

# Group Managing Director Report

Kate Quirke  
Group Managing Director | CEO



# Case Studies



- Miya Precision to support virtual care delivered by rpavirtual
- Initial focus COVID care; extended to all virtual services & consumer engagement with Miya Care

**Richard Taggart, Chief Information Officer:** *"Miya Precision has the potential to provide valuable support for some critical short-term requirements for Sydney LHD, but also provides us with a platform to continue to innovate the delivery of patient care across the entire district."*



- Pilot project in ED clinical decision support with mobile EMR, Miya Memory
- Extended to support virtual management of COVID patients at home & in hospital

**Dr Stephen Wood, Emergency Department Director:** *"We want to give clinicians fast access to meaningful data insights which can help them to identify patients at risk of deterioration and provide more timely mobile access to pathology results and X-rays."*



- First deployment of Better Meds in southern hemisphere
- Pilot to extend across Te Manawa Taki region with Patientrack as host solution

**Stephen Parrish, former Chief Information Officer:** *"This project is ground-breaking as the first regionally-led e-medicine trial in New Zealand & the first instance of Better Meds in the Asia-Pacific. Of all TMT hospitals, Hāwera was the logical pilot location due to its size and existing experience with eMedicine."*



# Evolving Models - Virtual Care & Remote Monitoring

- Virtual care & remote patient monitoring (RPM) have long been recognised to deliver benefits in management of chronic & post acute care patients
  - COVID accelerated digitally enabled models of care
- Virtual care has been shown to improve:
  - Quality of life for older patients reducing admissions & avoiding long term care
  - Mortality risk for critical ICU patients
  - Likelihood of survival for stroke patients
- Patients are happier & engaged in their care!
- Governments allocated specific funding
- Capabilities of Miya Precision allowed:
  - Rapid configuration of specialist monitoring
  - Integration with patient wearable devices
  - Development of consumer app, Miya Care
- Digital advances applicable beyond the pandemic & already extended



News

## Sydney Local Health District expands use of Miya Precision

Alcidion is pleased to announce it has expanded the use of its remote patient monitoring platform, Miya Precision, with the Sydney Local Health District. As announced on 1 July 2020, Alcidion signed an initial 12 month contract with Sydney Local Health District to deploy Miya Precision to support the virtual...

[Read more →](#)

