

Press announcement

4 October 2010

Docobo Skips Downunder

Docobo Ltd, UK provider of the doc@HOME Telehealth solutions, announces a distributor agreement with Western Australia based Health Care service providers, Silver Chain.

The agreement enables Silver Chain to market Docobo's range of Telehealth systems and solutions across Australia and New Zealand. This comes after Silver Chain partnered with Docobo to implement doc@HOME for Silver Chain to support long term chronically sick patients, through their various initiatives aimed at managing patients at home and reducing hospital admissions.

Docobo's handheld HealthHUB and the doc@HOME Telehealth clinical infrastructure solutions, are being used across more than 40 Primary Care Trusts where the patient benefits and the significantly reduced cost of care is well established. Silver Chain conducted a global investigation of Telehealth solutions in 2008/9 and concluded that the Docobo solution best met their needs for a trusted and proven product designed specifically for the needs of chronically ill people. The Telehealth system enables the management of co-morbidities through its ability to support the holistic needs of a patient, rather than a focus on one disease/area. The ability of the system to support patient empowerment and self care, and the freedom to develop their own questions at no extra cost, was crucial to support their service offering.

Since that time, Docobo and Silver Chain have worked closely together to successfully implement the program in the Silver Chain organisation. In addition, the two organisations are working together on other opportunities across Australasia and have already won a significant first deal in New Zealand.

Adrian Flowerday, (Docobo Managing Director) commented that "As a long established charitable organisation, Silver Chain enjoys a pedigree and reputation of providing high quality care in Western Australia and Docobo is proud that Silver Chain selected to be both a user of the doc@HOME Telehealth solution as well as wishing to represent Docobo in the Australasian market. We are particularly delighted to have Silver Chain as our partner because, as a user of Docobo products, they have a unique advantage when dealing with other health agencies."

The growth in Telehealth is clearly aligned with Trusts as they realise the potential it offers to achieve quick in-year Quality and Productivity wins, and reduce unplanned admissions and A&E visits. At Docobo's Telehealth Collaborative event, held in London in July, PCT users demonstrated how their use of Telehealth enabled the QIPP agenda, and identified that success is closely linked to appropriate patient selection. In addition, it was clear that significant savings were seen for both health and social care and that those involved in joint commissioning would realise these joint savings.

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About Docobo

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

For more information about Docobo, our solutions and experience contact:

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About Silver Chain

Silver Chain, a not for profit charity, was formed in 1905 to provide district nursing and care service throughout Western Australia. Now one of the largest providers of community and health services across Western Australia, Silver Chain delivers more than 1.3 million hours of care and supports over 40,000 people each year with a variety of services including Silver Chain Home Hospital, domestic assistance, Aged Care Packages, Independence Programs, Respite Care, Wound Care Clinics and palliative care.

For more information about Silver Chain, please visit www.silverchain.org.au or contact (08) 9242 0242.

