

# *R&D turns into ROI*

29<sup>th</sup> May 2002 — PowerCost Manager is a pioneering patient costing system, developed by Power Solutions Dtd with the sponsorship of \$700K from the Commonwealth AusIndustry R&D Start Grant. With the development phase completed, PowerCost Manager is currently in the final stage of its implementation at the Austin & Repatriation Medical Centre (A&RMC) in Melbourne.

PowerCost Manager is an excellent case of R&D money well spent — from the development of the initial concept to its commercialisation — and is now poised to realise its return on investment.

Mr Chris O'Gorman, A&RMC Executive Director Corporate Development, is very happy with the implementation and the support provided by Power Solutions. The project is progressing successfully and delivering functionality far in excess of patient costing tools previously available.

“We are on target to achieve the cost savings envisaged at the commencement of the project and once the implementation is complete, we will be in a strong position to realise further savings and efficiencies.”

“We have been pleased with the technical proficiency and excellent client relations demonstrated by Power Solutions through the course of the project.”

“Power Solutions are a very professional company who have worked closely with us on all aspects of the project. This has enabled us to move quite seamlessly from the old system to the new one. We have always known exactly where we are with the project and I think we have learned a lot from each other during implementation. We look forward to a long and fruitful partnership with Power Solutions”.

Based on the success of the A&RMC implementation, Power Solutions expect to secure additional sales in Australia as well as Germany and the UK before the end of the year. This will be a fantastic boost to the export market focus envisioned by the R&D Start Program.

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