

## Motivational letter

My name is Sandra Silva Guedes.

My academic background is in Pharmaceutical Sciences and the early years of my career were spent in academic research.

I worked for more than 12 years at a Respiratory Homecare company, Linde. I originally worked in the regulatory area given my pharmacist background but soon moved to a more clinically focused department, where I managed a team of healthcare professionals delivering remote clinical services during 10 years.

During my journey in Linde I was also given the opportunity to participate in several projects as a project manager, such as the implementation of our telemedicine business, where I was responsible for developing and implementing telemedicine concept for respiratory and cardiac patient, performing several activities that spanned since the preparation of tender submissions, setting up the operational processes needed (liaison with IT for the telemedicine platform configurations, implementation of tracking process for the connected devices, definition of data triage processes) and establishing KOL relationships. I have contributed to the growth of this business segment by the award of more than 15 contracts with national hospitals for delivering telemonitoring services to almost 500 patients.

Then I moved to a role of regional project manager in the Linde homecare business, where I led several digitalization projects, as well as efficiency improvement initiatives, such as: implementation of a patient app and portal, deployment of an automated process for sending therapy reports to patients and doctors or the optimization of patient follow up protocols based on artificial intelligence algorithms.

More recently I started working at Axians as a project manager, where I am responsible for the delivery of a telemonitoring and telerehabilitation platform for the National Health Service. This platform encompasses different technological pieces, such as web platform for doctors and other healthcare professionals and a mobile app for patients to upload their clinical data, in a manual or automatic way (using medical devices).

The drive in my career has always been the search for the development of the digital health in Portugal. I truly believe digital health will be a crucial enabler for the sustainability of our Health services and can be an important tool to reduce access inequalities and make people closer to their health providers.

For that reason, I am really interested in further developing my knowledge in this area and think this master programme will play a pivotal role in my journey.

Hoping to hear from you soon.

Best regards,

Sandra Silva Guedes