



**ALCIDION**

# Investor Presentation

UK Webinar – Market Position and Opportunity

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# Agenda

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# Driven & highly Experienced UK Team

## UK Team

- Investment in UK team over past 2 years, grew staff head count from 10 to 35
  - Established clinical product specialist team
  - Focus on sales and marketing; most BDMs coming from other EPR / PAS providers
- Cost base established; able to support material revenue growth with only minimal incremental investment

Breakdown of UK team by function	June-19	June-21
Sales & Marketing	2	4
IT & Product Support, Implementation	6	27
Management, Finance & Admin	2	4
<b>Total</b>	<b>10</b>	<b>35</b>

## UK Managing Director – Lynette Ousby

- 20+ yrs experience in customer service, business transformation and operations across healthcare IT & finance sectors
- Previously, GM at **EMIS Health**, overseeing their acute (hospital) division
  - EMIS supplies solutions to Acute hospitals, mental health hospitals, pharmacies and GPs across UK
  - Prior to GM, Director of Customer Service & Support
- Strong focus on transforming customer engagement and ensuring Alcidion continue to deliver innovative technology solutions



# Alcidion in the UK

## Alcidion acquires

MKM Health & Patienttrack

## \$16.2m Placement

Funds primarily used to build sales, marketing & clinical support in UK

## NHS Lanarkshire

5-year contract to deploy Patienttrack to 3<sup>rd</sup> largest health board in Scotland

## Miya Precision

formally launches in UK

## East Lancashire

Contract across 5 hospitals for PT<sup>1</sup> + SP<sup>2</sup> for TCV of \$2.2m



## 1<sup>st</sup> UK Miya Precision

contract with Dartford & Gravesham  
\$1.9m TCV

## Lynette Ousby

Appointed GM, UK Sales & Marketing;  
Now, UK Managing Director

## Smartpage Included

on NHSX Clinical Comms Procurement Framework

## 2<sup>nd</sup> UK Miya Precision

contract with South Tees (incl. meds mgmt. / PT<sup>1</sup> & SP<sup>2</sup>)  
\$11.3m TCV

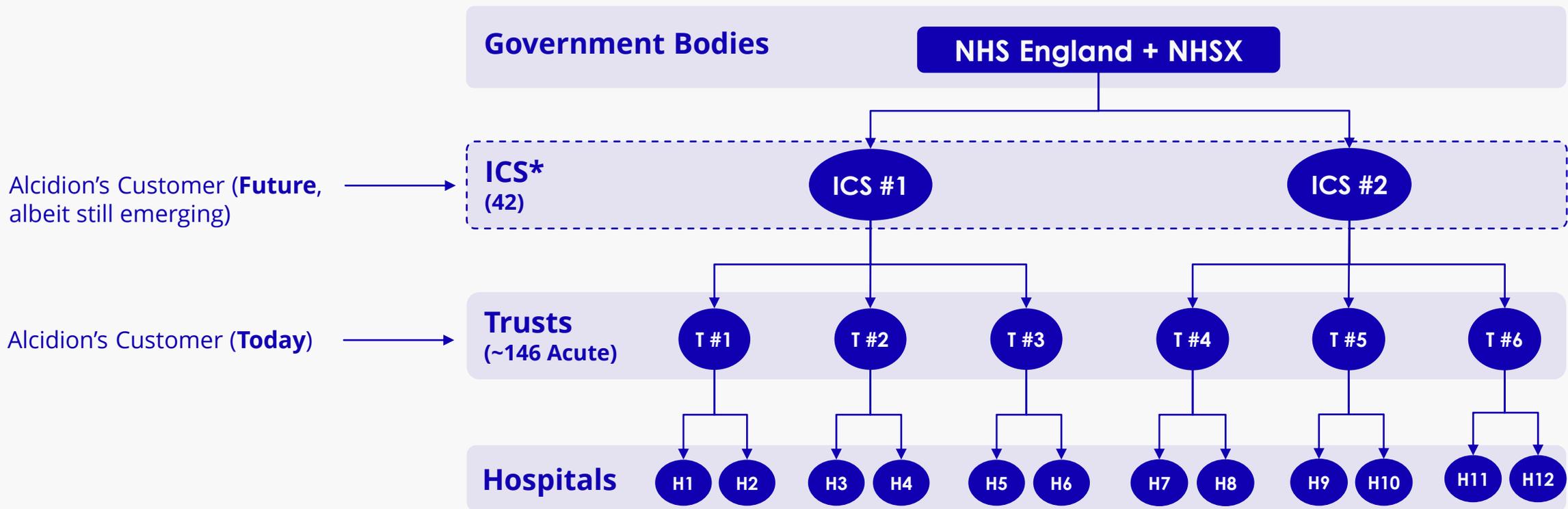
## Acquired ExtraMed

UK leader in patient flow management software

1. Patienttrack  
2. Smartpage

# Overview – UK Market Dynamics

For Illustrative Purposes Only



\* Integrated Care Systems (ICS) – Discussed in further detail on slide 8

# NHSX – Acceleration of the Digital Strategy

 NHS<sup>x</sup>

- NHSX: joint unit of NHS England and the Department of Health and Social Care, supporting local NHS and care organisations to:
  - Digitise their services
  - Connect the health & social care systems through technology
  - Transform delivery of patient care in hospital, community & home

