

FrontM API & App Marketplace Case Studies

- a) How a maritime service provider enabled a telemedicine solution rapidly?
- b) How a marine service integrator established a differentiated value proposition to accelerate their digital roadmap?



frontM™

Intelligent Collaboration. Anywhere.

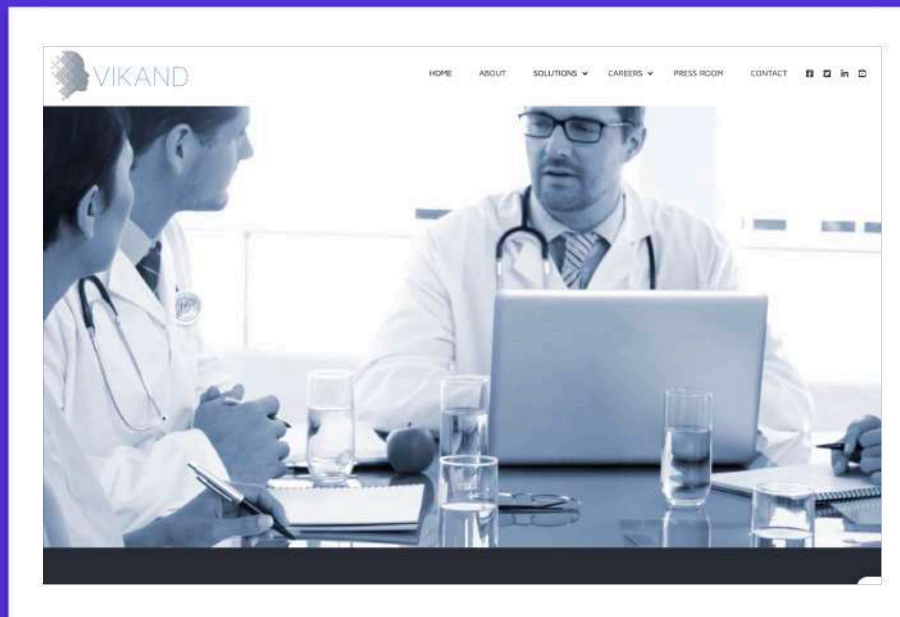
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Context

Our partner, Vikand Solutions, a US based healthcare provider for cruise lines, kicked off a strategy to expand to commercial shipping markets with a pro-active care telemedicine offering, in partnership with Inmarsat who provide satellite connectivity.



Particularly due to the pandemic, 15% of the 1.6M crew market reported suicidal tendencies with mental wellbeing issues. Shipping companies' priority1 requirement become a comprehensive remote healthcare provision put in place to secure the wellbeing and healthcare for their staff.



Vikand's goals for developing a suitable solution were
a) Urgency b) Ability to scale in the global maritime market.





Problem 1

For telemedicine, real-time video is key for trust & intimacy with the patient. Ship-shore video needs to be good quality & reliable.



Problem 2

Maritime needs are unique. Generic Electronic Medical Record (EMR) platforms aren't suitable. An integrated EMR solution is key.



Problem 3

How to enable a direct-to-customer solution as well as an ability for global markets to discover Vikand's unique value proposition?





VIKAND Direct

White-labelled, telemedicine app on iOS, Android, Web developed using FrontM SDK & satellite optimised video conferencing



Integrated EMR System

HIPPA compliant EMR system for mariner's unique data requirements, with medical officer interfaces connecting to patients



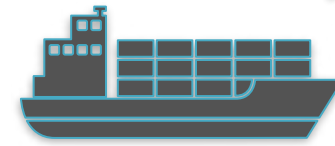
FrontM Marketplace Presence

Participation in FrontM app-marketplace for its service partners and shipping customers to discover & trial Vikand's services

