



The New Zealand Health IT Cluster Inc

Annual Report

2008

DIRECTORY

Office:

Level 7, City Chambers
Cnr Featherston & Johnston Streets
Wellington
New Zealand

Contact:

Phone 64 4 472 4691
Fax 64 4 472 4736

Postal Address:

P O Box 25233
Panama Street
Wellington 6146
New Zealand

Auditor:

BDO Spicers Wellington
Level 1, Tower Building,
50 Customhouse Quay
Wellington
New Zealand

Accountant:

BDO Spicers (Wellington) Limited
Level 1, Tower Building,
50 Customhouse Quay
Wellington
New Zealand

Insurer:

Lumley General Insurance (NZ) Limited
Lumley Centre,
88 Shortland Street
Auckland
New Zealand

Incorporated Society No:

1221718

Incorporated:

25 June 2002

Executive Committee:

Malcolm Pollock (Chairman)
Gavin Wright (Deputy Chair)
Andrea Pettett
Mark Cox
Dave Tinkler
Cathryn Lancaster
Steve Miller
Robin Ducker (co-opted)
Sanjeewa Samaraweera (co-opted)
George Arnold (co-opted)
Kelvin Moffatt (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

Our Vision is NZ is a Centre of Excellence for Health Technology

The Cluster's Mission

Collaborate to position New Zealand as a world leader in the supply and use of innovative health technology

The Cluster's Goals

Key goals of the Cluster include:

- To help members grow their business capability
- To foster collaboration
- To catalyse innovation and investment in health technology
- To be financially sustainable

Chief Executive:

Andrea M Pettett
a.pettett@healthit.org.nz
Mobile 021 667 922

Programme Manager:

John Tailby
j.tailby@healthit.org.nz
Mobile 027 449 9722

Executive Assistant/Office Manager:

Renu Borst
r.borst@healthit.org.nz

CHAIRMAN'S REPORT

2008 has been an interesting year for the Cluster. On the one hand we have been challenged in terms of our mission, our value and our financial viability. In spite of this difficult environment, we have succeeded in continuing to provide a range of valued services to members; we have delivered on several very high profile projects and we cemented our position as an important and respected part of New Zealand's health IT landscape.

As 2008 draws to a close, there is probably more turbulence in the New Zealand Health IT sector than for a generation. Changes in the remit of the Ministry and of HISAC, an increasing appetite for collaboration between DHBs, growing frustration about a perceived lack of progress in meeting the sector's IS mission as enshrined in Key Directions and HIS-NZ, all combine to create an environment replete with threats and opportunities for our members. The Cluster is not immune to these forces and indeed increasingly is a recognised actor participating in the debate.

Cluster achievements in 2008 include:

- The successful delivery of two major projects: for the development of a prototype for a Consumer Health Portal and the development of a Business Case for e-Labs.
- The provision of over 15 member based events covering topics including market development, IP, shared services and other forms of member service.
- The consolidation of our position in the sector, manifest by our appointment as organiser of the Connected Health Forum, our involvement in HISAC, the recent contract secured with the Ministry for the development of several new proof of concept briefs and the increasing level of engagement we are enjoying with the DHBs and PHOs.
- The appointment by the Ministry of the Cluster to be their preferred vehicle for communication with the vendor sector.

However we are in no position to rest on our laurels. Many challenges face us.

- Several major New Zealand health IT suppliers continue to sit outside the Cluster.
- Funding from the Ministry contract provides financial security, but only in the short term. The Ministry has indicated that they would seek to review with the Cluster our role and how it might best be developed to match the aspirations of the members and the overall needs of the sector.
- In spite of our best endeavours, only about 60% of our members actually participate in our activities. This means we are not providing services of value to the others and/or not communicating clearly enough to them our value propositions.
- The current waves of change sweeping through the sector represent both opportunities and threats to our members. We need to ensure that our voice is

heard and the interests of our members are recognised in the current debates and those that will surface in the months to come.

Finally we must extend thanks to our supporters - the Ministry of Health, HISAC and NZTE; to Microsoft and FRST for their co-funding of the CHP project (alongside with the Ministry); to all those members that have participated in our activities during the year and to Andrea and her team, for their great work keeping us on course during this turbulent year.

A handwritten signature in blue ink, appearing to be 'M Pollock', with a large, stylized flourish at the end.