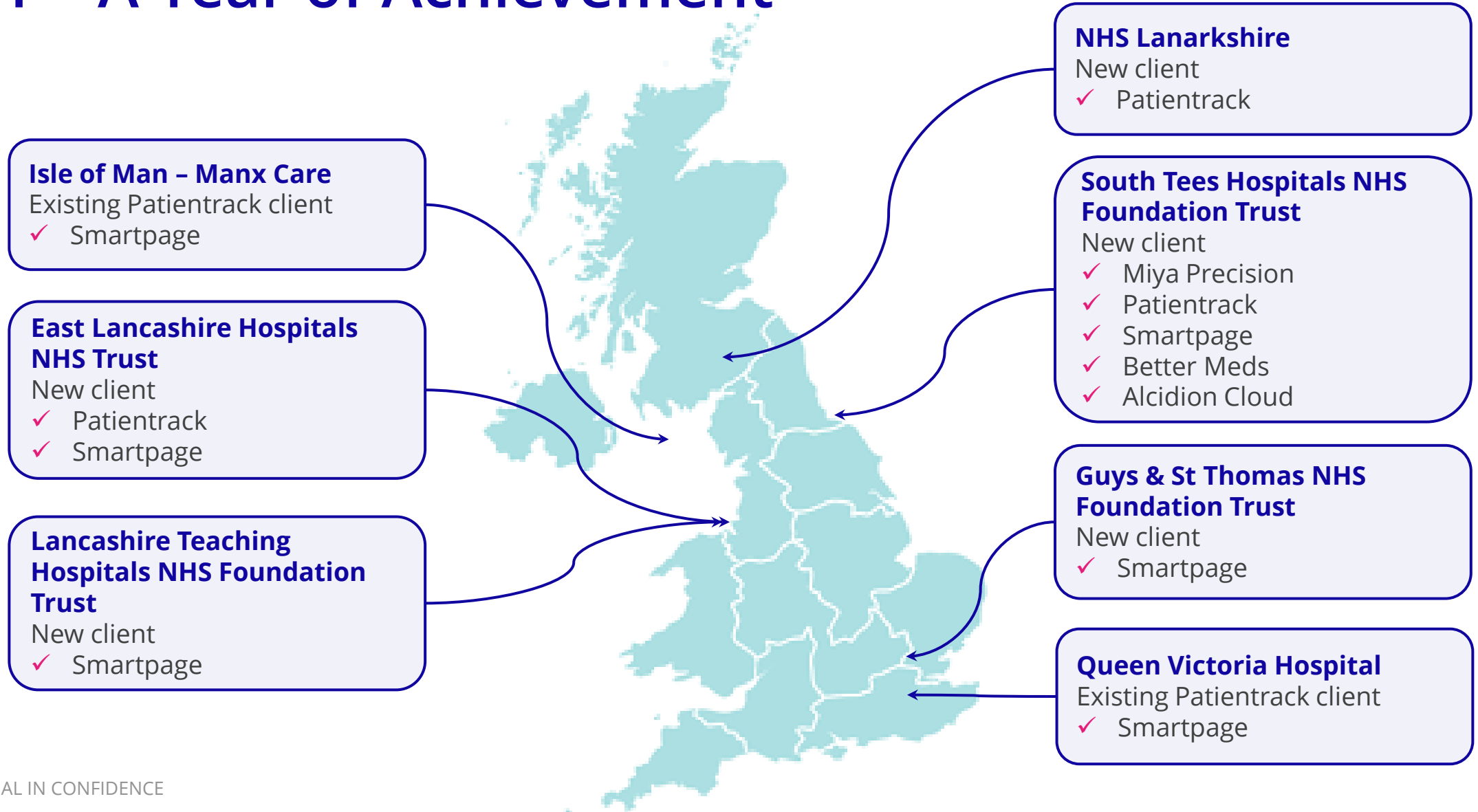
# Our People

- We invested in our people in FY21 which was critical to our success & ability to deliver on our plan
  - We grew by 23% across corporate, sales & marketing, services & product
- We established a People, Place & Culture team to address an increasingly diverse & geographically dispersed team & ensure the required programs & policies are in place to support our team as we grow
- Our staff responded positively to our employment engagement survey
  - Strong employee engagement (8.4 / 10)
  - Positive health & wellbeing (8.3 / 10)
  - Support for our COVID-19 response (8.9 / 10)
- Our ability to attract a high calibre of talent in this past 12 months is a testament to our workplace culture
  - We were pleased to welcome experienced senior finance professional Matthew Gepp as our new Chief Financial Officer, adding to the depth of our Senior Leadership Team
  - His appointment supports planned growth objectives as we continue to transform delivery of healthcare globally
  - Our UK team grew significantly over the year with new team members joining across all disciplines
  - To oversee our UK growth plans, Lynette Ousby was appointed as UK Managing Director at the end of 2020, evolving from her role as UK General Manager of Sales and Marketing

# United Kingdom Update

Lynette Ousby  
UK Managing Director

# 2021 – A Year of Achievement







# Case Studies



## Dartford and Gravesham NHS Trust

- First UK Miya Precision procurement live in 2021
- Subsequent procurement of Miya Memory (mobile EPR)
- Bespoke extension to manage diabetes service



**Neil Perry, Chief Digital Officer,** said: *"The Alcidion solution is central to our digital strategy. We are proceeding at pace & believe Miya Precision is the fastest way for us to achieve a high level of digital maturity. It is also a way for us to move beyond the traditional EPR, support our clinicians & make the care we deliver to patients more efficient & safer".*

*"The journey boards have enabled us to make sure that 100% of our patients have an estimated date of discharge recorded & that helps wards to make sure it is met, which helps to address the huge pressure we are under."*



## South Tees Hospitals NHS Foundation Trust

- First meeting in March 2020; contract signed eight months later in November 2020
- 100% cloud deployed go-live in November 2021



**Andrew Adair, Chief Clinical Information Officer,** commented: *"Miya Observations is just the first component of a clinically responsive transformation programme that will digitise paper processes, join together systems across the trust & provide the foundations for regional integration.*

*"This is far more than a traditional electronic patient record. There is genuine excitement that we are going to leapfrog some of the technologies in other parts of the health service with what we have coming."*

# Acceleration of Digital Strategy

- **Chancellor Rishi Sunak** confirmed £2.1 billion for NHS IT upgrades & digital health technology in budget released October 27
  - Funding will cover “innovative use of digital technology so hospitals & other care organisations are as connected & efficient as possible”
- **NHSX**: Joint unit of NHS England & Department of Health & Social Care, supporting local NHS & care organisations to:
  - Digitise their services
  - Connect the health & social care systems through technology
  - Transform delivery of patient care in hospital, community & home

**Sonia Patel, Chief Information Officer at NHSX:** “Electronic Patient Record systems are the building blocks of good digital healthcare, but they are also complex and expensive to procure”.  
“At NHSX, we want to positively shape the EPR market in England and help local NHS organisations procure new, modern solutions and drive wider innovation in the market.”



