

TRIFORK.

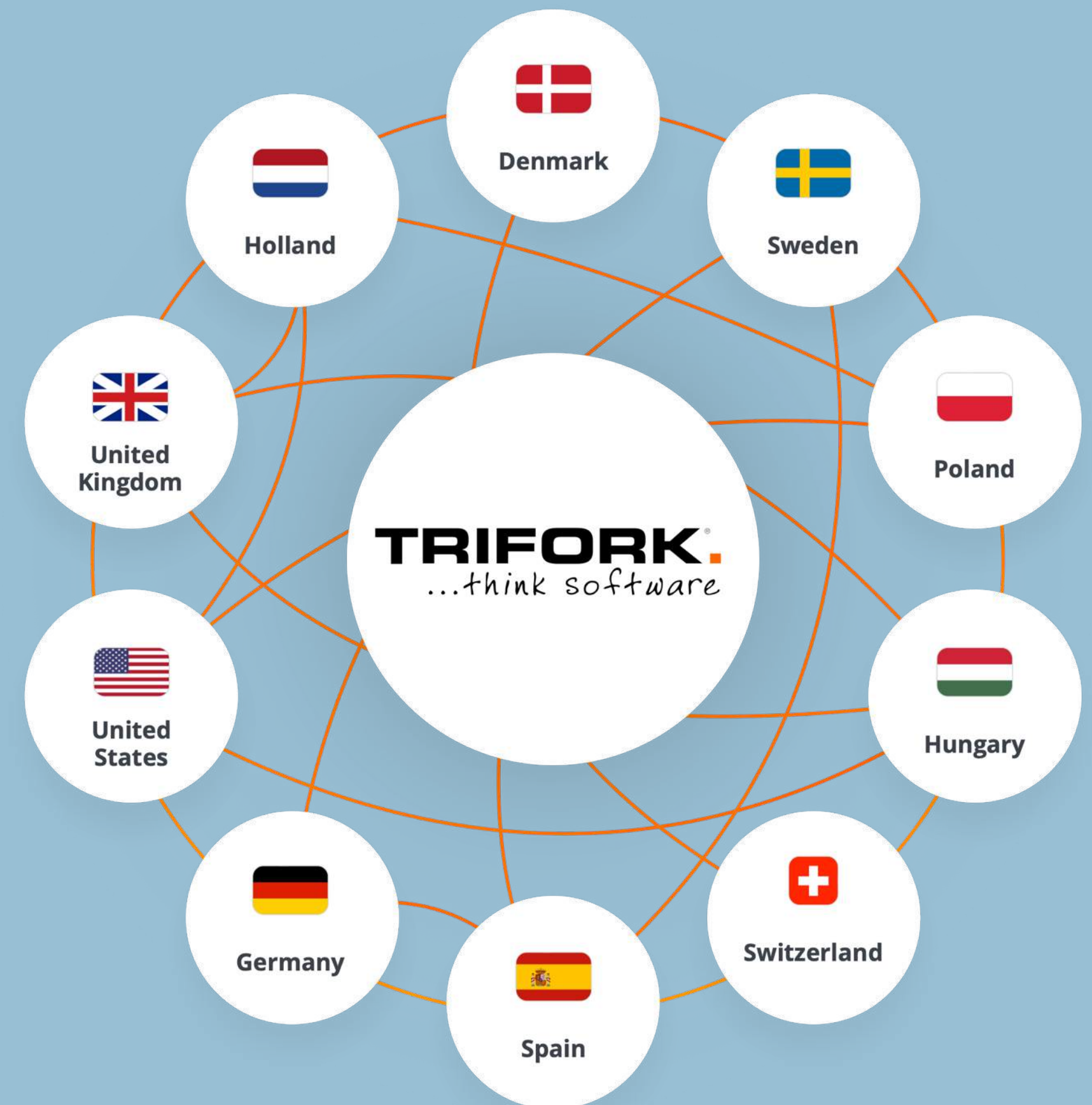
CARNEGIE IT SERVICES MINI-SEMINAR

Trifork



**We change the world  
with software.**

# Think global act local



**115** EURm

2020 Revenue

**18** EURm

2020 adj. EBITDA

**828**

Employees

**10**

Countries

**49**

Business units

# Strategic partner like no other

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→ NextGen company

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→ Flat hierarchy

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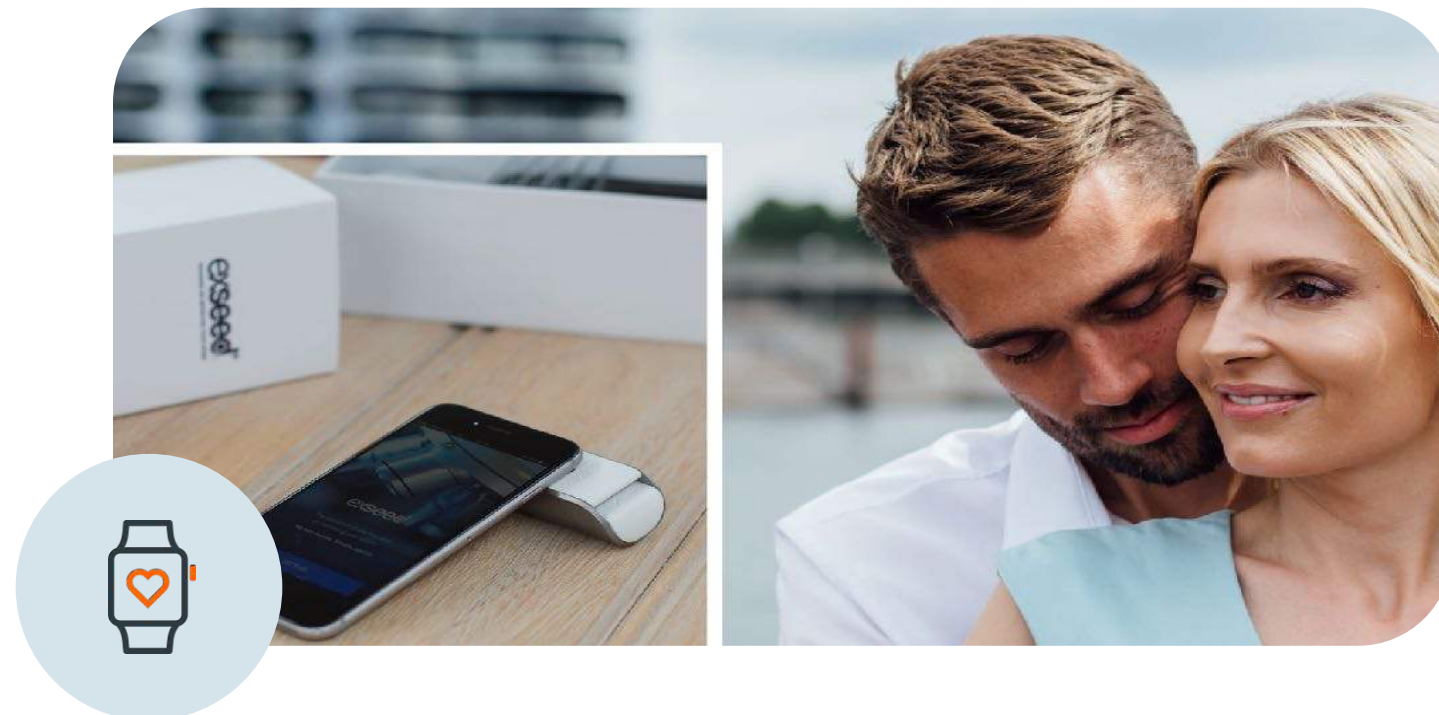
→ Self-managed

