



Success story from Georgia

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Networking matters!

- Rule #1: when meeting people at meetings:
- - show, what you have accomplished
- - say what you want to accomplish
- - network with people which are from your field, and which are from fields nearby
- Communicate with people - that they won't forget you, but not as much that they would hate you 😊

Of 50 people you meet in science, at least
1 might be very helpful

- At one workshop I met a scientist from ICT people, named Louis.
- There have been around 20 people there, Louis was one of the strongest expert in the field.
- We agreed to keep in touch and to communicate regarding possibility of joint projects.

Every defeat increases probability for next success!

- After 1 year I found the program which would fund proposal from EEC and NIS about Avian Flu and ICT. There was only 14 days left before deadline.
- Called Louis and we have drafted an idea.
- We needed experts from Space research
- Louis has found 4 persons for me, I knew the 5th from the same workshop.
- 1 was positive, but denied to be PI, 1 was out of reach, 3 were not interested. Proposal size was max 200K and EU experts share 50% max.
- 3 days before the deadline I gave up.
- Louis said – I did nice try and next time there will be success.
- ***Lesson 1: Sometimes EU rules trying to benefit non-EU members are counterproductive!***

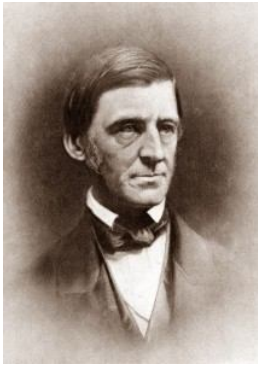
Success may come unexpectedly

- After 6 months Louis said there was a large EU COST networking project consortium writing proposal and he recommended my engagement, but I had to write my vision and what I would do, also some critics to draft proposal.
- I did (apparently quite well)
- Our NGO was accepted!
- The proposal was successful.
- PfH has been the only team out of EU among 26 partners from 21 countries.

Sometimes you don't fit, so do you best!

Sometimes you may ...***go where the path may lead***

- The project which I became a partner, in fact had no driving force in field which I was interested the most.
- The Louis workgroup mainly did research mobile phone tariffs.
- I had nothing left but to do the same in Georgia.
- I made some research and published 2 International papers.
- Next year our TV talk-show *Business Courier* has called me and said they found out I was THE ONLY EXPERT IN MOBILE TARIFFS and asked me to come and talk about this subject. Besides Georgian NCC has recovered a statistical error which I indicated in my papers.
- I've got new field of expertise at age 49! 😊



But never give up, try to “**go where there is no path and leave a trail**”

- But I never forgot eHealth/Telemedicine and at every meeting was trying to convince a people we should research it – at least m-telemedicine.
- At one meeting one guy – Jimmy, made presentation about m-telemedicine project in Netherlands, he was part of.
- I discovered this group of people, and arranged STSM to go there.

Good luck doesn't come as twins!

- STSM was not easy to accomplish – 1 Year ago Jimmy, Kate and Rick were working together. Now Rick moved to other job, Jimmy moved to other city, and Kate moved to other country!
- But I tried hard and after nearly 4 months of coordination found 2 days when all 3 came to the University and I came with my STSM too.
- The project was not only interesting, but seemed feasible! I was very glad!
- But our networking project had no chance to make a new project on mobile telemedicine in Georgia 😞

Finding a good topic for project = 50% of success, but one needs other 50% - money!

- I discovered that Georgian NSF could be good target for mobile telemedicine project, but I missed the date! The program was over I had to wait a year.
- But I discovered new grant competition which Americans (CRDF) did jointly with NSF.
- We needed 10% co-funding. It was not easy – I convinced our mobile operator

Report back to network – some better ideas might be feedbacked!

- When I got grant I reported to our EU networking project members and it was very wise decision
- Jan (Belgium) suggested better equipment (cheaper!) which they have used 1 year ago.
- Our project rapporteur suggested that Czech small firm made better software for that German equipment but he didn't remember the name
- we found that software people and arranged equipment through them (benefit – usage of server!)

