



Religare Technologies Big plan for the global Healthcare Industry

Noida, 15th April, 2011: Information technology (IT) has the potential to improve the safety, quality, and efficiency of healthcare delivery. Penetration of IT in healthcare is generally low but surveys indicate that providers plan to increase their investments. Given IT's potential, both the private and public sectors have engaged in numerous efforts to promote its use within and across healthcare settings.

Delivering quality healthcare requires providers and patients to integrate complex information from various different sources. Thus, increasing the ability of doctors, nurses, medical practitioners, and others to readily access and use the right information about their patients to improve care. The ability for patients to obtain information to better manage their condition and to communicate with the health system could also improve the efficiency and quality of care. This potential to improve care makes broader diffusion of IT endearing to Healthcare Providers.

In brief, Information Technology allows healthcare providers to collect, store, retrieve, and transfer information electronically, phasing out the use of paper, thereby reducing medical errors, lower healthcare costs, improve patient safety and broaden the access to affordable care.

The Healthcare IT market is an area primed for significant growth in the near future. Global market research firm Frost & Sullivan in its latest research found that the Healthcare and Lifesciences IT industry will spend **\$ 58.4 billion in 2011** on IT products and solutions and the trend will increase in the coming years.

Religare Technologies, a global Healthcare IT products and services company, has been closely following the developments in the Healthcare space and has been delivering provider specific IT products and solutions that enable them to deliver quality patient care while achieving quick ROI on their investments. RTECH's foray into HIT commenced with its acquisition of SRIT's Healthcare IT division. SRIT was a known name in the HIT space for its **Magnum Suite of products** that encompassed enterprise class Hospital Information System (HIS) solutions to Medical Imaging Solutions (RIS & PACS) to Self Help Solutions (Patient Portal, Kiosk, etc.) that allow patients to interact and communicate with their healthcare providers.

Religare Technologies quickly consolidated the SRIT acquisition with a centralised leadership team and established new businesses and clients while not losing focus on existing customers. Clear focus and long term strategic direction backed by realistic goal setting ensured effective and successful transition.

"Joining forces with Religare technologies enabled our common vision of addressable Healthcare IT solutions to continue to flourish and better meet the needs of the global healthcare industry," said Vamsi Chandra Kasivajjala, Sr. VP – Healthcare IT (senior most SRIT leader who transitioned to Religare Technologies as part of the acquisition). *"We've made a strong push towards product development and look forward to extending our technology into a broad array of new markets and solutions."*



This acquisition, coupled by the promoter group's strong presence in the Healthcare space, added a synergistic blend of technology to the already existing domain focus to create a comprehensive solution bouquet to cater to the Healthcare provider segment.

"With the new leadership team in place, we are well positioned for accelerated growth and will support key growth areas identified by the business." Said Pankaj Vaish, President - Healthcare IT, Religare Technologies. RTECH has come a long way since its initial acquisition days and now caters to a diverse clientele right from North America all the way to South East Asia. RTECH has taken a conscious decision to work with clients that truly think out of the box and are not afraid to plunge into cutting edge technology based products & solutions. This has led RTECH to provide innovative solutions that provide maximal usability with minimal investment. This has also got them clients who are truly global in their thinking. Take, for example, **AS –Salam International Hospital**, a 350+ bedded hospital, has truly revolutionized healthcare in Egypt. The hospital with Dr. Fahad Khater at the helm, has ushered in development within Egypt's healthcare industry. Dr. Khater's plan is to create a local healthcare infrastructure to rival the world's best and to generate the investment to do it. He's pouring \$40 million into a total renovation of AS-Salam hospital, complete with state of the art equipment across various departments and aims to double the bed capacity in the next three years. Dr. Khater is positioning Egypt as a regional hotspot for health tourism and Religare Technologies is determined in making his dream come true through their state-of-the-art Healthcare IT solutions that powers the entire backend.

Also mentionable are their recent wins at Nigeria and UAE. **Nigerian Lebanese Hospital** is a pioneering effort made by the private sector towards best-in-class Healthcare in Nigeria. As part of the deal, Religare Technologies will automate the entire hospital and provide maintenance for a span of 5 years. Moreover, the company will be responsible for implementing, training and providing onsite and offshore support around Magnum HIS to Nigerian Lebanese Hospital. **Emirates International Hospital**, originally established in 1993 and located at Al Ain city, UAE has also entered into a contract with Religare Technologies to deploy their enterprise-wide Hospital Information System, Magnum HIS, in its state of the art facility.

For information technology to become widespread, Healthcare providers must adopt IT with arms wide open and this is what Religare Technologies' envisions. They plan to grow extensively in the Middle Eastern and African markets where healthcare delivery is grossly lacking, while continuing to focus on core emergent markets like India.

The Healthcare IT division of Religare Technologies has been continually investing in R & D which leads to better and streamlined products. The objective is to provide Healthcare providers with the tools to ensure compliance to processes, transactional efficiency related to Clinical, Administrative or Revenue related functions. Over the past two years, their product line has expanded to include such innovate solutions like Magnum Kiosk and Magnum Monitor, for the Intensive Care Support Unit. They are also working on a cost effective, cloud based Hospital Information System (HIS). The next generation cloud based Magnum aims to improve care coordination and communication among hospitals, physicians and patients and the ability to access patient information anytime, anywhere.



This service model is attractive because it offers affordable and predictable operating expenses, an assured uptime guarantee, and the ability to obtain ongoing technology refreshment from one of the leading healthcare IT providers, Religare Technologies.