

Mum power and the making of \$44m deal



GOOD ON YOU MUM: Renee Power (back, left) at a thank-you lunch with senior PowerHealth Solutions staff Dr Pierre Cagne, Amanda Anderson and Serge Boulard and, below, Patrick Power, whose software development company has won a lucrative contract with the Quebec Government.

RENATO CASTELLO

MOTHERS always want the best for their children.

So when Renee Power spotted an article in her local newspaper in Montreal, Canada, her thoughts turned immediately to her successful businessman son Patrick, who was 17,000km away in Adelaide.

The piece was about how the Quebec Government had selected a Canadian software firm Logibec to roll out a patient costing solution across 200 hospitals.

The lucrative contract worth millions of dollars was in the sweet spot for Mr Power's software development company PowerHealth Solutions, which has deployed health-based software across the globe.

"My mother and best friend sent me the article from the newspaper, saying this is happening and isn't it what I do," Mr Power said. "It was incredible luck."

The articles prompted Mr Power to contact the Quebec Government, who under procurement guidelines must review contracts if a competing firm says it can also provide a solution.

Last month, following an exhausting and nail-biting 15-month tender process, PowerHealth Solutions was awarded a \$44 million three-year deal in a major coup for the firm.

The victory, against a significantly larger company with a strong foothold in the Canadian market, saved the Quebec Government \$20 million and will provide a job boost to PowerHealth Solutions which will deliver patient level costing across all acute, subacute, mental health and primary care patients.

Mr Power, who is back in Canada this week, said the company would create a Canadian headquarters in Quebec employing at least 30 people and that the deal "opens the door" to the rest of Canada.

The company will also increase its 65-strong Adelaide workforce to provide support for the Canadian rollout.

"It's probably the most exciting project we've ever been involved," Mr Power said.

"It's not just for the deployment of our application ... we



also get to do analysis and engage with clinicians around efficiencies.

"There will also be more jobs in SA. All the development will be done out of SA.

"We can't have infrastructure there (Quebec) without having more jobs here in support, in marketing and in consulting - it creates more jobs across the board."

He said the company, which started in 1995, was well

THE COMPANY

PowerHealth Solutions

■ Founded: 1995

■ Headquarters: Adelaide

■ Offices: Ireland/UK, US, Canada

■ Employees: 80 (including 65 in Adelaide). Expected to increase to about 110.

■ Services: Software development company specialising in activity-based costing, hospital billing and safety learning solutions for healthcare organisations. Market leader in Australia and NZ, with international recognition in the US, Canada, the UK, Ireland, Hong Kong and the Middle East.

he said. "We rang them to say this thing (tender) is closing at 2pm it needs to get there.

"They said 'sorry, it's too late' ... they didn't care that this was a \$44 million matter.

"We got Canadian customs to release it to TNT ... we hired a courier to go to TNT to pick it up and that courier drove it through a snowstorm to the Government in Quebec with 17 minutes to spare."

PowerHealth Solutions has a European office based in Ireland and its software has been deployed across more than 1000 public hospitals worldwide, including the Middle East, Asia, US and New Zealand.

Mr Power said the win was evidence of the capacity of South Australian companies to make it on a global scale and to win against the odds.

"When I spoke to family members and other people they said the incumbent (Logibec) owned the market ... they were a well respected company, and that we have got no chance of winning," Mr Power said.

"But a team from here (Adelaide) was able to make this happen ... I think SA should be proud."