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Quotes by Napoleon Monroe, managing director New Directions Technology Consulting

A Connected Market

By Denise Myshko

Napoleon Monroe, managing director at New Directions Technology Consulting, believes the United States leads and can continue to lead mHealth initiatives. The reasons for this include: a large, fairly unified market with a reasonably strong economy, a healthcare system that almost all stakeholders acknowledge needs to be dramatically changed; a history that values entrepreneurial spirit; strong venture and private, including angel, capital resources; less rigidity, corruption, and bureaucracy than in many other countries; an enlightened initial FDA stance on risk-based regulations of mHealth and automated identity and data capture; \$15 billion in incentives to date for EMRs; and many years of hard work and commitment on the part of many mHealth stakeholders.

"These factors allow the United States to spawn mHealth start-ups better than any other country," he says. "Multinational pharmaceutical companies are now investing heavily in mHealth. This is accelerating U.S. growth and strengthening U.S. leadership."

pp. 17 – 18: The mHealth Market

mHealth: Patient Adherence Tools Get Personal

By Robin Robinson

Mobile technology provides clinicians, care managers, and the entire care team with real-time patient updates, reporting, and trend monitoring through a single, convenient platform. Real-time patient engagement is critical to the improvement of outcomes and quality of care, and the industry has not quite learned that lesson in more than two decades of disease management efforts, says Napoleon Monroe, managing director, New Directions.

"Providing immediate point-of-patient reinforcement to change patient behavior is crucial," he says. "After the patient has the medication, in most cases, the true point of care for pharma products is wherever the patient happens to be. When the patient is outside a healthcare institution, the providers and pharma have essentially lost control of care. Later stages of the HIMSS EMR adoption model will include continuity of data from ambulatory patients."

p. 20: Consumer Engagement Key To Connected Health

Connected Health Tools Improve Patient Outcomes

By Robin Robinson

"mHealth can make vital medical information immediately available not only to patients, but also to their medical professionals and caregivers," says Napoleon Monroe, managing director, New Directions. "Algorithms in a communications device or elsewhere, in combination with sensed medication and patient information, could provide any stakeholder with decision tools. A central facility could perform analysis, make remote diagnosis, and take actions as necessary. Inclusion of a central facility in a medication management system provides for informed professional engagement with the patient, and facilitates device approval and management."

p. 25: Improving Outcomes

mHealth Tools Can Streamline Clinical Trials

By Robin Robinson

Using mHealth to better manage clinical trials can help ensure trial subject retention, avoid journal errors and memory failure, provide better information, allow for intercessions earlier, complete milestone and market entry when the trial results merit approval, Mr. Monroe says.

p. 46 (electronic version only): Benefits of Mobile Apps In Clinical Trials

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