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→ Purpose-driven

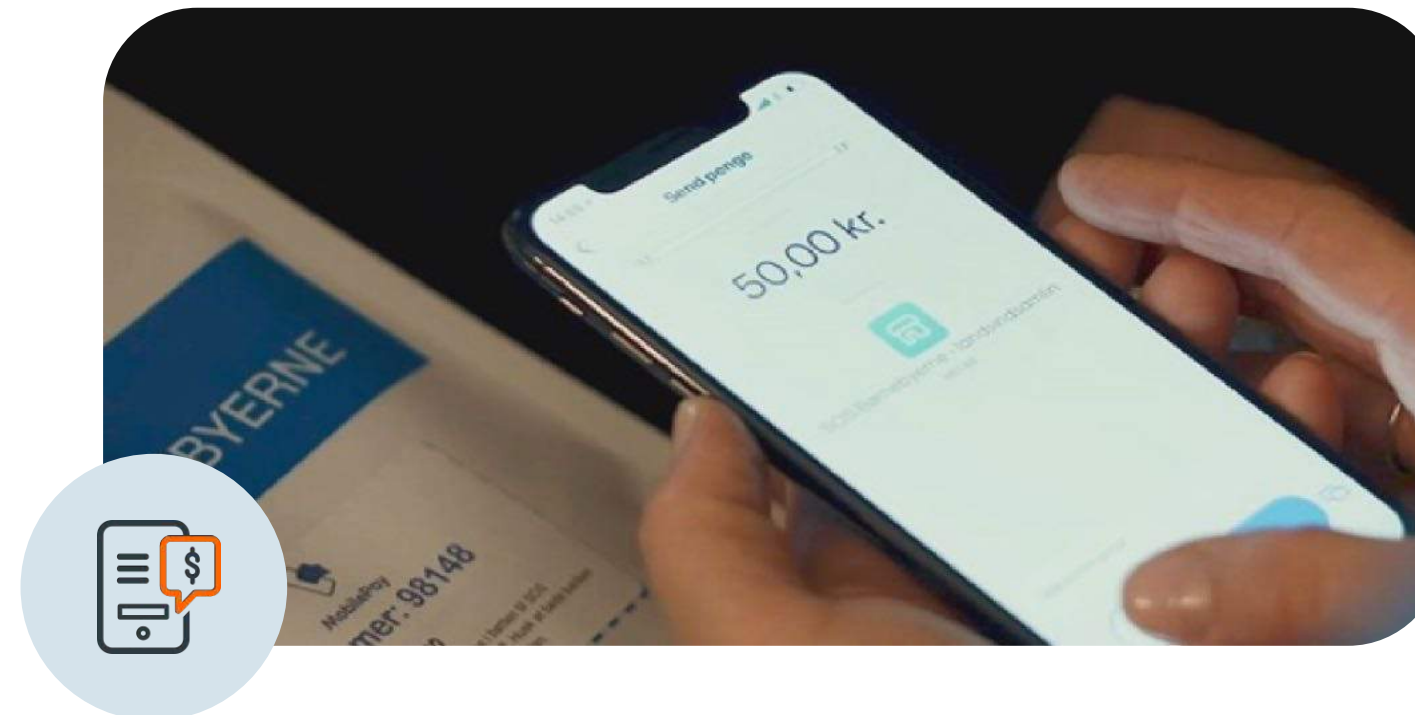


# Trifork is centered around three main industries with a high degree of digitisation and digitalisation potentials



## Digital Health

Accelerating Digital Health to improve everyday life



## FinTech

Driving human-centric innovation with FinTechs



## Smart Building

Building user-friendly, connected solutions for a better planet



# Trifork is at the forefront of innovation and stays on top of software trends across industries



## Cloud Operation

State-of-the-art hybrid and multi-cloud operations



## Cyber Protection

Stay in control and protect your business



## Smart Enterprise

Empower your users with enterprise applications

# The Trifork Way



# Business Units that are Agile and Independent



The infographic features a large light blue circle in the center. Inside this circle, the number '42' is written in a large, bold, dark blue font. Below the number, the word 'Employees' is written in a smaller, dark blue font. At the bottom of the circle, the text 'Optimal Business Unit Size' is written in a dark blue font. Surrounding the central circle are several smaller circles of varying sizes and colors, including light blue and orange, scattered across the white background.

