical treatments significantly. In contrast, a poorly executed connected solution actually can cost healthcare providers valuable time and money, especially when it causes disruptions in remote monitoring or real-time feedback, thereby leading to sub-optimal patient care.

### Case in Point: Mevia

Mevia provides intelligent solutions to improve the quality of medical treatments. The company develops pathways that enable people to take the right medication at the right time. To improve adherence, which is one of the greatest obstacles to successful medical treatments, Mevia has created data gathering technology that can be adapted to work in blister packs, pill dispensers, and pill pouches, providing patient support and personal adherence feedback in real time.

The company, however, needed to provide service at a competitive price, with the ability and agility for potential global connectivity. Being an innovative, yet growing company, Mevia needed to partner with an expert in IoT. And this partner needed to offer competitive pricing, global coverage, and the agility to adapt its services as Mevia grows globally. One major concern was that many providers had high fixed costs, which was a deal breaker for Mevia.



## Aeris IoT Solution

Needing a flexible pricing model that provided real-time intelligence globally, Mevia turned to the Aeris IoT Services platform. By leveraging Aeris' expertise in IoT network solutions, Mevia was able to provide services that increased the well-being of patients, reduced medical risk, avoided heavy upfront fees, and provided the company with the lowest total cost of ownership (TCO) possible. Aeris' support of major cellular technology standards, such as GSM, CDMA, and LTE, enabled Mevia to offer its customers flexibility and opened the doorway for Mevia's global growth.

Powered by the Aeris IoT Services platform, Mevia now can offer an unparalleled solution to help tackle the problem of medical adherence while providing patients with real-time intelligence and feedback no matter where they are in the world. Additionally, Aeris' flexible approach has allowed Mevia to roll-out the solution globally without the added headache of changing payment plans or being faced with untenable upfront fees.

Mevia's sensor-embedded product offering.

## Customer Benefits



DEPENDABLE  
CONNECTIVITY/DATA  
DELIVERY REGARDLESS  
OF LOCATION



HEIGHTENED  
CONNECTIVITY AND  
SOLUTION PLAN ALLOW  
FOR GLOBAL EXPANSION



REDUCED TCO, WITH  
FLEXIBLE APPROACH,  
MINIMAL UPFRONT FEES



REMOTE REAL-TIME  
MONITORING  
SAVES LIVES



IMPROVED SUPPORT,  
GREATER CUSTOMER  
SATISFACTION

1 Agency for Healthcare Research and Quality. (2012). Medication adherence interventions: comparative effectiveness. AHRQ.

2 [https://www.capgemini.com/resource-file-access/resouce/pdf/Estimated\\_Annual\\_Pharmaceutical\\_Revenue\\_Loss\\_Due\\_to\\_Medication\\_Non-Adherence.pdf](https://www.capgemini.com/resource-file-access/resouce/pdf/Estimated_Annual_Pharmaceutical_Revenue_Loss_Due_to_Medication_Non-Adherence.pdf)

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## ABOUT MEVIA:

Mevia helps patients take the right medication dose at the right time. Through our innovative solution of printed traces, electronics and IT system that can be adapted to any primary pharmaceutical packaging we can detect when a pill or dose is taken in real time and connect instantly with the patient, doctor, care giver or relative in any form of communication that they prefer, be that sms, email, phone calls or push notifications in a mobile app. We are currently working on helping elderly within home care to become more empowered and to get better help from their caregivers. Furthermore, we are able to minimize the time and cost of clinical trials through more accurate adherence data, increased patient retention and quicker data analysis.

Visit [www.mevia.se](http://www.mevia.se) or follow them on Twitter [@meviatweets](https://twitter.com/meviatweets) to see their progress and get in touch with them.

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## ABOUT AERIS:

Aeris is a technology partner with a proven history of helping companies unlock value through IoT. For more than a decade, we've powered critical projects for some of the most demanding customers of IoT services today. We strive to fundamentally improve their businesses by dramatically reducing costs, accelerating time-to-market, and enabling new revenue streams. Built from the ground up for IoT and road tested at scale, Aeris IoT Services are based on the broadest technology stack in the industry, spanning connectivity up to vertical solutions. As veterans of the industry, we know that implementing an IoT solution can be complex, and we pride ourselves on making it simpler.

Visit [www.aeris.com](http://www.aeris.com) or follow us on Twitter [@AerisM2M](https://twitter.com/AerisM2M) to learn how we can inspire you to create new business models and to participate in the revolution of the Internet of Things.

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