
Digital Healthcare Limited

Introduction

- Founded 1999 by MBO from Perkin Elmer (NYSE: PKI)
- Digital Healthcare provides enterprise software solutions for clinical diagnostics and chronic disease management in Optometry, Clinical Ophthalmology, Diabetic Retinal Screening and Clinical Trials (pharma)
- HQ - Cambridge UK, offices in Baltimore (MD) and Wisconsin (IL)
- 39 employees
- Current year revenues to Sep 2006 are budgeted to be £2.5m
- Our major customers are the National Health Service (NHS - UK), hospitals, universities and private practice in the US, Australia and New Zealand.

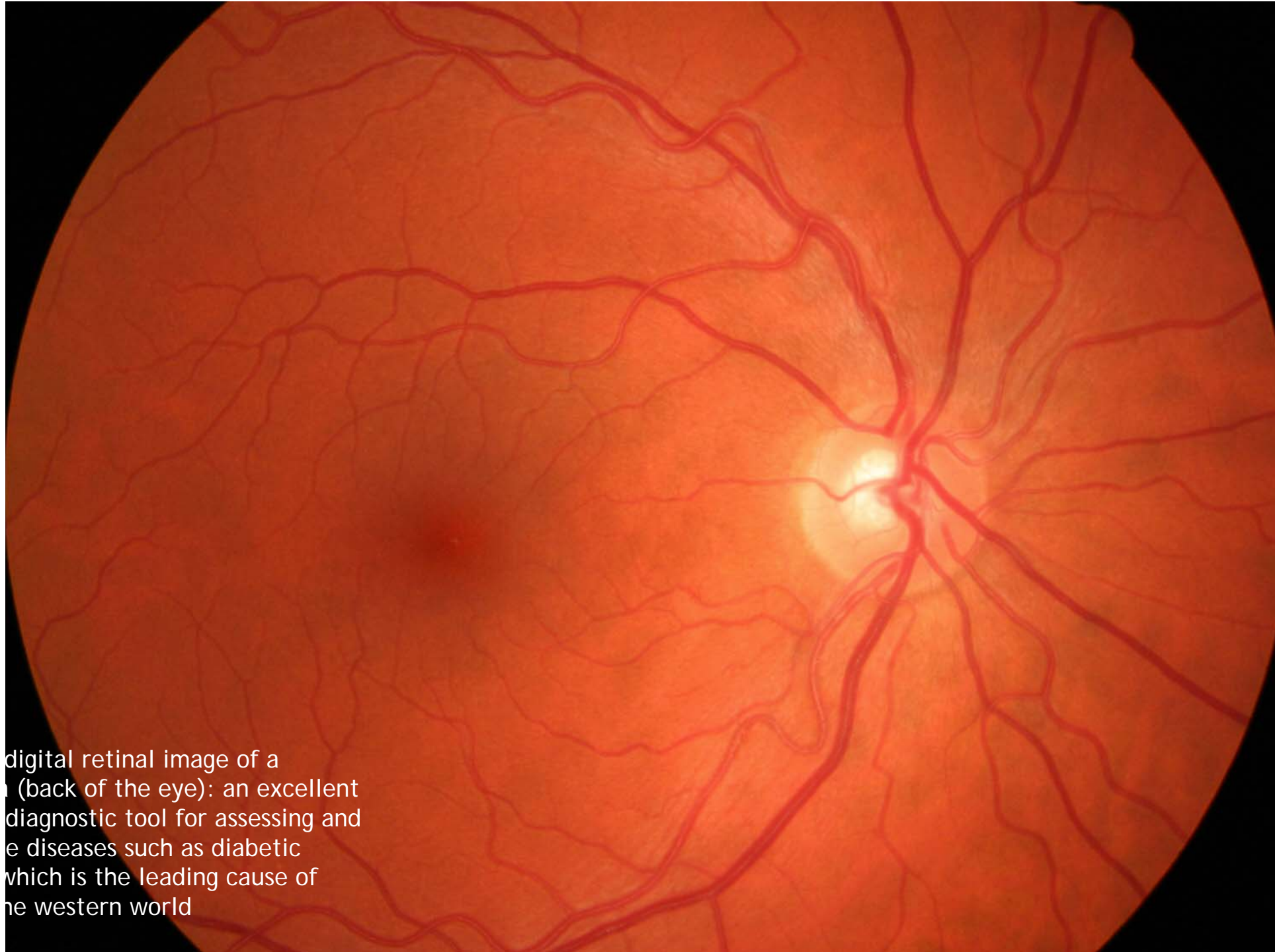


History & Highlights

- Supplier to the NHS for 6 years
- 2001 - Entered US market - direct sales and through distributors
- 2003 - Listed as an NHS national supplier for DRSS¹
- 2001 - 2004 development of a novel .NET application - *iP*® for chronic disease management
- 2004 - 2006 launch of OptoMize *iP*®, 40% share in DRSS, first deployment of secure tele-messaging in the world
- 2005 - Wisconsin Reading Centre contract for Clinical Trials (mainly pharma Phase III and IV)
- 2006 - Screening over 500,000 patients worldwide, HIMMS “MSHUG award” best in class

¹ The national Diabetic Retinopathy Screening Service (UK)





digital retinal image of a
(back of the eye): an excellent
diagnostic tool for assessing and
the diseases such as diabetic
which is the leading cause of
the western world

- Actions
- Demographics
- Clinicians
- Addresses
- Grading Summary - MR PATIENCE HOREY



Example of a retinal image with diabetic retinopathy, the red patches are haemmorages Which over time and left untreated can lead to blindness.