**42**

Employees

Optimal Business  
Unit Size

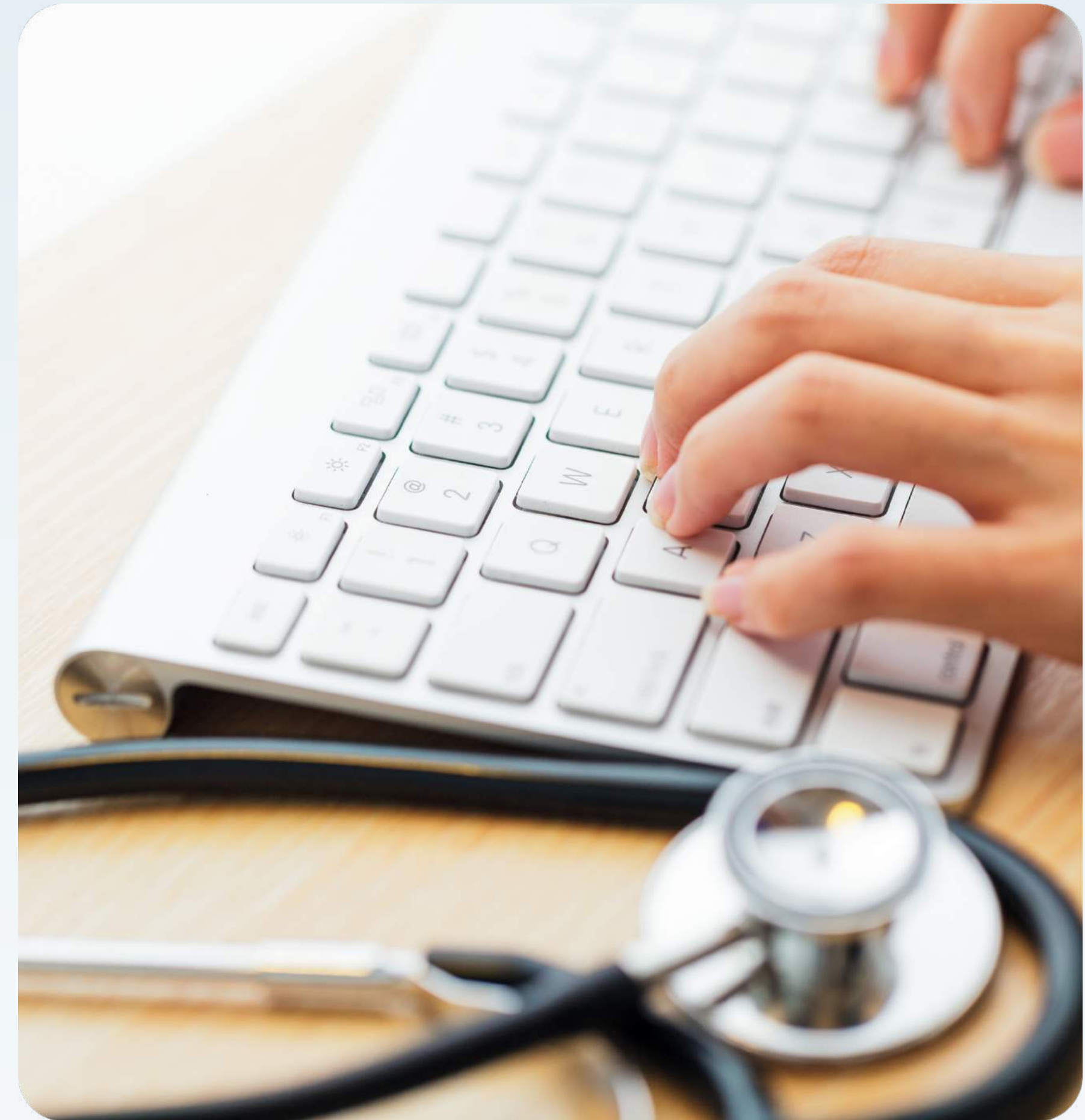


# Business Units that are Agile and Independent

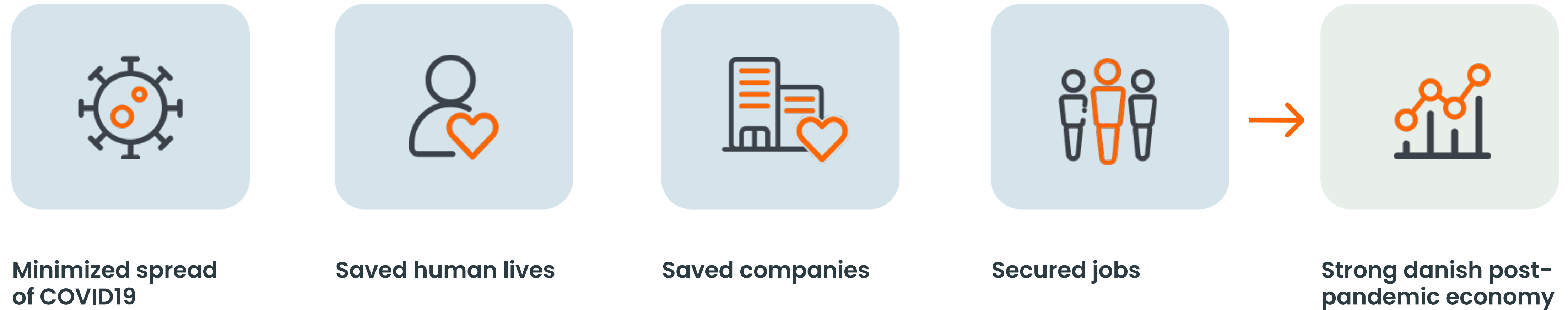


# Public Digitalisation in Denmark

- Strong momentum through 20 years
- COVID19 crisis has shown that the extensive digitalisation has given Denmark a competitive advantage
  - Digital Self-service solutions
  - Public Registers/Data
  - National common secure login
  - Digital Post
- Fast development of new IT solutions to support the COVID19 challenge



# The extensive digitalization has





# Public digitalization has many purposes – eg.

- It has to be easy and safe to be a danish citizen whether you are healthy or ill
- It has to be easy to start and to run a business in Denmark
- Etc.
- AND it has to be difficult to cheat the community
- In the coming years Trifork will push the digitalization towards
  - Even more advanced digitalization
  - Better integration between authorities
  - Strong focus on data and machine learning – also across authorities
  - Effective control and supervision to fight fraud



# Reduction of spendings?

- The government has initiated a cost reduction
- But the digitalisation has momentum and is not supposed to be slowed down
- Cost reduction has mainly been on Management Consulting services
- Trifork will encourage a strong focus on positive business cases

Statens forbrug af eksterne konsulenter fordelt på kategorier i 2017-2020 (mio. kr., 2020-pl)

	2017	2018	2019	2020
IT-konsulenter, i alt	2.285	2.978	3.136	3.333
Juridisk bistand, i alt	445	646	815	969
Management- og øvrige konsulenter, i alt	1.695	1.512	1.551	797
Konsulentforbrug, i alt	4.425	5.136	5.501	5.098

Kilde: Statens Fakturadatabase

# Who do we work with?



Danish Business Authority

IT and Development Agency of the Danish

Ministry of Taxation

Agency for Digitisation

Courts of Denmark

Danish Energy Agency

Ministry of Immigration and Integration

Regions

Danish health Data Authority

Etc.

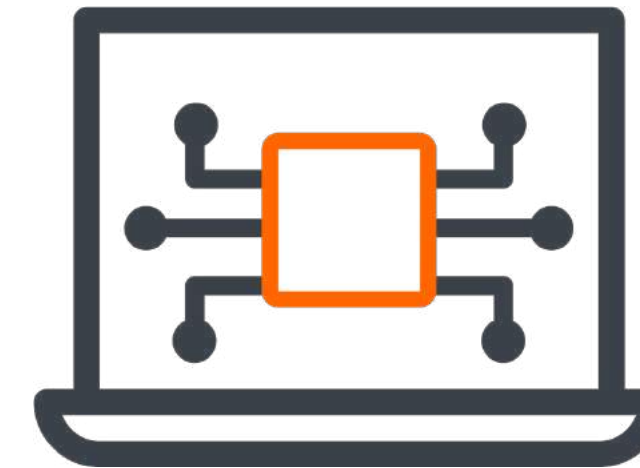


WHO DO WE WORK WITH?

