



Smart Health
SOLUTIONS

PRESS RELEASE 29 MARCH 2005

KUWAIT GETS SOME SMART HEALTH

KUWAITI COMPANY TAKES STRATEGIC STAKE IN SMART HEALTH SOLUTIONS, AUSTRALIA

Smart Health has taken the first step towards achieving its international aspirations by securing investment from a Kuwaiti partner, Kuwait Technology Systems Group WLL. Dr Faisal Al Kazemi, the principal of Kuwait Tech stated: "Smart Health has technology with global application. Our diligence process has not found anything that matches it for simplicity, usability and transportability. Imagine that I can visit my doctor in Washington and he can consult with my health records on line in Kuwait." Kuwait Tech has installed a demonstration system and is talking to prospects around the Gulf region. "We expect to conclude some customer agreements during the third quarter of 2005. Kuwait has a history of international investment and after the horrors of war my country has some catching up to do with offerings like Smart Health" added Dr Al Kazemi.

"Things are moving very quickly now in the Gulf countries with health information management and shared Electronic Health Records are high on the priority lists. Our Chronic Disease information management modules have attracted attention and we expect to have multicountry patient data sharing live by the end of 2005" commented Peter Flower, Managing Director of Smart Health.

There are significant Gulf government initiatives directed to e-government and e-health. Chronic diseases, including diabetes, renal and cardiovascular have disproportionate representation in the region and the governments are committed to addressing the issues of care quality, patient safety and cost savings that secure clinical data sharing solutions can provide.

Smart Health now has implementations proceeding

in four states in Australia with a large project pipeline. In addition to general shared Electronic Health Records projects focus on patients with chronic disease and specific patient groups such as children's health records and indigenous health. Smart Health has developed unique product and implementation capability in shared Electronic Health Records and prides itself on its "user enthusiasm."

"Our commercial sites are our sales rooms and our users are our sales people. Usability and user buyin are critical to success and our field proven shared Electronic Health Record solution is unmatched in Australia. Not bad for a determined little Australian company! Mr Flower went on to say: "With some exceptions, Australia has been slow to move. However, with the Gulf region opening up for us we have immediately doubled our target market size in a region that can move fast without the often cumbersome decision making inherent in health IT in Australia."

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