

## **CHRISTCHURCH IT COMPANY CONTINUES TO GROW**

**Christchurch, New Zealand, April 06 – Christchurch-based IT organisation Fraame Solutions has only been in business for two years but has already been successful in the New Zealand and Australian healthcare markets and placed runner up in the Allied Telesyn Business Marketer of the year award for 2005.**

Company CEO and Chairman of the New Zealand Health IT Cluster, Gavin Wright, puts the organisation's success down to their focus on delivering comprehensive solutions that produce real results, in particular for healthcare and community based organisations.

"Right from the beginning our focus has been simple. Everything we do is aimed at delivering a solution that enhances an organisation's ability to effectively manage its most valuable resource – information", says Mr Wright.

"We took the time to look at what we had, and what we wanted. We gave Fraame a picture of what we needed to achieve by melding together our existing electronic database and paper-based processes into one simple-to-use system", stated Pat Nolan, General Manager, Cholmondeley Children's Home.

With an increase in media attention on the level of healthcare being provided to the local community and the challenge of managing industry issues such as waiting lists, Mr Wright points out that technology systems are one key part of the overall solution to meeting these challenges.

"Anything that helps improve the complex administration loads these organisations face can only be good news."

"We believe our success has come from our understanding that technology alone does not improve healthcare delivery. It's a business process – it's about solutions, not just technology, and every solution can be different for every client."

Fraame's success can also be attributed to the strong alliances it has developed with some of New Zealand's largest technology companies, such as Hewlett Packard, and their Developer and Solution Partner Programme (DSPP).

John McCullough Independent Software Vendors Alliances Manager from Hewlett Packard said Fraame are what HP considers to be one of their proactive DSPP partners.

"We are very encouraged by Fraame's proactive approach to the programme and the increase in the span of our joint partner outcomes. We will continue to work closely with Fraame in the future", says Mr McCullough.

Of course, the success of any business must also include the dedication, knowledge and passion that come from its staff members and Fraame Solutions has more that doubled its staff since they began in 2004.

“Our staff has expertise in all of the industries we deal with and they understand the type of information technology required to improve the way they deal with their clients.

“To be able to employ staff of such high calibre in Christchurch has played a significant role in our success and will continue to grow our staff levels over the coming years”, says Mr Wright.

Fraame’s Australian and New Zealand Clients include: The Royal District Nursing Service, The Australian Council of Community Nursing Services, Healthcare of New Zealand and the Cancer Society.

### **About Fraame**

Fraame Solutions is a leading business solutions provider including a focus on the health and social care sectors, Launched in early 2004, Fraame has offices in Sydney and Christchurch, and offers its customers business process consulting through to the full implementation of information technology solutions.

Gavin Wright, CEO and founder of Fraame Solutions has worked extensively in health and IT and is the current Chair of the New Zealand Health IT Cluster [www.healthit.org.nz](http://www.healthit.org.nz) and a Board member of the National ICT governing body for New Zealand ICT-NZ [www.ict-nz.org.nz](http://www.ict-nz.org.nz)

For more information please contact:

Kerry Chisholm

Fraame Solutions

Ph: 03 3777 632

[Kerry.Chisholm@fraame.com](mailto:Kerry.Chisholm@fraame.com)