## Core Pillars of Digital Strategy (EPR Strategy)

### Openness

Ability to integrate with other platforms & systems already in place

### Mobility

Ability to use platform across hospital locations without extensive implementation

### Modular

Ability to apply some or all modules depending on existing infrastructure

### Ecosystems

Enhance other technologies to unify & streamline hospitals digital capability



**MIYA PRECISION**



# Acquisition of ExtraMed

Long-standing UK market leader in patient flow, addressing key pain-points for hospital administrative staff

## Business Overview

- Leading UK provider with 20+ year track record providing patient flow management software
- Overlays legacy hospital systems
- Replaces manual processes with digital solutions giving frontline staff real, actionable visibility of patient flow in hospitals
- Improving hospital workflow increasingly critical as NHS hospitals face overcrowding & resource constraints (highlighted by COVID)

### 3 Existing



### 6 New Customers for Alcidion



## Value Proposition

### Expands UK customer base

- 9 long-standing customers; Alcidion no presence with 6 customers
- Expands UK market presence to 27 Trusts
- Further up / cross sell touchpoints / reference sites

### Builds UK Team

- 11 skilled IT & development healthcare staff
- Strong understanding of UK hospital workflow & major existing 'pain points'

### Strengthens position in UK market

- Strengthens patient flow offering; market leading position with well-accepted platform for UK market
- Removes competitor from future flow tenders
- Prevents larger competitors from acquiring to improve their offering

# Salford – opportunity to partner with Hitachi

Building the UK's first 'Digital Control Centre', a fully integrated digital transformation of care processes



## Salford Care Organisation

Northern Care Alliance NHS Group

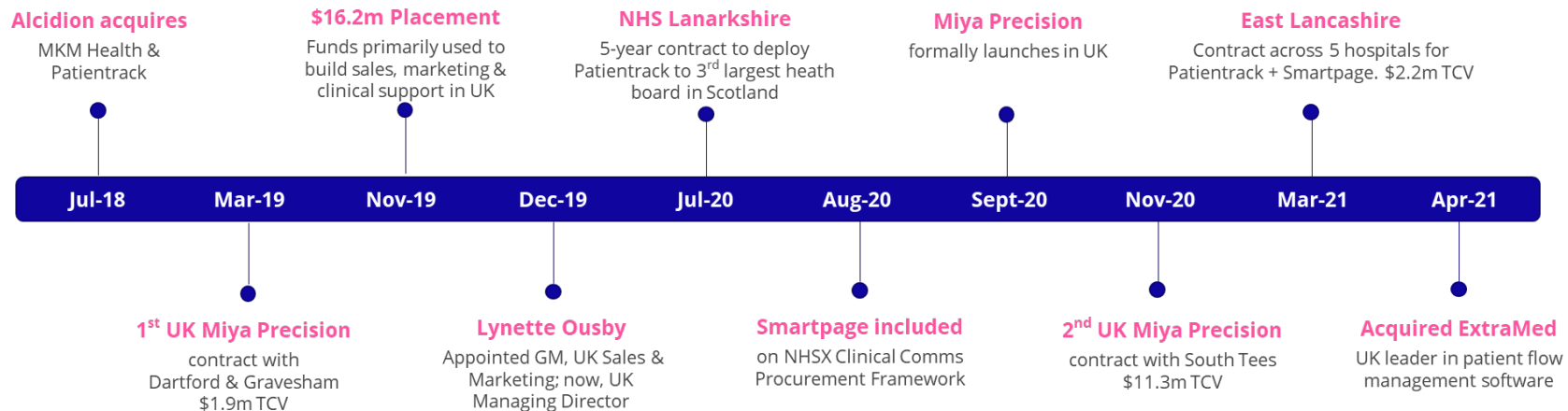
- ExtraMed awarded sub-contract for patient flow management as part of £25m large-scale IT project with lead contractor, Hitachi Consulting
- Using advanced data analytics & IoT tools to digitise processes & optimise staff resources, creating UK's first fully integrated hospital-wide digital transformation
  - KPMG, Microsoft & CenTrak also involved
- Initial contract focused on Salford, with potential for expansion to other hospitals in North Care Alliance
- Digital control centre to be modelled on 'Capacity Command Centre' in operation at Johns Hopkins University (USA), designed by GE Healthcare
- Access to valuable IP to evolve Miya Precision positioning in Digital Command Centre
- Initial go-live November 2021



# UK Growth Strategy

Accelerating sales in the UK as part of becoming a leading global healthcare technology organisation

- 1 **Upsell Miya Precision (or other modules) to existing Alcidion customers**
- 2 **Win new Miya Precision clients**
- 3 **List on Procurement Frameworks (to leverage Digital Aspirant programs)**
- 4 **Strategic Acquisitions – aligned to criteria of improving NHS traction, expanding product offering, financially accretive**





# Growth Strategy

Accelerating sales to become a leading global healthcare technology organisation

- 1 Upsell Miya Precision (or other modules) to existing Alcidion customers**
- 2 Win new Miya Precision clients**
- 3 Continue to forge strong relationships with our customers**
- 4 Strategic Acquisitions – aligned to overall strategy, expanding product offering, financially accretive**
- 5 Expand to new geographies with similar healthcare**