## Digital Aspirant programs<sup>1</sup>

- NHSX initiated funding programs aimed at raising the digital maturity across the NHS to ensure a set of core capabilities
  - In 2020, 27 Trusts received up to £6m each
  - In 2021, 32 Trusts received funding from £250k to £6m
- NHS Trusts can select from a **framework of approved suppliers**

1. <https://www.nhsx.nhs.uk/key-tools-and-info/digital-aspirants/>

## Core Pillars of the Digital Strategy (EPR Strategy)

### Openness

Ability to integrate with other platforms and systems already in place

### Mobility

Ability to use the platform across hospital locations without extensive implementation

### Modular

Ability to apply some or all modules depending on existing infrastructure

### Ecosystems

Enhance other technologies to unify and streamline a hospital's digital capability



MIYA PRECISION

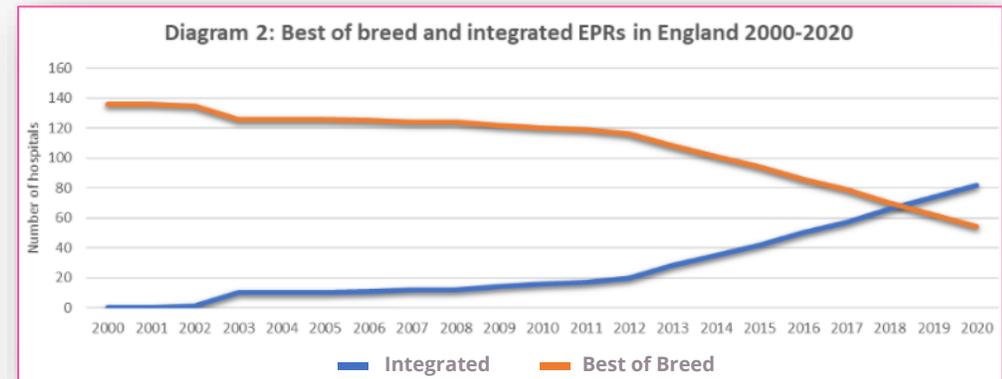
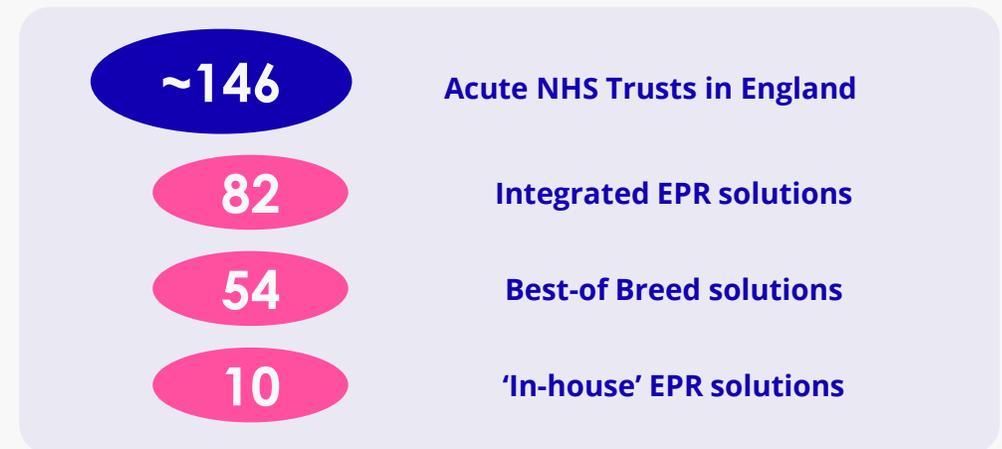
# Digital strategy provides potential to disrupt large EPR vendors

NHS + digital health market changing in UK, leading to growing adoption of larger integrated EPR contracts

- Concept of an EPR is maturing in the UK; market moving from standalone PAS to an integrated EPR given increasing demand for clinical capabilities – **A core competency of Alcidion!**
- EPR wins by major global vendors from larger hospitals has increased over recent years
- However, the adoption of 'Tier 2' vendors from mid/smaller hospitals has been slower driven by perception of higher impact (software only without support) & cost (minimal cost differential) leading buyers to large EPRs

