



Healing Healthcare with Voice

October 8th 2013

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Agenda

10.30am – 10.50 am Nuance Introduction - Dan McGraw, Nuance

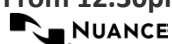
10.50am – 11.10 am Speech in the Practice - Dr Ivan Camphor, Senior Partner at Heatherlands Medical Centre and Medical Secretary at Mid-Mersey Local Medical Committee

11.10am – 11.30am Speech in the Hospital - Dean Harmse, Departmental Head, Dermatopathology, at Plymouth Hospital NHS Trust

11.30am – 12.15pm Introducing Intelligent Systems - by Nick van Terheyden, Nuance

12.15 pm – 12.30 pm Q & A

From 12.30pm



Lunch & opportunities for 1:1 Briefings

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Dan McGraw
General Manager, Healthcare Europe

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We believe the greatest opportunities you face will only be realized through the power of intelligent systems.



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We create ways for devices and systems to be fluent in all things human.

Bold strategic moves

> Driving the industry from speech to understanding to Intelligent Systems
Multimodal, platform agnostic

Game-changing innovations

> Nina
Florence
Clintegrity360

User centered design

> Natural Language Understanding (NLU)
Best-in-class touch, gesture and imaging
blended with deep analytics, intelligence



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Nuance Natural Language Framework

The engine that drives Intelligent Systems

“Anything with George Clooney on tonight?”

“Yes, I’ve found three shows, one of which is starting in just a few minutes.”

The diagram illustrates a process flow. On the left, an 'Input' icon (a right-pointing arrow) leads into a central processing area. This area consists of five interconnected nodes: 'Meaning' (a circle with dots), 'Reasoning' (a hexagonal network), 'Profile' (a person icon), 'Tailoring' (a network of nodes), and 'Context' (a circle with dots). Above and below this central area are 'Cloud' (a cloud icon) and 'Context' (a circle with dots) respectively. On the right, an 'Output' icon (a left-pointing arrow) is connected to the central area. A large curved arrow at the top points from the input towards the right, and a large curved arrow at the bottom points from the right towards the output. The entire process is supported by 'Content & Web Services' (a left-pointing arrow icon) on the far right.

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Nuance Natural Language Framework

The engine that drives Intelligent Systems

“What is the red blood cell count for patient John Adams ?”

“The latest red blood cell count from John Adams is 5,5 million from lab test on July 5th 2013”

The diagram illustrates a process flow. On the left, an 'Input' icon (a right-pointing arrow) leads into a central processing area. This area consists of five interconnected nodes: 'Meaning' (a circle with dots), 'Reasoning' (a hexagonal network), 'Profile' (a person icon), 'Tailoring' (a network of nodes), and 'Context' (a circle with dots). Above and below this central area are 'Cloud' (a cloud icon) and 'Context' (a circle with dots) respectively. On the right, an 'Output' icon (a left-pointing arrow) is connected to the central area. A large curved arrow at the top points from the input towards the right, and a large curved arrow at the bottom points from the right towards the output. The entire process is supported by 'Content & Web Services' (a left-pointing arrow icon) on the far right.

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With leading global relationships, it's rare to go a day without Nuance



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7 billion
mobile cloud
transactions annually

4,000
patents &
applications

70+
countries

12 billion
customer calls
served annually

12,000
employees

70+
languages

800 million
mobile keyboards
shipped annually

14,000
mobile app
developers

1,200
voice and language
scientists and
engineers

5 billion
lines of medical data
transcribed annually

75 million
voice-enabled cars



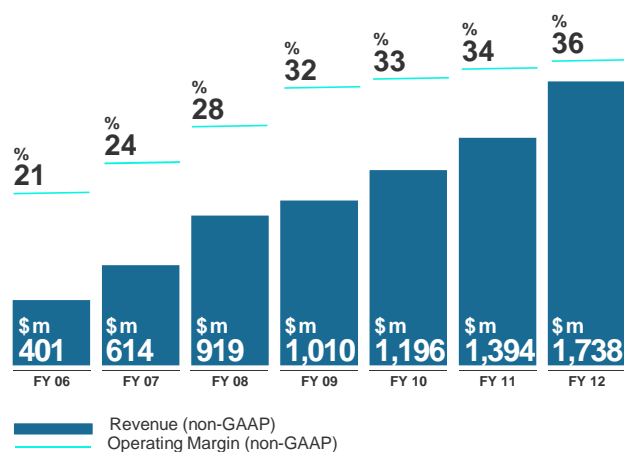
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Strong growth



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Financial results



Growth from FY 06-12 (non-GAAP, except CFFO)

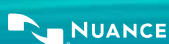
- Revenue grew at 28% CAGR
- Operating Profit grew at 40% CAGR
- Operating Margin grew from 21% to 36%
- On-demand revenue grew at 67% CAGR
- Cash Flow from Operations grew at 40% CAGR



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Nuance Healthcare

Natural user interface
meets ambient intelligence



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Nuance Healthcare at a Glance

\$700

Million
in FY '12 Healthcare
division revenue

30+

Countries
NA, EMEA, and APAC:
Customers and partners

57

Percent
of all US Hospitals

500,000

Clinician users
at more than 10,000
healthcare institutions

#14

of HCI 100
in 2013 Healthcare
Informatics

750+

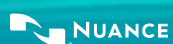
HIT vendors
integrating Nuance's
On-Demand Speech
and CLU on WW basis



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Nuance Healthcare

We let physicians dictate the patient story and extract the clinical data facts



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Paper is no longer fit for purpose



Slide Courtesy of Dr. Michael Bainbridge



Capture More

VOICE

Do It Faster

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HEALTHCARE SOLUTIONS



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TYPING

40 WPM

VOICE

120 WPM

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This slide compares the speed of typing and voice input. It features two blue rectangular boxes. The left box is labeled 'TYPING' and contains the number '40' in a large, bold, dark grey font, with 'WPM' in a smaller font below it. The right box is labeled 'VOICE' and contains the number '120' in a large, bold, dark grey font, with 'WPM' in a smaller font below it. The Nuance logo is in the bottom left, and the copyright notice is in the bottom right.

NUANCE HEALTHCARE

Capture Anywhere

Understand Everything

Use it for Good

NUANCE

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This slide illustrates the Nuance Healthcare value proposition. At the top center is the Nuance Healthcare logo, which consists of a blue rounded square containing a white stylized 'N' and the text 'NUANCE HEALTHCARE'. Below the logo is a blue arc with three dots. Lines connect each dot to a text element: 'Capture Anywhere' on the left, 'Understand Everything' in the center, and 'Use it for Good' on the right. The Nuance logo is in the bottom left, and the copyright notice is in the bottom right.



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SIEMENS	MCKESSON <i>Empowering Healthcare</i>	 G2 SPEECH
Carestream	SECTRA	 winscribe Let's improve the process
EHR DRAGON MEDICAL	PARTNERSHIPS	WORKFLOW RIS / PACS
ORdigital	PHILIPS	AGFA 
VoicePower SPEECH RECOGNITION & DIGITAL DICTATION SOLUTIONS <i>Freedom of Speech</i>	MCKESSON <i>Empowering Healthcare</i>	
MediTalk	FUJIFILM	 Cerner
NUANCE		

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Speech in the Practice

Dr Ivan Camphor
Senior Partner at Heatherlands Medical Centre and
Medical Secretary at Mid-Mersey Local Medical
Committee

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Speech in the Hospital

Dean Harmse, Departmental Head, Dermatopathology, at
Derriford Hospital, Plymouth

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