

# ***\$1M endorsement for PCM***

**November 2002** — With the recent decision by Eastern Health in Victoria to implement PowerCost Manager (PCM), Power Solutions Dtd (PSD) has reported that sales of their award-winning web-based patient costing system has broken through the \$1M barrier in just 4 months. This highlights the tremendous success of the product, which was released at the end of June 2002.

Within Australia, hospitals in the state of Victoria have been among the quickest off the mark up to sign up for PowerCost Manager.

Mari-Ann Scott, Executive Director of the Women's and Children's Hospital, speaks highly of PCM's superior functionality. "My view is that the costing logic, the simplicity of processing and the reporting functionality make PCM the best activity-based costing system for any health organisation in Australia, and as a bonus PCM is surprisingly affordable."

Jennifer Williams, CEO of the Austin & Repatriation Medical Centre, also points out the cost-effectiveness of PCM, due to it being an Australian product. "In the past, we had to import clinical costing software from the United States. It used old-fashioned mainframe technology, was written for the US health system rather than Australia's and was very expensive, particularly as the Australian dollar depreciated."

Peter Hutchinson, CFO of Eastern Health indicates that "The straight forward and timely approach to implementation was a positive aspect over alternative products. PCM is particularly cost effective, even against the in-house product that Box Hill persevered to maintain for many years. The web-based reporting solution provides all managers with online and timely reporting, and we are particularly pleased to be using the PCM product".

Paul Venables, a PSD director, is delighted with the sales that have been achieved in such a short time. "It is very reassuring to know that our decision to invest a significant amount of money in the development of a solution that meets current Australian hospital requirements has achieved such rapid market acceptance and is further justification for the investment made by the Commonwealth through AusIndustry's R&D Start program and the State government through the Centre for Innovation and Business Manufacturing."

PSD will be opening a new office in Melbourne in January 2003 to better support their growing list of Victorian clients.

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# Media Release