

Emendo signs two multimillion dollar deals in Australia

Media release, 10 May 2010, Emendo Ltd, Christchurch, New Zealand: Emendo has signed major regional contracts with both SA Health and WA Health in Australia to rollout its award winning CapPlan capacity planning software to key public hospitals across the two regions.

Eleven metropolitan hospitals in South and Western Australia - which together manage some 4700 beds and service approximately 3,700,000 people or 16% of the Australian population - will be relying on CapPlan to forecast patient demand, prevent bed bottleneck, and help improve patient safety.

The deals are the largest multi-hospital wins to date for Emendo, with a combined value of several million dollars over the next three years. They are also significant endorsements of the positive contribution that CapPlan is making towards the on-going improvement of operations within hospitals.

CapPlan has been installed at Royal Adelaide hospital in South Australia since 2006 and at Sir Charles Gairdner Hospital in Western Australia since 2007. Both hospitals have experienced considerable improvements to their operational planning and patient flow since they started using the innovative software.

Extending the use of CapPlan is part of South Australia Health's Capacity Management and Access Strategy. This is designed to improve long term contingency planning, remove bottlenecks in accessing beds and introduce consistent performance monitoring in the six hospitals across the region.

David Swan, SA Health's Operation's Director, says, "The use of CapPlan in hospitals in South Australia presents a major step to assist us in how we plan and manage health resources. The people who manage hospital facilities will now have an accurate long term forecast, allowing them to proactively plan ahead for major public events."

Emendo is now extending the software to all 11 metropolitan hospitals throughout South Australia and Western Australia. These include Sir Charles Gairdner, Royal Perth, Fremantle, King Edward Memorial hospitals and Princess Margaret Hospital for Children in Western Australia, and Royal Adelaide, Lyell McEwin, Modbury, Queen Elizabeth, Women's and Children's Hospitals, and Flinders Medical Centre in South Australia.

Emendo Director, Nick Burns, says, "We demonstrated that CapPlan is an essential operational management tool that not only provides real time views of patient activity and capacity across the hospital; it also forecasts what the future activity will be. The software is designed to enable hospital staff to anticipate future patient volumes and plan resources to the projected demands on a day-to-day basis."

Dave Tinkler, Emendo CEO, is proud of the success his team has achieved to date. He says, "The fact that we are now achieving large regional rollouts highlights the value of CapPlan within a cost constrained sector. As more hospitals seek to improve efficiencies, we expect the market for CapPlan will increase. We recently positioned the company for export growth, and have doubled our staff to help with market development and product enhancement. Our growth strategy for 2010 is to continue to expand our existing markets and to enter the US."

About Emendo (www.emendo.co.nz)

Emendo develops CapPlan, a healthcare-specific capacity planning tool which uses algorithms to match staff and physical resources, including beds and theatres, with patient demand. Hospitals in Australia, New Zealand, United Kingdom and Canada are using CapPlan to forecast patient demand for a ward, a whole hospital or a region, for periods of up to five years.

Emendo is proud to be a finalist in the NZTE Focus on Health Initiative which is helping NZ health companies to penetrate the US market.

Last year, Emendo was recognised at the UK's Health and Social Care Awards when its customer Bedford Hospital NHS Trust in England was named winner of the 'Adopt, Adapt and Improve' category. The awards are run in partnership between the NHS Institute for Innovation and Improvement and the Department of Health in the UK.

For more information about CapPlan go to www.emendo.co.nz.

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