

## **“Solutions abound - Docobo Telehealth Solutions add experience to Buying Solutions Framework”**

### ***Introduction***

Docobo Ltd, the UK's leading provider of advanced Telehealth solutions and services announces that it has been awarded a Framework agreement with Buying Solutions that will help support the continuing growth and adoption of its Telehealth and related services and solutions in the NHS. Docobo solutions are already deployed across 40 PCTs, Hospital Trusts and Local Authorities.

### ***Continuing the success***

As an early developer and pioneer of Telehealth solutions in the UK, and one of the suppliers previously on the PASA Framework, Docobo brings a depth of experience gained from many years of implementing Telehealth projects in the UK NHS.

Adrian Flowerday, Docobo's Managing Director, commented “Many of our customers, who are extremely satisfied with both the Telehealth service and the technology we provide, are now looking to increase the number of patients they can manage remotely. For our customers, this award of a Framework Agreement with Buying Solutions is a major step forward and will enable expansion of their telehealth services to benefit more patients whilst saving public money”.

The new Buying Solutions framework agreement covers the purchase, installation, maintenance, monitoring and coaching of Telecare and Telehealth solutions and is for two years, with an option of two further one year extensions. This will offer a flexible way for Docobo to introduce a number of new and innovative products planned for release over the next 12 months.

### ***The way forward to successful mainstreaming***

The nature of the NHS means that implementation of Telehealth into mainstream service takes time, as staff adjust to new ways of working. The staff at Docobo, have been working with their customers' teams over several years to train the innovators, to assist them to select the right patients, and to support them in shaping their future telehealth programme. Many customers are now realising the benefits of their initial investment, with typically between 50-200 patients on the system, and are now in a position to move to mainstreaming in a stepwise progression with investment matched to realisation of benefits. The Buying Solutions framework will allow them to do this.

Having pioneered the use of Telehealth into the UK NHS, Docobo's knowledge and understanding of the NHS market and its need to drive

efficiencies through the QIPP agenda will help support its existing and expanding customer base to deliver quality services in a cost effective manner.

Adrian Flowerday added 'We are delighted to have been awarded a Buying Solutions Framework agreement as it will help Docobo to continue to provide first class support to our customers. We look forward to working with both our customers and Buying Solutions as the market continues to mature.'

### **About Docobo**

UK based Docobo was formed in 2001 to develop, manufacture and sell Telehealth related products, solutions and services. Docobo telehealth systems are now used by over 40 NHS PCTs, Hospital Trusts and Local Authorities to manage people at home who have Long Term Conditions. Benefits include reduced admissions, reduced nurse and GP visits, early and supported discharge and reduced use of residential and intermediate care. The products are manufactured in the UK so supporting the UK economy and job market.

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