

Victorian hospitals push Power Solutions to healthy result

3 March 2003 — Victorian hospitals have embraced a South Australian solution to combat the soaring costs of healthcare administration. Healthcare software developer Power Solutions has achieved its annual sales target of \$1 million in only four months and as a direct result will be opening a Melbourne office to support local clients.

Austin & Repatriation Medical Centre, Women's and Children's Health, Melbourne Health, and most recently Eastern Health, are among the organisations that have implemented PowerCost Manager (PCM) to monitor and manage patient care costs.

PCM is a web-based reporting solution that provides hospital administrators and clinicians easy access to detailed costing information. The solution lowers total cost of ownership by reducing the need to purchase proprietary systems and frees staff to focus on quality of care and patient outcomes.

Austin & Repatriation Medical Centre CEO Jennifer Williams said the fact that PCM was Australian was a major drawcard. "In the past, we had to import clinical costing software from the United States," Ms Williams said. "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.

"The system is PC-based so it is easier to use as well as cheaper to run, making it very affordable. Not only that, PCM is functionally rich and very easy to use. It's a much more adaptable system."

Company Director Paul Venables said the organisation had achieved its annual sales target in just 4 months. "The product is selling itself as Australian hospitals are under huge cost pressures. Its web-based nature makes it very competitive by eliminating high infrastructure costs."

Media enquiries: To arrange an interview with Power Solutions Director Mr Paul Venables, please call (08) 8410-6404.

About Power Solutions

Founded in 1995 in Adelaide, South Australia, Power Solutions is a small IT company operating in the healthcare market. The company specialises in reporting, integration and decision support systems, and consulting services for public & private hospitals and other organisations associated with the healthcare industry.

www.power-solutions.com.au

About PowerCost Manager

PowerCost Manager was awarded an AusIndustry \$700K R&D start grant for its development. To date, it has won the 2002 Asia Pacific ICT Award for Health, and participated by invitation on Austrade's European tour in October 2002. The product is currently being readied for international languages, as it is particularly suitable for countries adopting the Australian-style DRG funding system.