# Customers with



Substantial ongoing IT investments



High complexity

# Digital Health

Accelerating digital health to  
improve everyday life

## Market drivers

Demographic changes with a constantly increasing population of elderly people combined with a high increase in life-style related diseases such as diabetes, KOL and cardiovascular diseases puts an extreme pressure on the entire health care system

**Digitalization is key** to cope with these challenges

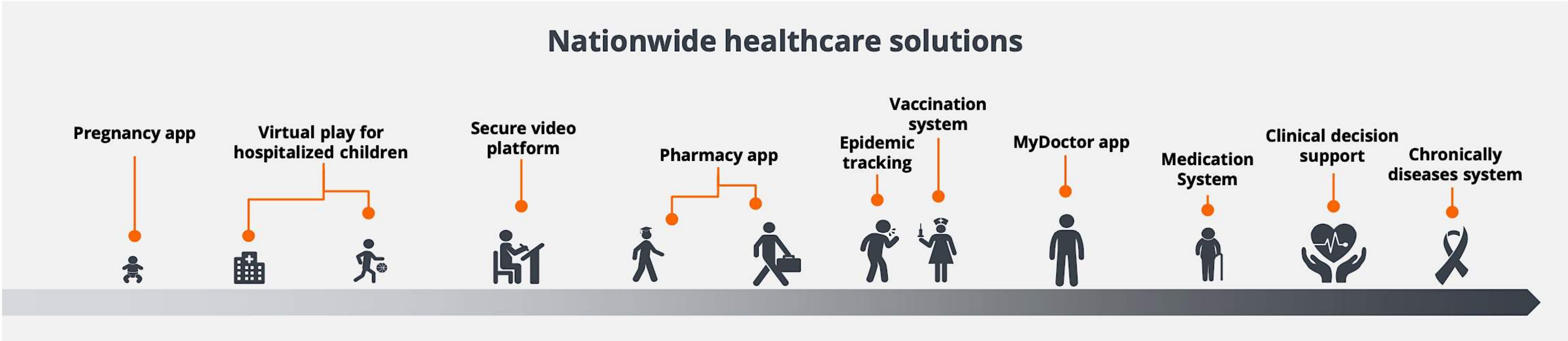


# Detailed market drivers

1. Empower patients and relatives to handle their own disease using digital assistants and self-monitoring devices
2. Mobility and ease-of-use is key for patients and relatives to engage in the prevention and treatment of life-style related diseases.
3. Treat patients locally in the GP, Home Care or their own house using Telemedicine solutions
4. Optimize complex patient flows using shared data and encourage a data and population driven approach