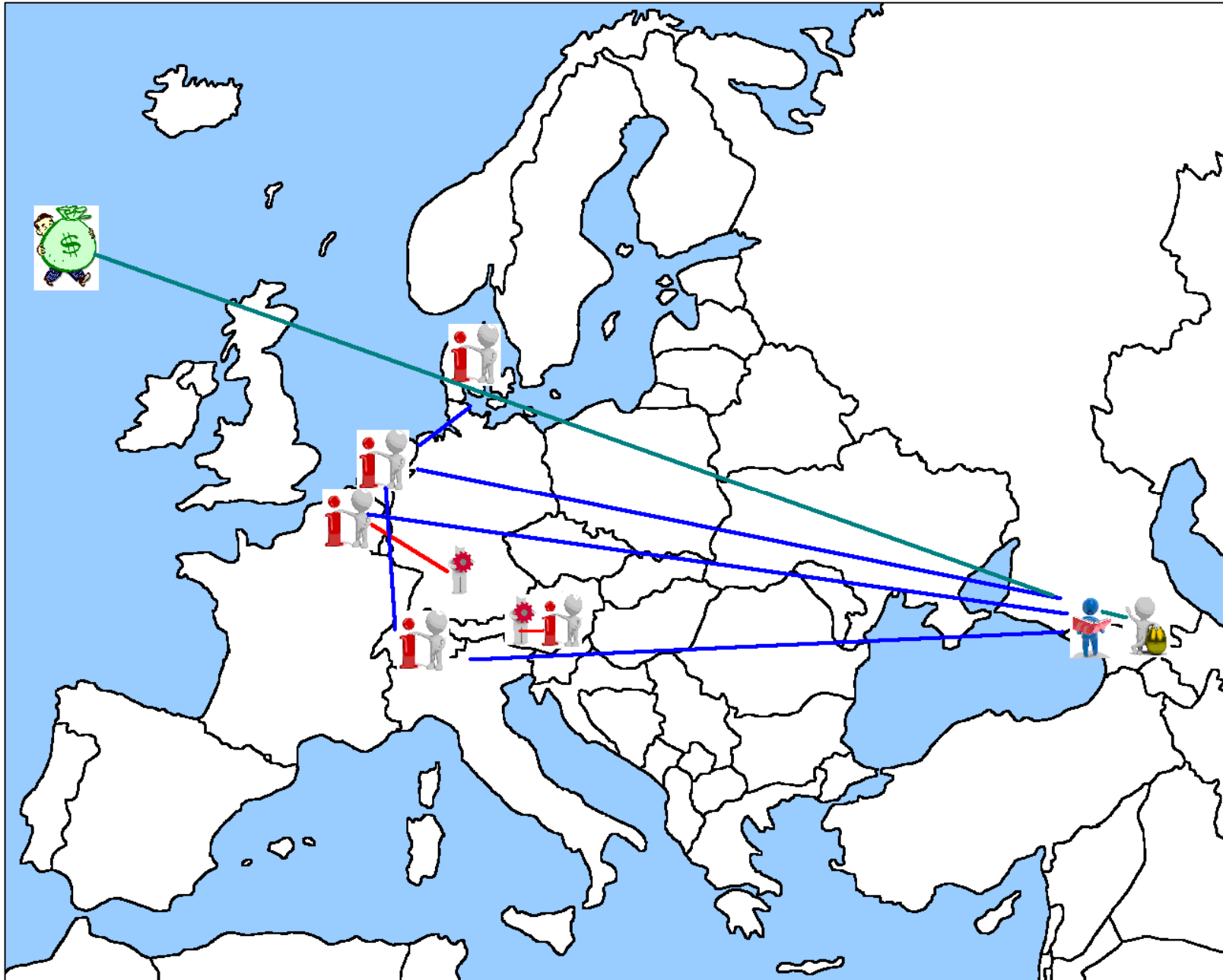
M-monitoring for arrhythmia patients



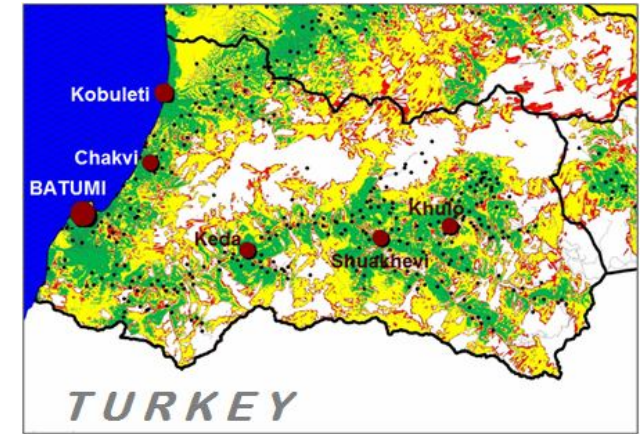
- 35 patients with cardiac arrhythmia
- 7 controls
- Diagnose confirmed – 97%
- Diagnose improved – 9%,
- Physicians approval – 100%
- Patients approval 85%
- Discontinuation – 6% (anxiety)
- Artifacts reported – 4%



“our” Project network



One project can't make impact



- After 1st project on mobile telemonitoring we did 2nd one (2012) – on Regional eHealth Network (REHN) model Infrastructure for Adjara Region

Now we have presented **3 new eHealth projects**:

- mountain telemedicine hybrid network architecture – **STCU** (we have 3 collaborators from USA, Spain and Switzerland)
- Dermatoscopy based screening, EMR and e-Registry – **Geogian NSF**
- Mobile telemonitoring for cardiac patients in 2 pilot regions – decision-making for interventional referral and integrated care – **Georgian NSF**

we also aim the 4th one in June – teledermatology service between Austria and Georgia – to **CRDF-Global, GRDF and GNSF**.