Malcolm Pollock
Chair

CHIEF EXECUTIVE'S REPORT

1. OVERVIEW:

Throughout 2008, the Cluster has continued to build on its current initiatives. Membership continues to grow steadily and has now passed 70 members. The Cluster is seen as a key vehicle for the Ministry of Health to communicate with vendors and industry members, with the Cluster contracted to lead the Connected Health Industry Forum and associated working groups through 2009.

The Cluster continues to develop its programme of collaborative projects. A new initiative to develop collaborative project briefs has just been agreed with the Ministry of Health which will provide a pipeline of innovation for the sector during 2009.

2. CLUSTER EVENTS & PROJECTS IN 2008:

- HiMSS AsiaPac 2008

The Cluster attended HiMSS AsiaPac 2008, several New Zealanders spoke at the conference, and NZ Trade and Enterprise (NZTE) in conjunction with CHIK Services and Austrade held a function highlighting some of the successes in health technology in New Zealand and Australia.

- International Business Missions

The Cluster supported NZTE with executive representation on business missions to Japan and Canada.

- Business Development Forums

Business Development Forums were held in Auckland, Wellington, and Christchurch in both May and September 2008. These Forums focused on *'Recruiting and Retaining IT Skills, and 'Software as a Service'*.

- Market Development Forums

The Cluster organised a Market Forum on Japan in August to introduce New Zealand companies to the Japanese market. The NZ Health Sector Engagement Forum is scheduled for November 2008, to take place prior to the AGM and will focus on MOH policies and programme of work.

- Cluster Website and Communications

The cluster website now hosts the Connected Health Industry Forum and our Collaborative Project documentation. 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.

- 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.

- Collaborative projects

The Cluster has completed 4 collaborative projects in 2008, *Chronic Care IT Roadmap, the Consumer Health Portal, the e-Labs Orders and Results proposal and Lean Thinking in ED using RFID*. These projects have involved a mix of New Zealand and international organisations and a large number of sector stakeholders.

5. THE YEAR AHEAD 2009

The Cluster in partnership with the Ministry of Health is launching *Collaborate 2 Innovate*; our new programme to develop collaborative project concept briefs. We will also be pursuing support for the next phases of the Consumer Health Portal and E-labs initiatives so that we can deliver some project implementations with real clinical benefit.

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



Andrea M Pettett
Chief Executive



MEMBERSHIP (1 September 2007 – 31 August 2008)

ACC Corporation
ARANZ Medical Ltd
ASP-X Limited
Augen NZ Ltd
AY Technologies Ltd
BITS Group NZ Ltd
Bootstrap IT Ltd
Cerner Corporation Pty Ltd
Chiptech Ltd
Cisco Systems Inc
Comrad Medical Systems Ltd
Critchlow Ltd
David Chrastecky
Dictaphone (division of Nuance)
Eagle Technology Ltd
EDS (New Zealand) Ltd
e-LM.com Ltd
Emendo Ltd
Enigma Publishing Ltd
Fingo Ltd
Fiona Thompson
Fraame Solutions Ltd
Fronde Systems Group Ltd
Genesis Consulting Ltd
Gen-i
Guardian Healthcare Group
Healthcare of NZ Ltd
Healthphone Solutions Ltd
Healthpoint Ltd
HealthWEST PHO
HIQ Limited
HISAC
Houston Medical
IBA Health NZ Ltd
IBM NZ Ltd Health & Life Sciences
Infogeni Solutions Ltd
iSOFT NZ Ltd
iVistra Technology Ltd
Kinross Group Ltd
MedTech Global Ltd
Microsoft NZ Ltd
Ministry of Health
Montage Interactive Ltd
National Institute for Health Innovation-
Auckland University
NZ Trade & Enterprise
Oracle Corporation
Pocket Solutions Ltd
ProCare Health Ltd
Rotorua General Practice Group
Royal NZ Plunket Society (Inc)
Safer Sleep Ltd
Sato New Zealand Ltd
Simpl Group
Solnet Solutions Ltd
Spark Dental Technology
Sun Microsystems (NZ) Ltd
Sysmex NZ Ltd
TeleMessenger Solutions Ltd
TelstraClear Ltd
Times-7 Holdings Ltd
Toniq Ltd
TrakHealth Pty Ltd
Tranzsoft Group Ltd
University of Canterbury
University of Otago
Vantex Technology Distribution Ltd
Victoria University of Wellington
Vivid Solutions (NZ TelePaediatrics)
Vodafone NZ Ltd
Voice Perfect NZ Ltd
Zephyr Technology Ltd