



# Medical Informatics Company to list on ASX

## Investment Highlights

**Unique Opportunity To Be Part Of The New Digital Health Economy.** The introduction of the *Patient Protection & Affordable Care Act 2010* (“Obamacare”) requires US hospitals to accelerate the adoption of Electronic Medical Records (EMR). Alcidion Group Limited (ASX:ALC) is a leading supplier of these systems in Australia and is seeking to expand its operations into the United States.

**Capable and Experienced Management Team** with a strong track record of commercializing healthcare software, including the former CEO & Chairman of the South Australian Health Commission, a Stanford qualified Medical Doctor and a former Ernst & Young “Entrepreneur of the Year”.

**Proven Technology:** Alcidion’s platform is installed into 11 large tertiary hospitals including Footscray, Sunshine, Williamstown, Royal Darwin & Alice Springs Hospitals and throughout Tasmania. Alcidion has invested over \$AUD15m in the development of the Miya Platform and product suite.

**Disruptive Technology Platform:** The platform is at the forefront of medical technology, on the crest of the next generation of healthcare technologies. The *Patient Protection & Affordable Care Act 2010*, requires US hospitals to adopt Electronic Medical Records or face a reduction in Medicare reimbursements.

**Exceptional Customer Relationships,** Sticky customer base that provides significant recurring contract revenue of the ongoing licensing, support & maintenance.

**Strong Growth Platform:** The business recently secured a \$1.75m contract with the Northern Territory Health Department to roll out a pilot of the Computerized Physician Order Entry technology with several new contracts being negotiated with leading public and private hospitals throughout Australia and New Zealand. The Clinical Decision Support Systems Market is set to grow from \$USD1.18b in 2013 to \$USD4.65b by 2018.

**Fully Funded:** The recent RTO of Naracoota Resources, will see the company full funded, with in excess of \$7.00m in cash and debt free.

## Business Overview

Alcidion provides clinical informatics software that alerts clinicians to emerging clinical risk and streamlines the delivery of care through technology.

Alcidion’s Miya platform integrates disparate Clinical Computer Systems into a single platform to provide a holistic view of a patient and delivers this clinical intelligence to the care team via mobile tablets.

By providing clinicians with decision support tools and prompting care guidance in accordance with hospital approved clinical protocols, patient clinical outcomes may be improved.

## Transaction Summary

<b>Acquirer</b>	Naracoota Resources
<b>Ticker</b>	ALC
<b>Target</b>	Alcidion Corporation
<b>Revenues</b>	\$5.05m FY15 (Audited)
<b>Prior Funding</b>	\$9.78m
<b>GICS</b>	Health Care Equipment
<b>Share on Issue</b>	603m (Post Transaction)

## Management Biographies



**Ray Blight** is the co-founder and Chief Executive of Alcidion. He brings a wealth of public and private sector healthcare experience and knowledge to Alcidion from his role as the **Chief Executive and Chairman of the South Australian Health Commission** and **Chair of the Australian Health Ministers' Advisory Council**. Ray's qualifications include the awards of a Bachelor of Technology, a Bachelor of Economics and a Master of Business. Ray currently chairs the University of SA IT Advisory Board.



**Dr. Malcolm Pradhan** is a fellow co-founder and Chief Medical Officer of Alcidion. Malcolm's broad knowledge and vision of the path to a high performance healthcare system are complemented by formal qualifications of an MBBS from the University of Adelaide, and a **PhD in Medical Informatics from Stanford University**. Malcolm was awarded the title of Adjunct Professor at the University of South Australia, and performs a leadership role within UniSA's academic organisation – as an educator and a researcher.



**Nathan Buzza** is recognised as a technology pioneer in the evolution and implementation of specialised medical technology. Having founded Clinical Middleware provider CommtechWireless in 1992, Nathan grew this business into a successful multinational deploying the technology across 8,000 locations worldwide. Nathan's accomplishments were recognised by Ernst & Young, where Nathan was awarded the **"Entrepreneur of the Year"** as well as the WA IT & Telecommunications Life Time achievement Award for contribution to the IT community.



**Dr. Chris Stephens** is the Senior VP of Sales for Alcidion and brings over 15 years experience in eHealth. Chris commenced his career with Orion Health in 1998 and in 2007, Chris relocated to Australia to assume the position of **Managing Director of Orion Health's** Australian business. Chris grew the business to over 70 staff, with offices in Sydney, Melbourne & Canberra. Chris led the sale of the National Electronic Health Record in Singapore and was recognised as "Sales Manager of the Year" in 2010

### About Alcidion

Alcidion is a leading provider of intelligent informatics for high performance healthcare that empowers clinicians with decision support tools to ensure the highest quality of care for their patients. By providing clinicians with decision support tools and making recommendations about patient care, patient flow and patient safety, organisational efficiency may be optimised and key clinical risks eliminated.

Alcidion's solutions target key problems for Emergency Rooms, Inpatient Services and Outpatient Departments and are built upon a next generation health informatics platform, which incorporates an intelligent EMR, Clinical Decision Support Engine & Electronic Smart Forms.

### Want More Information ?

To learn more about the Miya Informatics platform, contact your Alcidion representative, visit our website at [www.alcidion.com](http://www.alcidion.com) or call us at 1800 767 873.



[www.alcidion.com](http://www.alcidion.com)  
[sales@alcidion.com](mailto:sales@alcidion.com)  
1800 767 873

2/40 Greenhill Road  
Wayville SA 5034  
AUSTRALIA