## Digital Strategy & Alcidion Opportunity

- As Trusts look for integrated EPRs, there is demand & market opportunity for new players with an open platform, modern & modular architecture, mobility & improved price point
- Using Miya Precision as the **core orchestration layer**, Alcidion can layer their own solutions (partnering with others (Better Meds) as required) to create a modular ecosystem EPR that is agnostic of the care setting



# Increasing Importance of ICS in UK Market

## What are Integrated Care Systems (ICS)?

- Partnerships that bring together NHS health services across a **geographical** area (i.e. aggregation of Trusts (who may have multiple hospitals) in a region)
- Aim to **integrate** care across different organisations & settings, linking hospital & community-based services, mental health + health and social care.
- Currently no formal legislation/accountability, albeit are effectively mandated by NHS England – **plans for formal statutory legislation from 2022**

## Key ICS for Alcidion (Currently in 15 ICS)

### Greater Manchester Health & Social Care

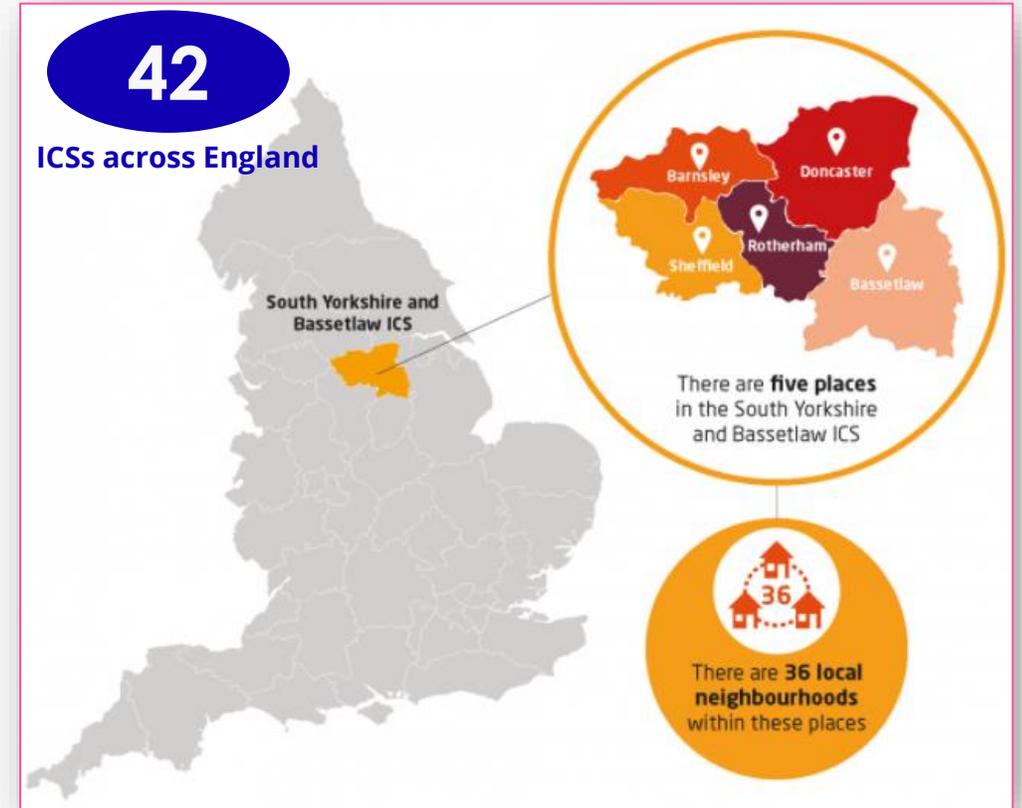
Bolton NHS  
Northern Care (Salford)  
Greater Manchester Mental Health  
Manchester University  
Pennine  
Stockport

