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## **Healthphone and Fujitsu join forces to transform IT-enabled solutions for aged and community care markets**

SYDNEY, February 20, 2008 – Healthphone Solutions, a global software provider of point-of-care solutions for use in community health and long term care, has appointed Fujitsu Australia and New Zealand as its exclusive Service Provider in Australia.

The Service Provider agreement completes Healthphone's entry into the Australian market and strengthens both companies' long-term strategies and commitment to the aged and community care sectors.

Under the terms of the agreement, Fujitsu Australia and New Zealand will build its aged and community care offerings exclusively around Healthphone's software including the delivery of a hosted Software-as-a-Service (SaaS) model for:

- Concordia, Healthphone's flagship electronic health record, patient, mobile workforce and business management solution for community and long term care workers,
- Enhanced treatment and management of wounds using mobile devices such as Tablet PCs (Mobile Wound Care),
- Self-help programmes such as STOMP, a personalised smoking cessation program delivered via mobile phone and web technologies to consumers.

"Fujitsu has a strong, focused health strategy and extensive experience across Australia," said Danny Maher, Vice President, Service Provider Alliances of Healthphone.

"We are very fortunate to be aligned as their exclusive software partner in the aged, long term care and community sectors and look forward to expanding this relationship into other regions globally," Mr Maher said.

Healthphone's software and vision is focused on improving healthcare and the continuity of care between healthcare clients/patients, caregivers and healthcare organisations. The strengths of Healthphone's software lie in care planning, mobility, interoperability and self-care programmes.

Fujitsu Australia and New Zealand Health Industry Director, Jeff Smoot, said the Healthphone deal was closely aligned to the findings of the company's October 2007 report, *A Generational Shift: The Next Wave in Aged Care*.

"Our research showed lifestyle expectations will revolutionise the way aged and community care is delivered to the Baby Boomer generation," Mr Smoot said.

"Home care and stand-alone facilities that allow for more independent living arrangements are the way of the future in terms of bricks and mortar. Mobile technology must support that fundamental shift.

"Our partnership with Healthphone will better enable aged and community providers to meet their customers' expectations and needs," Mr Smoot said.

"Fujitsu's capabilities, experience and strategic vision for the Health Industry is a great match for our growth objectives as a company," said Paul Fitzgerald, General Manager Australia and New Zealand of Healthphone.

"We look forward to working with Jeff and his team to deliver positive results for our customers in Australia, and to leverage that success in other markets in years to come."

- ENDS -

### **About Healthphone Solutions**

Healthphone offers the community healthcare industry mobile optimised solutions that are easy to use and integrate evidence-based outcomes. Developed with everyday Microsoft technology, our solutions empower patient and care providers with the relevant

health information they need, at the point of care. Headquartered in Seattle, Healthphone has offices in Australia, Canada and Singapore, and a development centre in New Zealand. For more information, visit [www.healthphonesolutions.com](http://www.healthphonesolutions.com).

Concordia, Healthphone's flagship product, is an electronic health record, patient care and healthcare business solution accessible via the internet and mobile networks on a PC, laptop, tablet or PDA, making it always available at the point of care. Concordia is designed specifically for healthcare providers in the community care, long term care, home care, hospice and mental health sectors.

Concordia uses Microsoft's Health Connection Engine to integrate information between various healthcare providers and service users, so the entire continuum of healthcare is connected.

With the Mobile Wound Care application, care providers use their handheld mobile devices such as Tablet PCs and PDAs, to enter assessments of patient wounds, update wound care visit forms, take colour digital photos, and transmit the information in real-time to wound specialists or doctors via a secured mobile connection.

Healthphone also offers consumer-oriented products to assist patients to participate in the management of their own health, in areas such as smoking cessation and will extend into other chronic conditions such as diabetes management.

## **About Fujitsu Australia and New Zealand**

Fujitsu Australia and New Zealand is a leading service provider of business, information technology and communications solutions. Throughout Australia and New Zealand we partner with our customers to consult, design, build, operate and support business solutions. From strategic consulting to application and infrastructure solutions and services, Fujitsu Australia and New Zealand has earned a reputation as the single supplier of choice for leading corporate and government organisations. Fujitsu Australia Limited and Fujitsu New Zealand Limited are wholly owned subsidiaries of Fujitsu Limited (TSE: 6702).

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