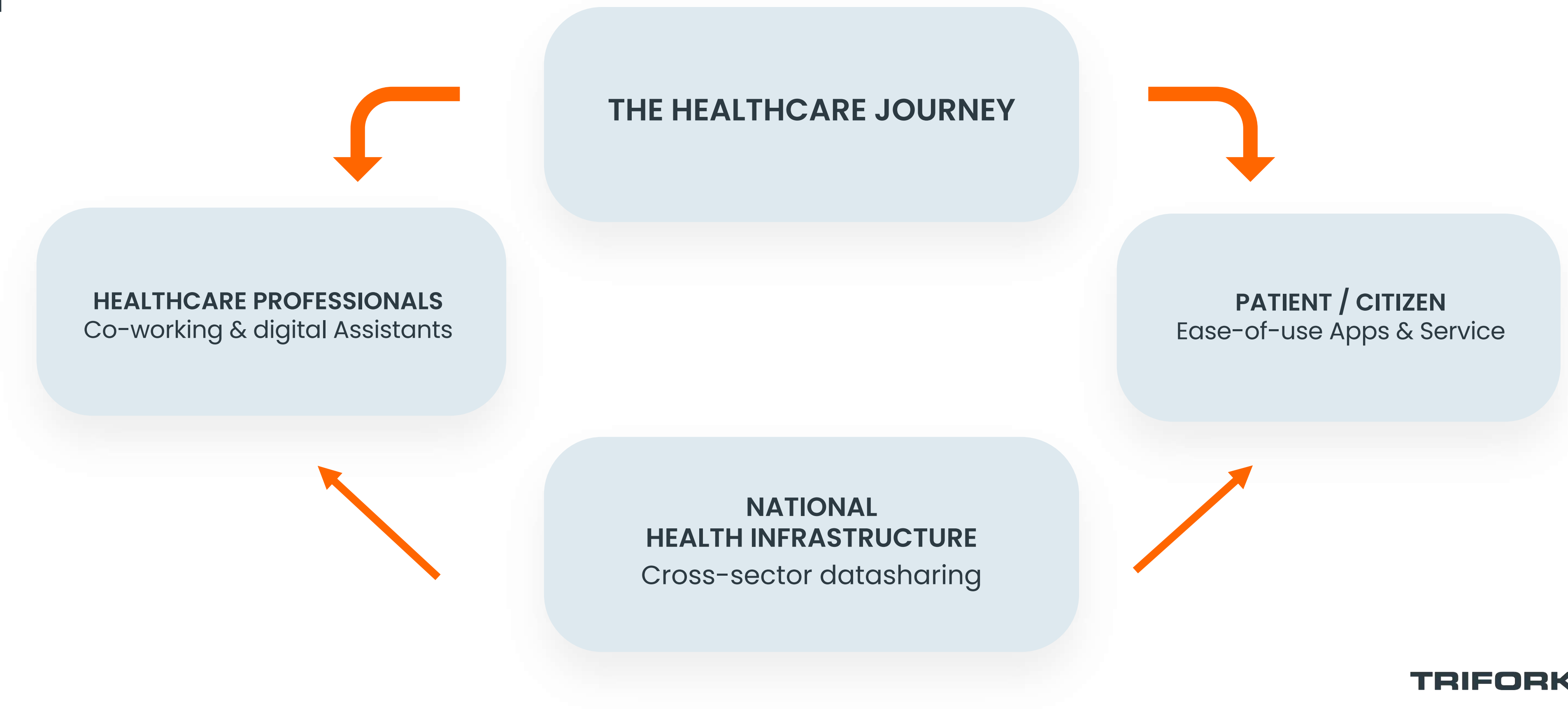
DIGITAL HEALTH

We partner up with our customers to build smarter, more cost efficient and secure organisations for the future



DIGITAL HEALTH

Trifork's mission is to build a full Healthcare Journal infrastructure base on partly Trifork developed systems and integrations to all major players/competitors





# Selected Cases

## – Digital Health



## APP SOLUTION

# Nationwide Pharmacy App

- Citizens can keep track of prescriptions, order prescription drugs for collecting at the pharmacy and check for compliance
- Subscription function for citizens in stable treatment, as well as a medication reminder
- Citizens will not go to the pharmacy in vain and thus save time
- Citizens can select their preferred pharmacy and enhance the relationship
- Integration with Pharmacy stock system





## DECISION SUPPORT

# Nationwide Clinical Decision Support

- Reduce medication errors by providing real-time decision support
- Reduce medical related hospital admissions
- Easy integration into the electronic health record
- 11 decision support modules