### North East & North Cumbria

South Tees

### Lancashire & South Cumbria

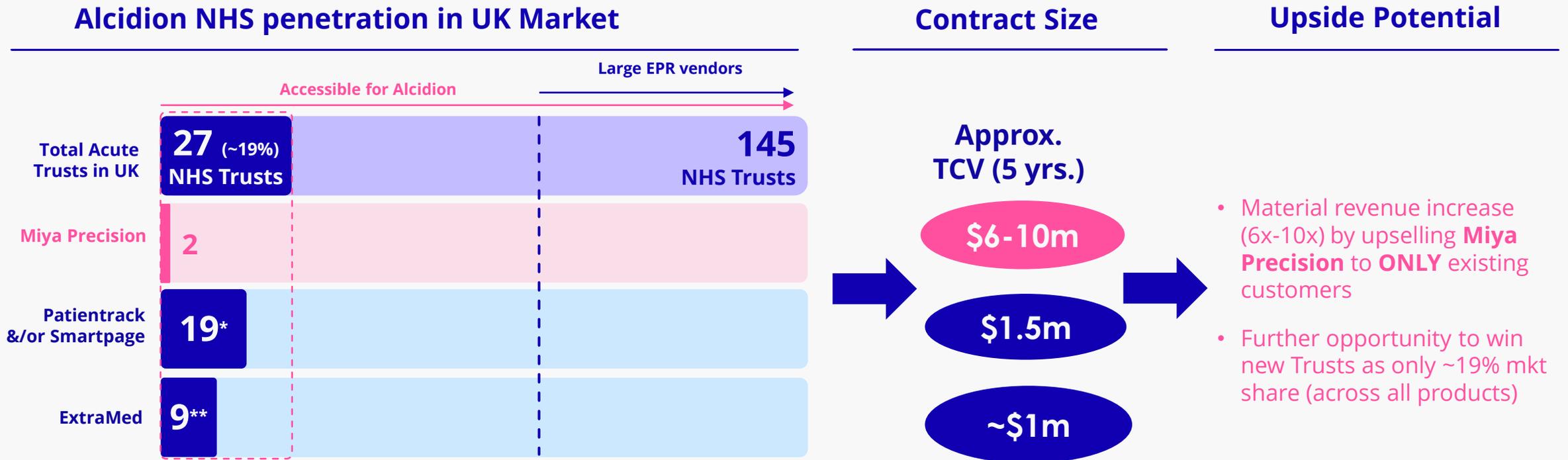
East Lancashire Hospitals  
Lancashire Teaching Hospitals



Source: The Kings Fund 2021: Integrated care systems explained: making sense of systems, places and neighbourhoods

# Current UK Market Penetration

Material revenue upside driven by product module upsell, along with new customer wins



## ICS - The Future of the NHS



- Foothold is strong base to upsell to 36% and target the other 64%

\* Includes duplicative sites with Miya Precision

\*\* Includes duplicative sites with Patienttrack

# Acquisition of ExtraMed

Long-standing UK market leader in patient flow, addressing key pain-points for hospital administrative staff

## Business Overview

- Leading UK provider with 20+ year track record providing patient flow management software
- Overlay on legacy hospital systems
- Replaces manual processes with digital solutions giving frontline staff real, actionable visibility of patient flow in hospitals
- Improving hospital workflow increasingly critical as NHS hospitals face overcrowding & resource constraints (highlighted by COVID)

### 3 Existing



### 6 New Customers for Alcidion



## Value Proposition

### Expands UK customer base

- 9 long-standing customers; Alcidion has no presence with 6 customers
- Expands UK market presence to 27 Trusts
- Further up / cross sell touchpoints / reference sites

### Builds upon UK Team

- 11 skilled IT and development healthcare staff
- Strong understanding of UK hospital workflow and major existing 'pain points'

### Strengthens position in UK market

- Strengthens patient flow offering; market leading position with well-accepted platform for UK market
- Removes competitor from future flow tenders
- Prevents larger competitors from acquiring to improve their offering

# Salford – opportunity to partner with Hitachi

Building the UK's first 'Digital Control Centre', a fully integrated digital transformation of care processes



## Salford Care Organisation Northern Care Alliance NHS Group

- ExtraMed awarded sub-contract for patient flow management as part of £25m large-scale IT project with lead contractor, Hitachi Consulting
- Using advanced data analytics & IoT tools to digitise processes & optimise staff resources, creating UK's first fully integrated hospital-wide digital transformation
  - KPMG, Microsoft & CenTrak also involved in the project
- Initial contract focused on Salford, with potential for expansion to other hospitals in North Care Alliance
- Digital control centre to be modelled on 'Capacity Command Centre' in operation at Johns Hopkins University (USA), designed by GE Healthcare
- Access to valuable IP to evolve Miya Precision positioning in Digital Command Centre



# UK Growth Strategy

Accelerating sales in the UK as part of becoming a leading global healthcare technology organisation

- 1 Upsell Miya Precision (or other modules) to existing Alcidion customers**
- 2 Win new Miya Precision installs**
- 3 Listed on Procurement Frameworks (to leverage Digital Aspirant programs)**
- 4 Strategic Acquisitions - aligned to criteria of improving NHS traction, expanding product offering, financially accretive**

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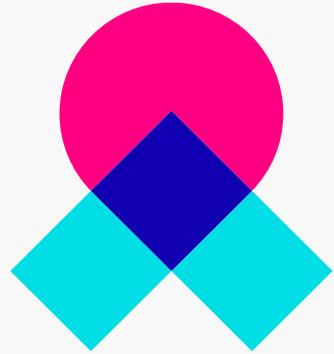
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