Cancel Next Finish

The challenge - A "Diabetes" Epidemic

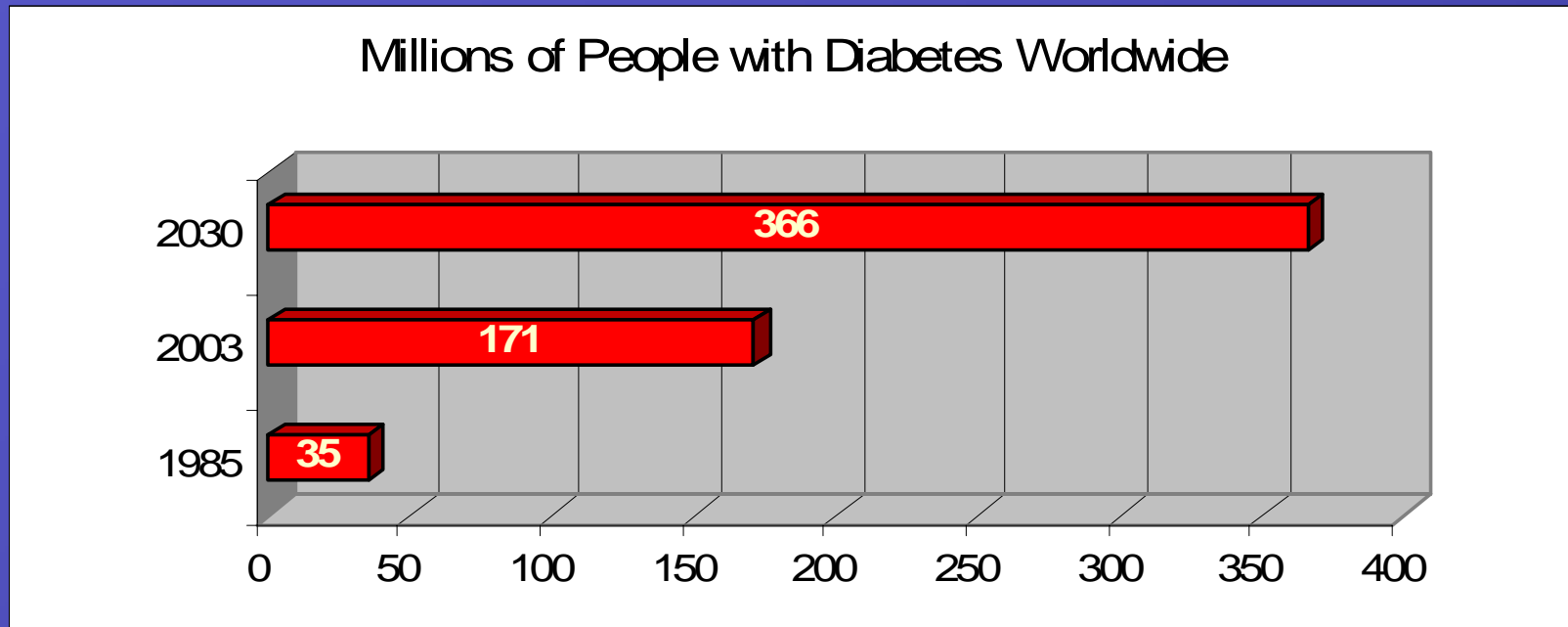
- Diabetic retinopathy is the single biggest cause of blindness in the western world.
- There is a global epidemic of diabetes enhanced by ageing populations, poor diet, lack of exercise and obesity.
- WHO predicts a 25% increase in mortality during the next decade due to diabetes and associated complications (CHD, Renal failure, Stroke).
- The impact on healthcare budgets is unsustainable and there has to be a shift in healthcare provision from "curative" to "preventative".

"Diabetes is a major threat to global health that is rapidly getting worse, and the biggest impact is on adults of working age in developing countries"

WHO 2005



The challenge - A "Diabetes" Epidemic



Source: WHO 2005

- Diabetes prevalence [US 21m - UK 1.8m - France 1.8m¹]
- Growth rate 6 - 10% pa
- Consumes 9-15% of healthcare budgets pa, US >\$150bn, UK £10bn, France €10bn
- Annual deaths 4m - 9% of global total

¹The Entred Study 2001

The solution

- To effectively manage chronic diseases, improve care, and reduce costs for a large number of patients a preventative healthcare model is needed.
- The only way to manage this is through modern IT solutions which can:
 - Connect primary and secondary healthcare (GP's and Optometrists to secondary hospital facilities
 - Provide for different deployment types (fixed, mobile, community screening etc.)
 - Enable secure transfer electronically of confidential patient data and images
 - Keep all data visible



OptoMize iP®

Provides a revolutionary automated and programmable care pathway for the management of patients, their data and records. The main benefits include:

- Faster and improved patient care
- Automation reduces costs and speeds up the service
- A scalable enterprise solution built on the latest technologies (.NET, SQL, HL7v3 messaging, DICOM)
- A closed loop system, patients don't get lost, transparent access to all data and clinical performance
- Full QA, reporting and audit trails
- Secure automated messaging between any locations (e.g. primary / secondary healthcare)



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