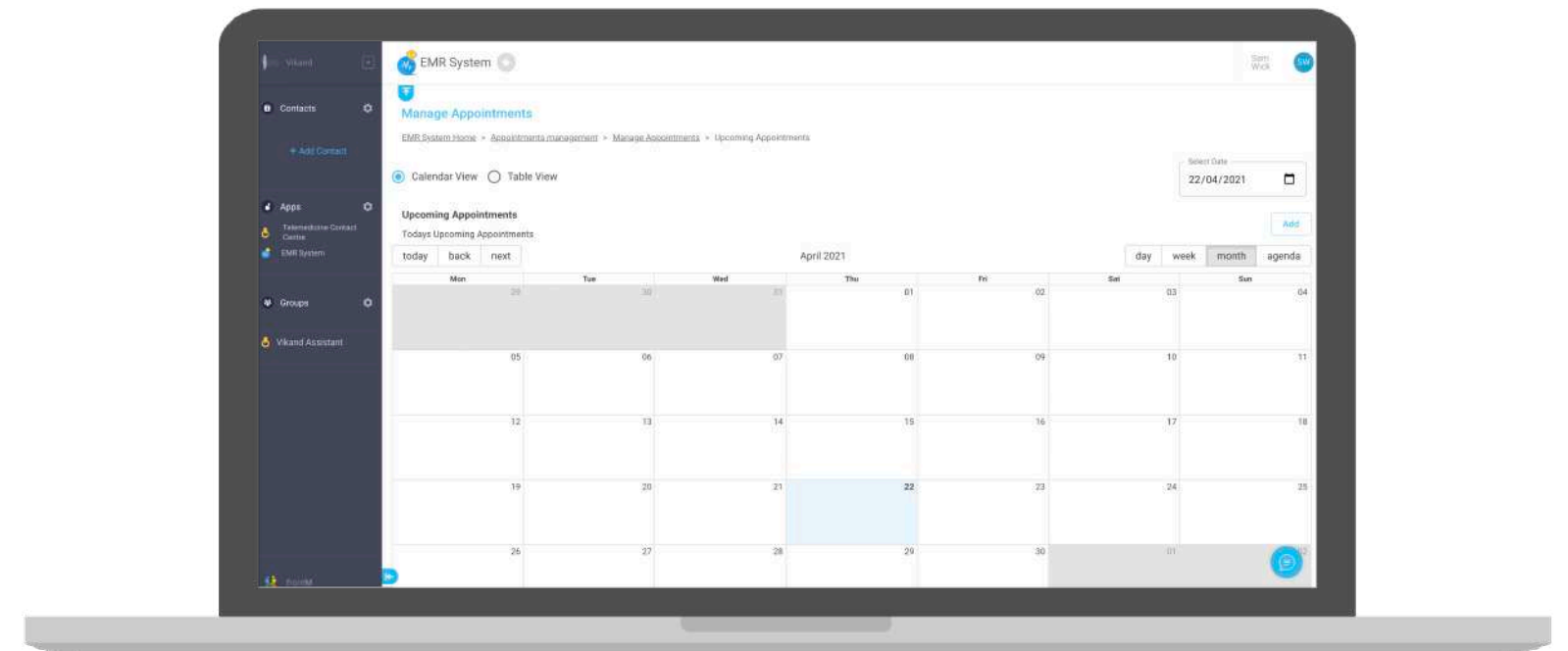
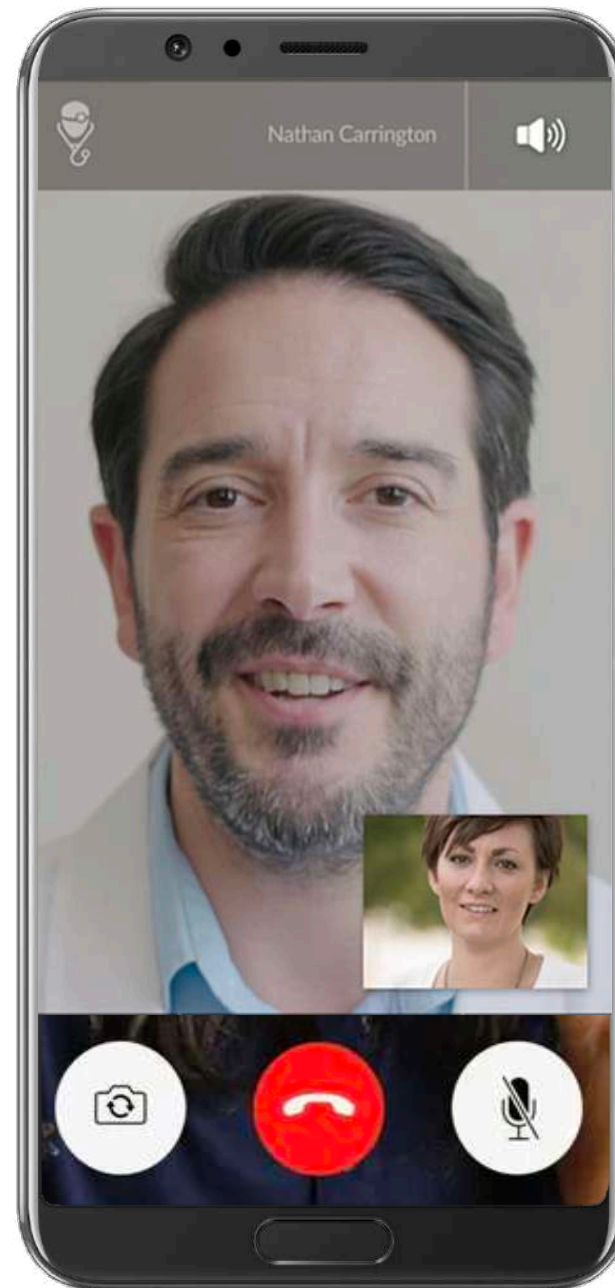
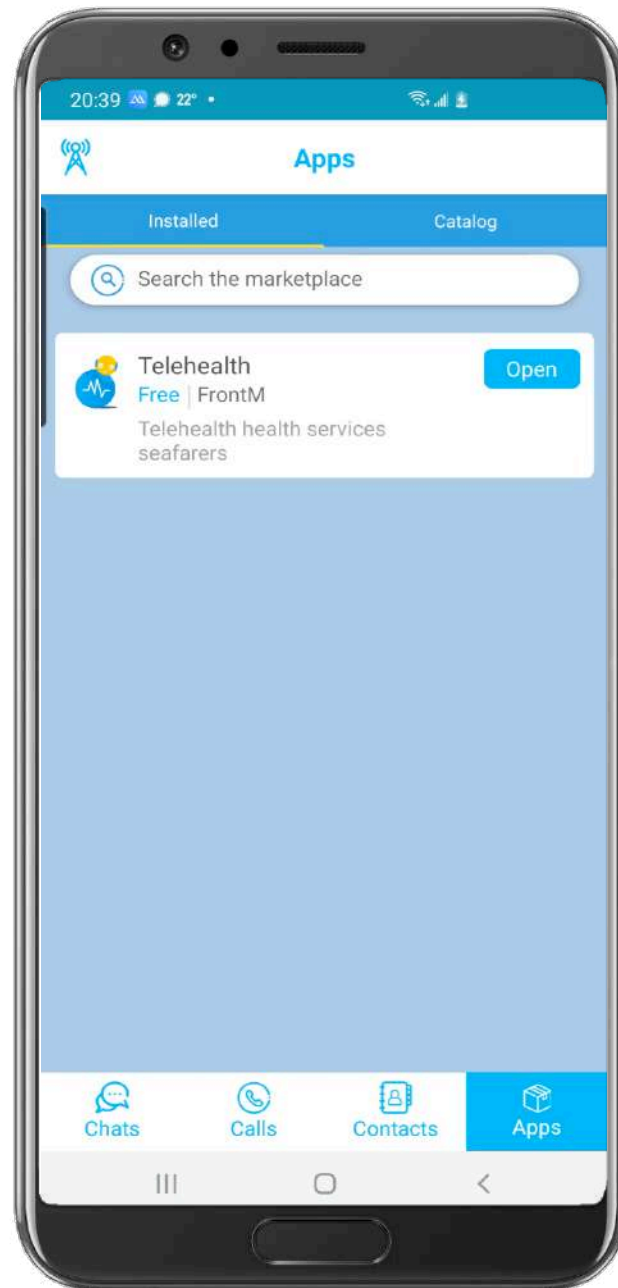
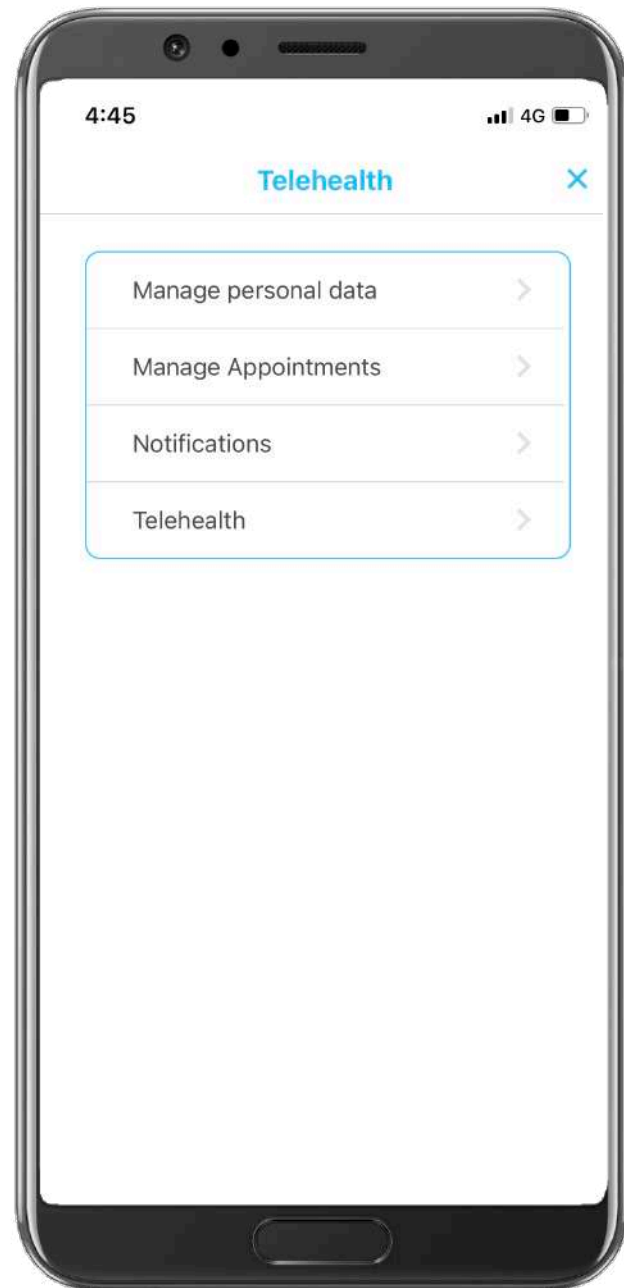
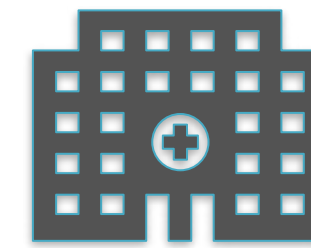
Solution



How it works



VIKAND Direct apps
for crew & doctors



Value Proposition



5 days for MVP1 Concept-to-Market to enable sea-trials. Speed, certainty and ROI proven by developing with FrontM low-code API. In 12 weeks, a fully secured, satellite optimised, EMR integrated, white-labelled solution & marketplace presence created to transform how seafarer's healthcare is delivered in maritime.

200kbps video conferencing link is uniquely architected to cope with Inmarsat Fleet Connect platform requirements. Seamless UX with multi-platform web & mobile solutions enabled a easy to adopt, easy to operate solution.





How to Secure VIKAND Direct for Your Vessel

VIKAND Direct is a telemedicine app that provides captains with uninterrupted access to shore-based medical professionals with the help of FrontM's patented Edge AI software platform and Inmarsat's satellite connectivity.



Subscribe to VIKAND Direct and download the app onto your device.

Create an account to immediately receive access to our medical services.

Connect with a medical professional via chat, phone call, or video call to discuss your medical needs.

Once connected, the medical professional will be able to help evaluate and diagnose patients then recommend a treatment plan based on their condition.

CONTACT US

Learn more:

<https://vikand.com/vikand-direct/>

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