Benefit for EU COST project

- Thanks to our efforts we have formed finally the new task group about mHealth applications economics, included 5 teams (Georgia, Belgium, Cyprus – 2, Spain) and made a new chapter for our Project final book printed at Springer.
- We have been among few teams which made 2 presentations on different topics at Project final workshop.

Our presentations for last 3 years
+ 3 articles in peer-reviewed journals and
2 chapters in EU project final book

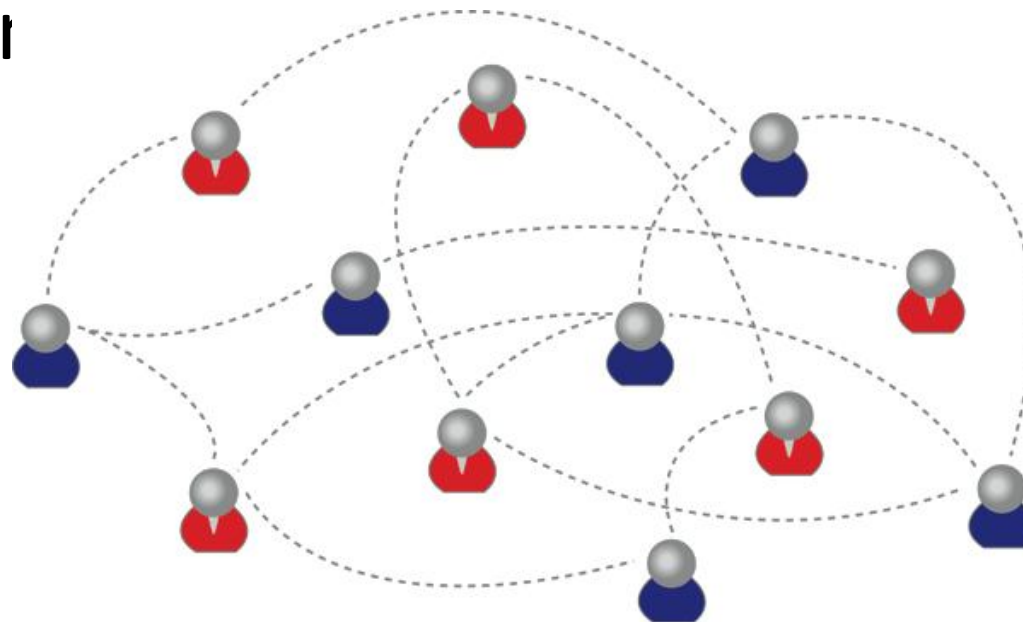


Not every application will be successful

- For last years we have submitted 9 applications of which only 3 have been successful.
- 33% success rate is not bad, but one should account the days and work which was lost.

Networking – an endless story

- Now the COST project ended but we became members of other networks.
- Networks interrelate and expand.
- There is always a chance to have success from networking



Success story from Georgia – Paradigm shift

