

Welcome

Welcome to the latest edition of the Fraame Newsletter. Once again there are a lot of things to update you on with news and developments from around the world.

In this edition we explore how Fraame is working to develop partnerships in Australia with Leading Solutions and we take a look at the initial steps underway to facilitate the establishment of FileVision in the Asian market.

Across all these markets we see an increasing emphasis on the effective use of technology to maximise limited resources, both human and capital. This needs to be an ongoing focus for the business sector in general and the health sector in particular.

It is exciting to see initiatives such as the Australian NEHTA (National E-Health Transition Authority) and the Health Information Strategy in New Zealand, actively engaging with the sector to accelerate positive change and enhance the use of IT to improve outcomes across our communities.

On this note we profile how Fraame is investing back into supporting a range of the health sector's not-for-profit organisations and we introduce a new team member!

Finally in this issue, we share an interesting case study on the successful implementation of FileVision at Hull Royal Infirmary in the UK

What's Happening in Australia? Fraame Partners with Leading Solutions

New efficiencies will be driven into the Australian healthcare market with collaboration between Australian IT heavyweight Leading Solutions and New Zealand's innovative health IT company Fraame Solutions Ltd.



Leading Solutions is the one of Australia's largest IT players in Australia and given Fraame has successfully deployed its FileVision system with European and US healthcare organisations, Leading Solutions Business Development Manager, Nigel Hemmings says "it makes sense to promote the integration of our solutions wherever possible within Australia". He sees Fraame's FileVision package as a strong performer with great potential.

Australia's Royal District Nursing Service is already successfully utilising FileVision and Leading Solutions believe that the system could equally well apply to the expanding private healthcare sector. "Our presence within healthcare systems will increase along with the massive growth of the sector as a whole" says Nigel.

A recent Australian government initiative has steered healthcare providers toward complying with standardised, streamlined systems. Dubbed 'HealthSmart,' all software applications across Australia's governmental health sector are being asked to comply or to begin to introduce compliance measures.

Nigel says, "With Fraame, compliance won't be a problem for us and there is enthusiasm amongst healthcare providers about new efficiencies inherent in introducing cutting-edge archiving technology and superior document management systems such as FileVision."

www.leading.com.au



Gavin Wright
Chief Executive
Fraame Solutions

What's Happening in New Zealand?

New Staff - Tracey Herkess

Fraame is delighted to welcome Tracey Herkess to the company. Tracey joins us as an Application Specialist to support the continued growth of the company's FileVision programme



Tracey comes to us from Canterbury Health Laboratories, where she worked initially as a qualified technician in Clinical Biology before switching to Laboratory IT seven years ago. She has extensive experience in the health industry, supporting IT software, users and other IT professionals at multiple laboratory sites.

Tracey is quickly settling into her new role and says she is "impressed with the flexibility of the FileVision product, its usability and time saving qualities."

Outside of Fraame, Tracey enjoys surfing the web and spending time with her family. She also likes movies, reading and, although she may deny it, is quite a Science Fiction fan!

Fraame Sponsorship

Cancer Society

For the third year, Fraame has been delighted to support the Cancer Society by attending the Cancer Society's Canterbury/West Coast Division ball held in Christchurch. A highlight of the social calendar, this dynamic event raises vital funds for cancer research and projects within both the



Canterbury and West Coast regions.

For more information about the Cancer Society visit www.cancersouth.org.nz.

Cholmondeley Children's Home

Espionage and mystery was on the menu at the Cholmondeley Children's Home Secret Agents Ball, also supported by Fraame.



Cholmondeley Children's Home

This exciting evening took place at Christchurch Convention Centre on 26th May. For more information about Cholmondeley Children's Home visit: www.cholmondeley.org.nz.

Epilepsy Foundation of NZ

Fraame has also continued its support of the child sponsorship scheme run by the Epilepsy



EPILEPSY FOUNDATION OF NEW ZEALAND

Foundation of New Zealand. This programme enables children to undertake activities that would otherwise not be financially viable for the Foundation to provide.