>1M

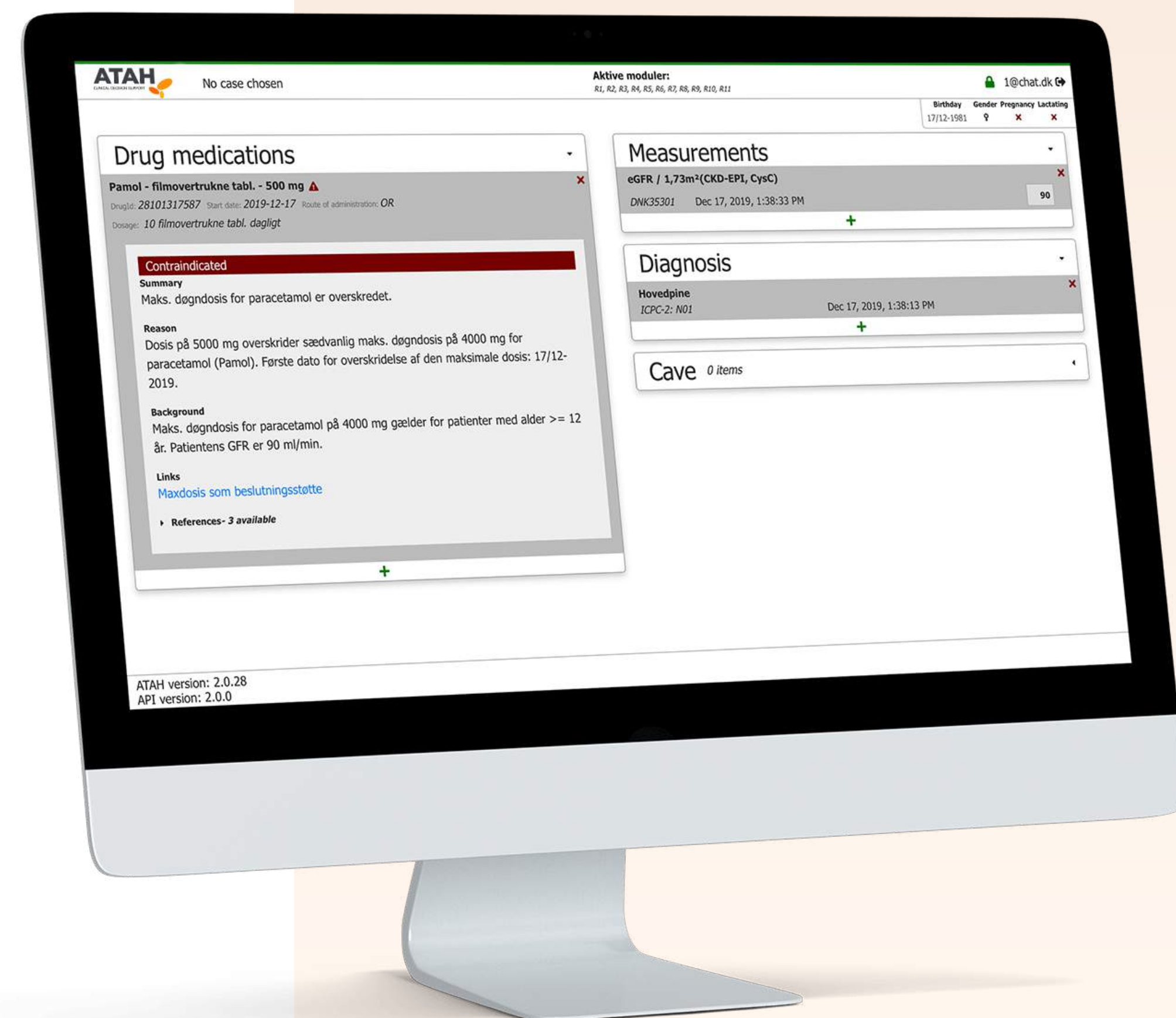
Requests / week

4

EPR systems

4

Danish regions





## STRATEGIC COLLABORATION

# Nationwide Shared Medication Record

- Largest Danish cross-sectoral public healthcare project
- Widespread use by healthcare professionals
- 12-year strategic development partnership

