



The New Zealand Health IT Cluster Inc

Annual Report

2007

DIRECTORY

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Incorporated Society No:

1221718

Incorporated:

25 June 2002

Executive Committee:

Gavin Wright (Chairman)
Andrea Pettett
Malcolm Pollock
Brian Vass
James Webster
Dave Tinkler
James Kennedy
Steve Miller
George Arnold (co-opted)
Jason Whakaari (co-opted)

STATEMENT OF PURPOSE

The New Zealand Health IT Cluster is a vibrant alliance of organisations interested in health IT, comprising software and solution developers, infrastructure companies, healthcare providers and academic institutions – who have agreed to work collaboratively.

The Cluster's Vision is "uniting organisations to position New Zealand as a leader in the supply and use of innovative health technology".

The key objectives of the Cluster include:

- building collaborative relationships;
- initiating, facilitating and managing collaborative projects;
- enhancing the business development capabilities of members;
- promoting government investment and funding;
- advocating/promoting the NZ health IT sector; and
- developing innovative revenue streams.

Chief Executive:

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Programme Manager:

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Executive Assistant/Office Manager:

Christine Oldham
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CHAIRMAN'S REPORT

The New Zealand Health IT Cluster has had a challenging yet successful year in 2007. The Cluster welcomed a substantial number of new members during the year, which I believe continues to endorse this internationally innovative programme that was first established in 2002.

At a strategy level the Cluster has focussed on the consolidation of Key programme areas established during the previous year. This included the development of a number of innovative collaborative projects with members and the further advancement of the excellent relationship that has been developed with various Government agencies, including the Ministry of Health, New Zealand Trade and Enterprise and the Foundation for Research Science and Technology.

A fundamental focus for the Cluster has continued to be to create a platform for members to engage effectively together and share opportunities to collaborate. This has been achieved in a variety of ways, including health industry forums, international development activities and facilitating networking opportunities.

The strategic focus that was put in place in 2006 to deliver enhanced services to the Cluster membership and enhance collaborative activities across the health IT sector has shown considerable progress.

An example of specific achievements in 2007 included:

- The continued focus on engagement with key industry stakeholders throughout the year, and with members to better understand perspectives of the “value proposition” for the Cluster and positioning of the project successes achieved in 2007,
- Conclusion of a Memorandum of Understanding with the Ministry of Health, which consolidates the already effective “partnership” that exists between the organisations.
- The enhanced recognition of an international profile for the Cluster and the associated recognition as an exemplar for the health IT industry.
- Formally establishing cross sector research focussed engagements with the tertiary sector. In particular at a strategic industry level, the Cluster has now engaged formally with the majority of major New Zealand universities involved in health information management.
- The Cluster also increased support and co-ordination for market development activities in Australia, Asia, North America and the UK. This included support for an NZTE Business Mission to attend the inaugural HIMSS Asia Pacific conference in Singapore.

One area of concern at an executive level is the need to secure consistent and sufficient revenue streams to provide the infrastructure and resources to support the broad range of activities undertaken by the Cluster. This will continue to be a

major focus for the executive leading into 2008, with an intent to supplement membership fees and core NZTE capability funding with enhanced project revenues.

In summary, 2007 has continued to focus on delivering greater value to its members, a range of government agencies and the sector generally.

Specific thanks must be extended to the Ministry of Health, New Zealand Trade and Enterprise, FRST and the Ministry of Economic Development for the active support and participation in assisting to move the Cluster forward in 2007 and also for committing capability funding for 2007-2010. I would thank Andrea, the Cluster staff and member organisations for their support as we move through to the next exciting phase of the Cluster's development.



Gavin Wright
Chairman

CHIEF EXECUTIVE'S REPORT

1. OVERVIEW:

The Cluster has continued to enhance its reputation with key stakeholders and the NZ health IT community. This is evidenced by a growing membership, infrastructure funding from NZTE, and the establishment of a number of collaborative projects. Moreover, with the Cluster represented at HISAC, HISO and HINZ, we are well positioned to advocate on behalf of the sector and to act as a conduit for communication back to the sector. With the appointment of John Tailby, the Cluster Programme Manager, we have been able to undertake a greater programme of work during 2007, and to hopefully offer additional value to our members.