For more information about the Epilepsy Foundation of NZ visit www.epilepsy.org.nz

Fraame appreciates the many challenges that the non-Government and 'Not for Profit' Health Sector face, particularly their need to derive a significant proportion of their funds from the community.

"Our key focus is the delivery of products and services to this sector, so we see that supporting organisations like the Epilepsy Foundation as a small but relevant way in which the company can invest back into the community," says Gavin Wright, CEO, Fraame Solutions.

RVA and HIMSS Conferences

HIMMS Conference 2007

Fraame, in partnership with the FileVision Corporation recently joined over 1100 delegates at the HIMMS Asia Pacific inaugural conference in Singapore.

The FileVision programme now has either direct or partner operations in North America, Europe and Australasia, and is continuing to grow, so it is a natural and exciting progression for the programme to explore establishing a presence in the dynamic and growing Asia Pacific region.

RVA National Conference 2007

This year's RVA conference was held at Te Papa in Wellington and attracted over 220 delegates from around New Zealand. This is the third consecutive year that Fraame has attended as a trade exhibitor alongside 29 others. 2007 has seen the introduction of the Retirement Villages Act, and this coupled with the conference being held in Wellington, was aptly reflected in the events theme, 'Making Retirement Capital'.



Client Case Study

Aroha Website



The Aroha Care Centre provides residential care, a home, a hospital, a day centre and villas for the elderly. The Centre recently employed Fraame to create a website that would "provide information for client's families, including those living overseas, as well as cost-effective advertising and marketing for the Centre," Heather Harlow, Principal Nurse Manager at Aroha Care Centre.

The Aroha Care Centre is administered by the Taita Home Trust Board Incorporated, a charitable trust set up by the Wellington Baptist Association and Presbyterian Support Services. Its unique quality and high standard of service have been built on the solid foundations of caring, giving and sharing. The staff embrace Aroha's Christian philosophy, ensuring that those who reside at Aroha receive excellent care.

Heather was first introduced to Fraame's web services at the Healthcare Providers' Conference in 2006. She felt that Fraame understood their market and was confident that Fraame could create an affordable, professional website that could be personalised to meet their needs, and she is thrilled with the outcome. She says, "I found the process from the beginning to 'Go Live' manageable and communication between Fraame and Aroha has been excellent ... I felt that Fraame understood where we were coming from."

With the set up and ongoing development of the website, Aroha hopes to receive many more enquiries and provide continuously updated information and newsletters to families and potential clients. The website will also enable them to present their services, outline their background and provide an easily accessible point of contact.

Visit the website at: www.arohacarecentre.co.nz

What's Happening Internationally?

Hull Royal Infirmary Medical Records

Hull and East Yorkshires Hospitals' NHS Trust is one of the largest in the UK, providing a comprehensive range of services from three hospital sites to almost 1.8 million people. The Trust's staff of around 6,700 is committed to the continuous development of high quality services for the benefit of their patients.

Since the 1960s, the Trust's medical records have been stored in both paper format and in ageing, cumbersome microfiche systems in large on-site facilities. The standard lead times for retrieval of patient information was two days and this time lag, along with the limitations of access to medical records and the high cost of storage, led the Trust to examine more efficient ways of handling their patient records.

In 2002, the trust embarked on a new project to scan and hold electronic images of all paper records. The Trust chose FileVision's integrated document management system to meet their electronic filing objectives.

Initially the project involved scanning and indexing 40 years of medical records. The project's second

phase of 'hot' retrieval utilises FileVision, and enables the Medical Records Department to quickly retrieve all digitised paper records as well as access the Trust's microfiche system and store those files in FileVision. The past difficulties of locating and retrieving medical records have now been dramatically eased with the added bonus of online records being available for simultaneous viewing by more than one practitioner.

Records Library Manager, Martin Whittle is delighted with the outcome of the ambitious project, "We now have more than 1.8 million medical images in 350Gb of storage managed by FileVision. Given the great success of our project and the excellent support from FileVision UK Ltd, we are continually expanding our use of FileVision".

FileVision will spread throughout the acute hospital project by project. In the near future, the Medical Records Department plans to utilise FileVision to allow direct, secure, authorised, online access to medical records across all wards as well as introduce specifically tailored workflow procedures



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