1.7M

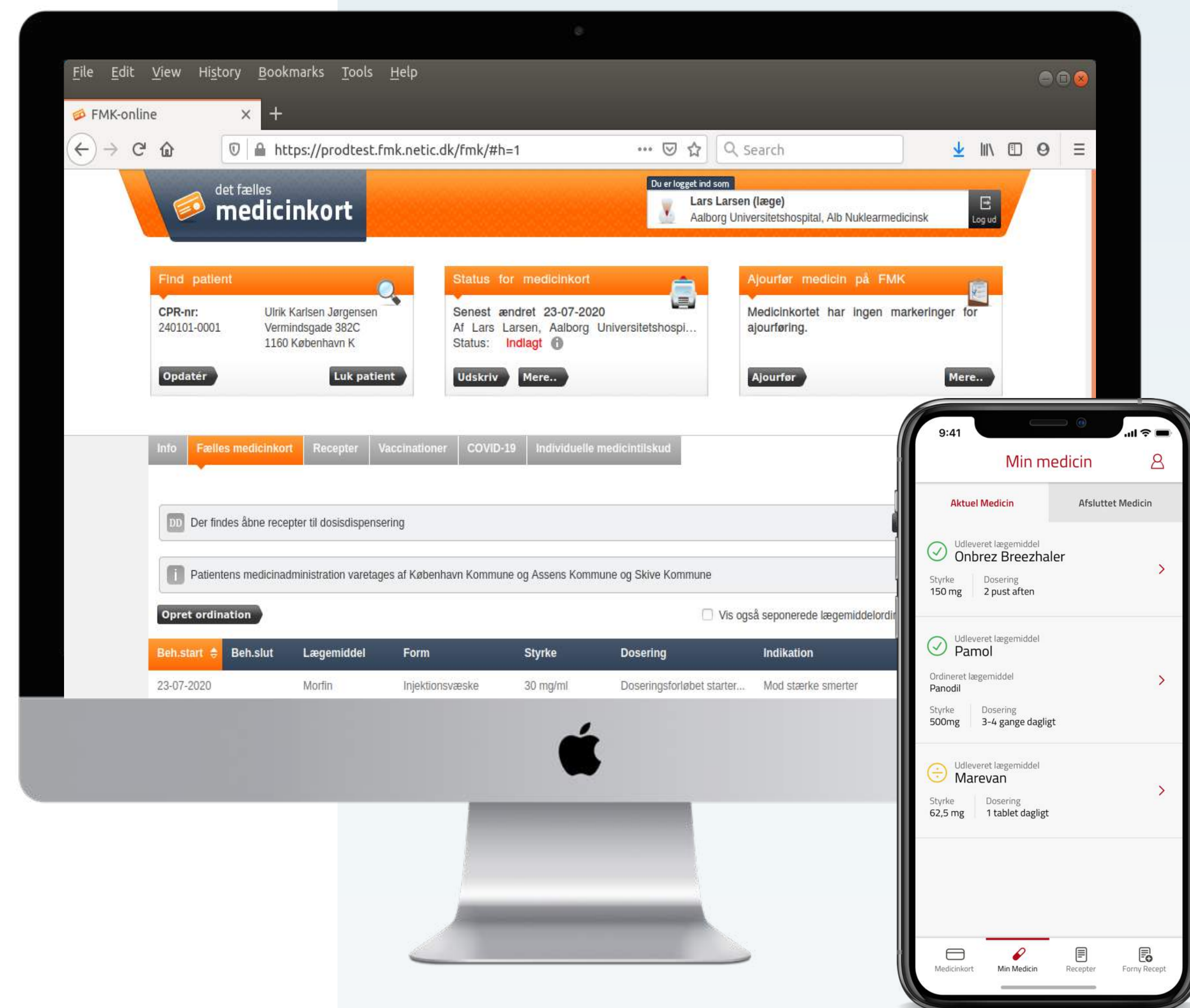
Downloads

5.5M

Prescriptions renewal  
requests

+40

Different system  
integrations





PRAKTISERENDE  
LÆGERS  
ORGANISATION



## APP SOLUTION

# Nationwide My Doctor App for Citizens

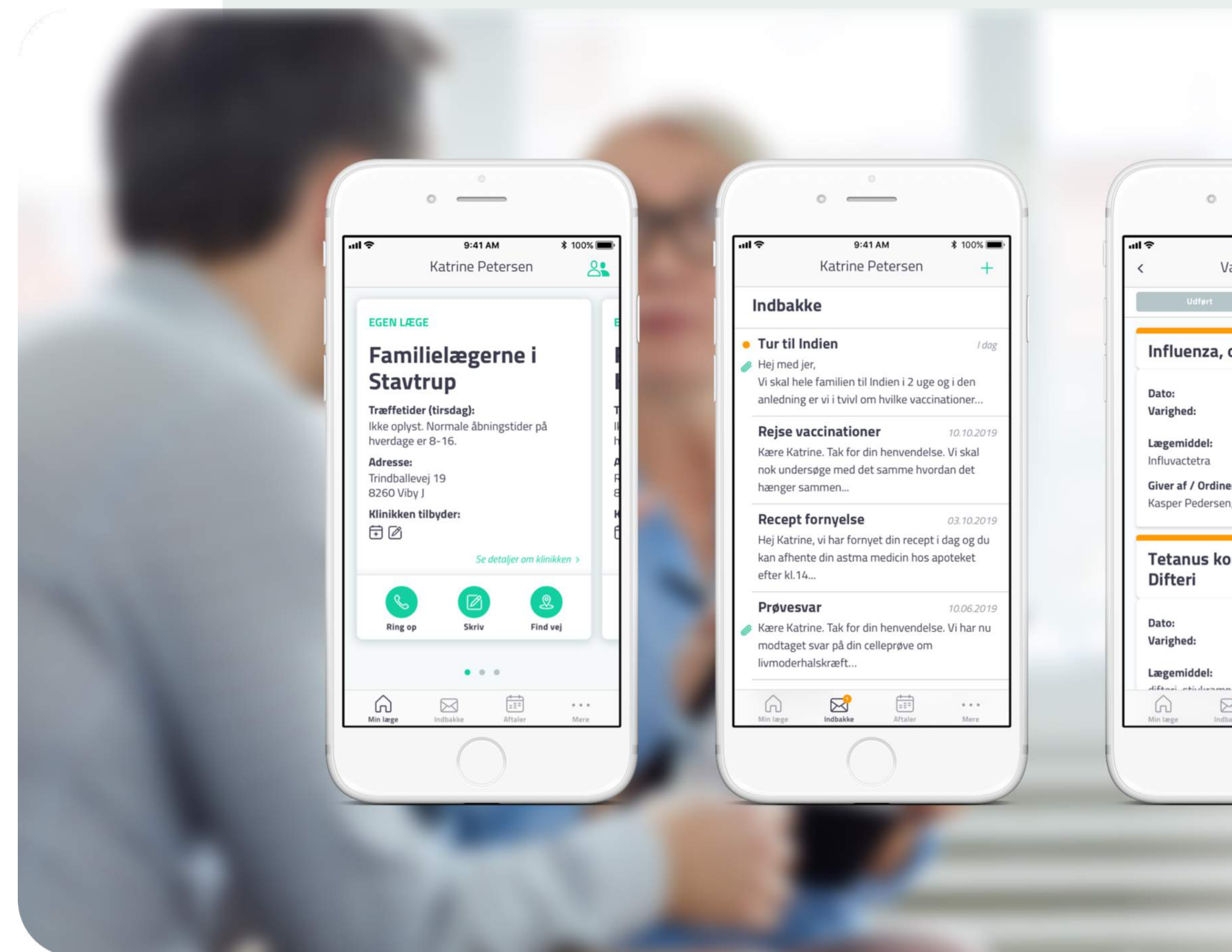
- Easy access to GP services – booking, e-consultations, vaccinations, emergency contact, etc.
- Online video consultations and a Virtual Waiting Room
- Comprehensive overview of treatment plans and data
- Security and ease-of-use from patient's home
- Advanced integration with all GP systems and selected national databases

# 3.1M

Monthly sessions

# 1M

Downloads





## APP SOLUTION

# Contact Doctor app for Municipal use

- Municipal employees can, on behalf of a citizen, easily facilitate a video consultation with the citizens' doctor
- Integrated with the My Doctor App via Virtual Waiting Room
- Integrated with KombIT, so municipal employees can log in with their AD
- Reduces the need for home visits and thereby Covid infection
- The app is used in situations where:
  - Citizens do not have NemiD or can use NemiD
  - Citizens need to be seen by their doctor, but can't meet in for the consultation
  - When the doctor can't make home visits, for example, due to the risk of Covid-19



30



## SUPPORT SOLUTION

# Treatment support for chronical deceases

- Better, faster and more secure digital communication across sectors – GP, Hospital, Homecare, Therapists.
- Complete overview of the patient's data in an intuitive and user-friendly way
- Cross sectoral data sharing and merging
- Clinical modules for chronical deceases – Diabetes, KOL, cardiovascular diseases etc.



# Thank You!



**TRIFORK**®