

## *Power Solutions partners with US healthcare leader*



Power Solutions and Kaufman Hall at HFMA in Annual National Institute event July 2004  
(Steve Saudek, Patrick Power, Chip Harrington, Paul Evans, Russ Anderson, Jason Sussman)

**4<sup>th</sup> November 2004** — Australian healthcare IT company Power Solutions has successfully embarked on a long-term partnership with leading US healthcare firm Kaufman Hall.

Kaufman Hall is a top ranking US company that operates in the same niche healthcare market as Power Solutions. Kaufman Hall specialises in capital planning and financial management solutions, with a mature product suite installed throughout the US. For the last 4 years, Kaufman Hall has been consistently ranked as the #1 independent healthcare financial advisor in the US.

Although well established in Australia and New Zealand, Power Solutions only last year entered the exceptionally large and lucrative US healthcare market, which has traditionally been starved for state-of-the-art decision support applications. Kaufman Hall is significantly positioned to introduce Power Solutions' proven solutions to the US market.

Paul Evans, Director of US Power Solutions, said, "Through its established market presence of over 1,000 hospital licensees, Kaufman Hall will be providing professional sales, support and implementation services for our entire product line throughout the US. This partnership fully complements Kaufman Hall's current financial management software and its application expertise. This relationship provides a substantial boost to our efforts in further penetrating the US market. We are very pleased to have Kaufman Hall as our US business partner."

Jason Sussman, a Partner at Kaufman Hall, said, “We are very excited about the new capabilities offered by the Power Solutions software, and look forward to a long, successful relationship with Power Solutions.”

Last month, Kaufman Hall highlighted the partnership by introducing Power Solutions’ products at the annual Kaufman Hall Financial Leadership Conference in Chicago, attended by over 300 leading US financial health professionals.

Kaufman Hall has rebranded PowerCost Manager into its ENUFF Advisor<sup>®</sup> Suite as the Kaufman Hall Decision Advisor<sup>™</sup>.

### **Media enquiries**

**To arrange an interview with Power Solutions Director**

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### ***About Power Solutions***

Founded in 1995, Power Solutions is a South Australian IT healthcare systems developer with 30 staff, specialising in decision support, reporting and integration products and services for public and private hospitals. Power Solutions recently entered the US market in 2003, beating all major US vendors to win the NorthBay Healthcare contract. Secure in the Australian and New Zealand marketplace, Power Solutions is fast becoming known in the US for innovation, quality and technology.

### ***About Kaufman Hall***

KHA is the leading US-based company for healthcare in capital planning and financial management solutions. KHA was founded in 1985, and maintains a professional staff of over forty individuals operating a national practice from offices in Chicago, San Francisco, Los Angeles, Boston, and Atlanta.

Kaufman Hall professionals provide the following capital and financial advisory services solely to healthcare organisations: strategic financial and capital planning, debt-related financial advisory services, mergers, acquisitions, joint ventures and divestitures, integrated strategic planning, and design of corporate finance-based capital allocation processes. The ENUFF Advisor<sup>®</sup> Suite of applications is designed as a set of software tools to support all of these financial management requirements.