



# Delivering Life Saving Connectivity



CardiLink specializes in post-sales service monitoring of Automated External Defibrillators (AEDs), enabling manufacturers and/or owners with critical insights into operational effectiveness. The integrated cloud and machine learning platform simplifies AED fleet management through alerts and notifications, ensuring that the medically critical device is always ready for use in an emergency.

## CHALLENGES

AEDs are commonly found in many public spaces and corporate campuses, the challenge both manufacturers and AED owners have is ensuring the operational effectiveness of the AED. The critical nature of the AED necessitates the need for regular maintenance visits to each individual site that an AED is posted at.

In both the EU\* and US, state legislative requirements are being implemented that oblige AED manufacturers and owners to maintain a system in which the AED state is logged. The directives not only cover AED hardware and software, but include all IT network characteristics and IT security measures, including protection against unauthorized access, for devices that are connected to a network.

\* <https://eur-lex.europa.eu/eli/reg/2017/745/oj>

*The global distribution of AEDs is driving demand for innovative services in healthcare device monitoring. Through our partnership with Asavie, we can securely connect devices for status monitoring from anywhere in the world.*

Lars Wassermann, CEO CardiLink



CardiLink is an innovative service provider for healthcare device monitoring, enabling manufacturers and owners of Automated External Defibrillators (AEDs) with device management capabilities. CardiLink's service platform provides insights into device status and location, with alert notifications on the status of the life-saving medical devices.

## SOLUTION DEPLOYED

CardiLink chose Asavie IoT Connect™ for its secure and private connectivity, whereby distributed AED endpoints are authorized and authenticated into an isolated private network enabling secure access to the CardiLink medical device monitoring service.

Using Asavie IoT Connect's elastic private network topology, CardiLink can with ease segment AEDs into unique networks per manufacturer - per country - per owner. Asavie's private networks diminish the cyber attack surface of connected AEDs. Furthermore, network segmentation minimizes exposure of data between AED owners.

The defense in depth security approach enables CardiLink to demonstrate service delivery that is in-line with legislation for sensitive data protection such as EU GDPR.

Asavie IoT Connect requires no software install on the AED, eliminating unnecessary compliance testing. Furthermore, Asavie IoT Connect's bi-directional network capability enables secure remote access to AEDs enabling remote management of devices from trusted centralized locations.

## RESULTS

CardiLink is leveraging Asavie IoT Connect as part of their overall service offering, as it enables:

- **Distributed Connectivity**  
A global cellular network enabling ease of connecting medical devices over geo-dispersed locations
- **Data protection compliance**  
Segmented networks per manufacturer, per country, per AED fleet owner
- **Secure from cyber threat**  
Private network, off the public internet, minimizing exposure of medical devices to cyber security threats
- **Faster time to market**  
ISO 27001 managed connectivity service, enabling ease of demonstrating adherence to regulations
- **Secure remote access**  
Bi-directional network enabling over the air management of AEDs, minimizing the number of site visits
- **Ease of scale**  
Integrated AAA service enabling ease of enrolling devices securely into private networks for metrics gathering

## OPERATIONAL EFFICIENCY

Secure remote access significantly reduces the operational cost of per device, per site visits.

## GLOBAL PRESENCE

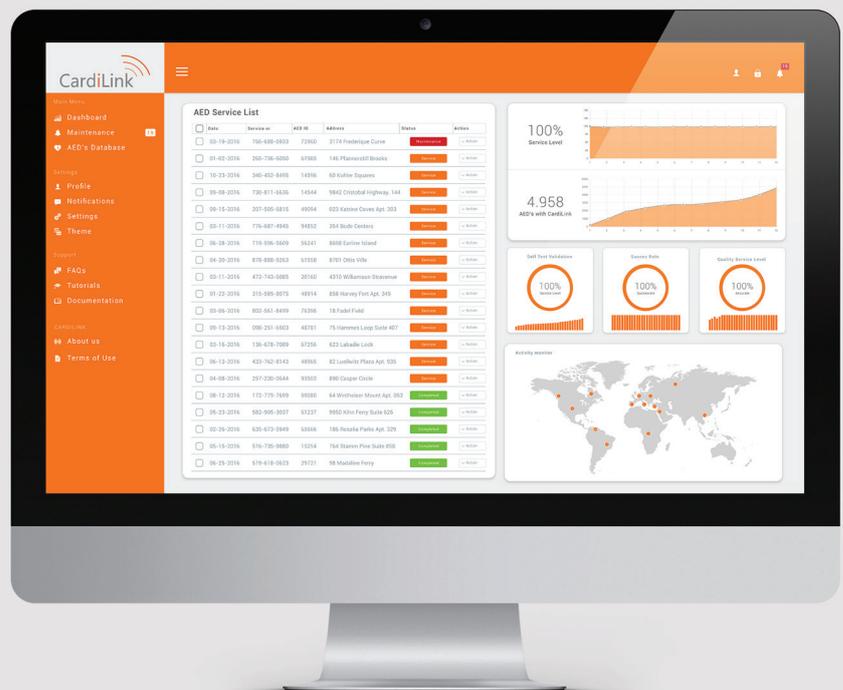
With global points of presence, the barrier to market for connected medical devices is lowered.

## ISO COMPLIANCE

Peace of mind that the underpinning connectivity is managed to the highest security standard.

*Asavie's global presence, enables us to address a global market with minimal risk to the security of connected medical devices. The secure connectivity enables us to evolve new services which will be key to saving lives in the future.*

Lars Wassermann, CEO  
CardiLink



Asavie makes secure connectivity simple for any size of mobility or IoT deployment in a hyper-connected world.

ASAVIE