2. CLUSTER EVENTS & PROJECTS IN 2007:

The following events and projects were undertaken during 2007:

2.1 HiMSS AsiaPac 2007

The Cluster assisted NZTE with a Business Mission to Singapore to attend the inaugural HiMSS AsiaPac Conference. Several key NZ speakers presented at this Conference with NZTE facilitating 'Partner Searches' and meetings for a number of Cluster companies who attended.

2.2 Business Development Forums

Business Development Forums were held in Auckland, Wellington, and Christchurch in both May and September 2007. These Forums included topics such as '*Marketing Planning*', '*Intellectual Property Planning*', and '*Partnering*'.

2.3 Market Development Forums

A UK Market Forum and NZ Health Sector Engagement Forum are both scheduled for November 2007, to take place prior to the AGM.

2.4 Cluster Website Communications and Research

The Cluster website receives a large number of hits from around the world, increasing the profile of Cluster members. Our e-Bulletins are bi-monthly, and include the latest news, activities, and advice on international trade events. Membership of The Advisory Board Company entitles member to researched publications on the latest health and health IT trends and to original enquiry research. We have used The Advisory Board to assist with research for each of the Cluster collaborative projects.

2.5 Building collaborative relationships

The Cluster has hosted a number of functions throughout the year aimed at fostering collaborative relationships amongst Cluster Members and key stakeholders. The highlight was the Cluster-hosted Elevator Pitch Session at the HINZ Conference, which we promise will be a regular event in the HINZ Conference format.

2.6 Collaborative projects

Collaborative projects are challenging, and we continue to learn along the way. It is clear that these projects take considerably longer to establish and to scope than we had envisaged. Notwithstanding these challenges, we have

initiated four collaborative projects through the 2007 year which we hope will be completed during 2008. These projects include: Chronic Care Health IT Roadmap, Midlands e-Labs Ordering and Results project, Consumer Health Portal project, and Lean Thinking in ED using RFID. Each of these projects involves a range of NZ companies, multi-nationals and NZ health customer sites. They all involve a considerable degree of innovation, will create new IP, and forge new relationships. It is clear that without the Cluster that these projects would not have eventuated.

5. THE YEAR AHEAD 2008

The Cluster remains challenged to devise a sustainable funding pathway as membership fees are insufficient to fund the operational overheads of the Cluster. The NZTE infrastructure funding meets 35% of operational expenditure, with the remaining funding to be sourced through projects. Securing sufficient project funding for the early Project scoping work is the main challenge for 2008.

I wish to record my thanks to the Chairperson Gavin Wright, and the Executive Committee for their support and guidance through this past year. Also John Tailby and Christine Oldham at the Cluster office, who work hard on your behalf.

A handwritten signature in black ink, consisting of a series of vertical and slightly curved strokes, representing the name Andrea M Pettett.

Andrea M Pettett
Chief Executive

MEMBERSHIP (1 September 2006 – 31 August 2007)

ACC Corporation	SolNet Solutions Limited
ASP-X Limited	Spark Dental Technology Limited
Augen (NZ) Limited	Sun Microsystems (NZ) Limited
Cerner Corporation Pty Limited	Sysmex NZ Limited
Chiptech Limited	Telecom/Gen-i
Cisco Systems, Inc	TeleMessenger Solutions Limited
Communio Group	TelstraClear Limited
Comrad Medical Systems Limited	Toniq Limited
Enigma Publishing Limited	TrakHealth Pty Limited
Emendo Limited	Unisys NZ Limited
Fraame Solutions Limited	University of Auckland
Fronde Systems Group Limited	University of Canterbury
Guardian Healthcare Group	University of Otago
Healthcare of NZ Limited	Victoria University of Wellington
HealthLink Limited	Vodafone NZ Limited
Healthphone Solutions Limited	
Healthpoint Limited	
HealthWEST PHO	
Houston Medical	
Hyperion Solutions Corporation	
IBA Health NZ Limited	
IBM New Zealand Limited (Health & Life Sciences)	
Information Power Limited	
iSOFT NZ Limited	
iVistra Technology Limited	
Kinross Group Limited	
MediaLab Limited	
MedTech Global Limited	
Microsoft New Zealand	
Ministry of Health	
New Zealand TelePaediatric Service	
New Zealand Trade & Enterprise	
PayGlobal Limited	
PMR Consulting Limited	
Precept Health Limited	
ProCare Health Limited	
Safer Sleep Limited	
Second Opinion Limited	
Simpl Group	
Software of Excellence Limited	