

Healthcare IT Partnerships

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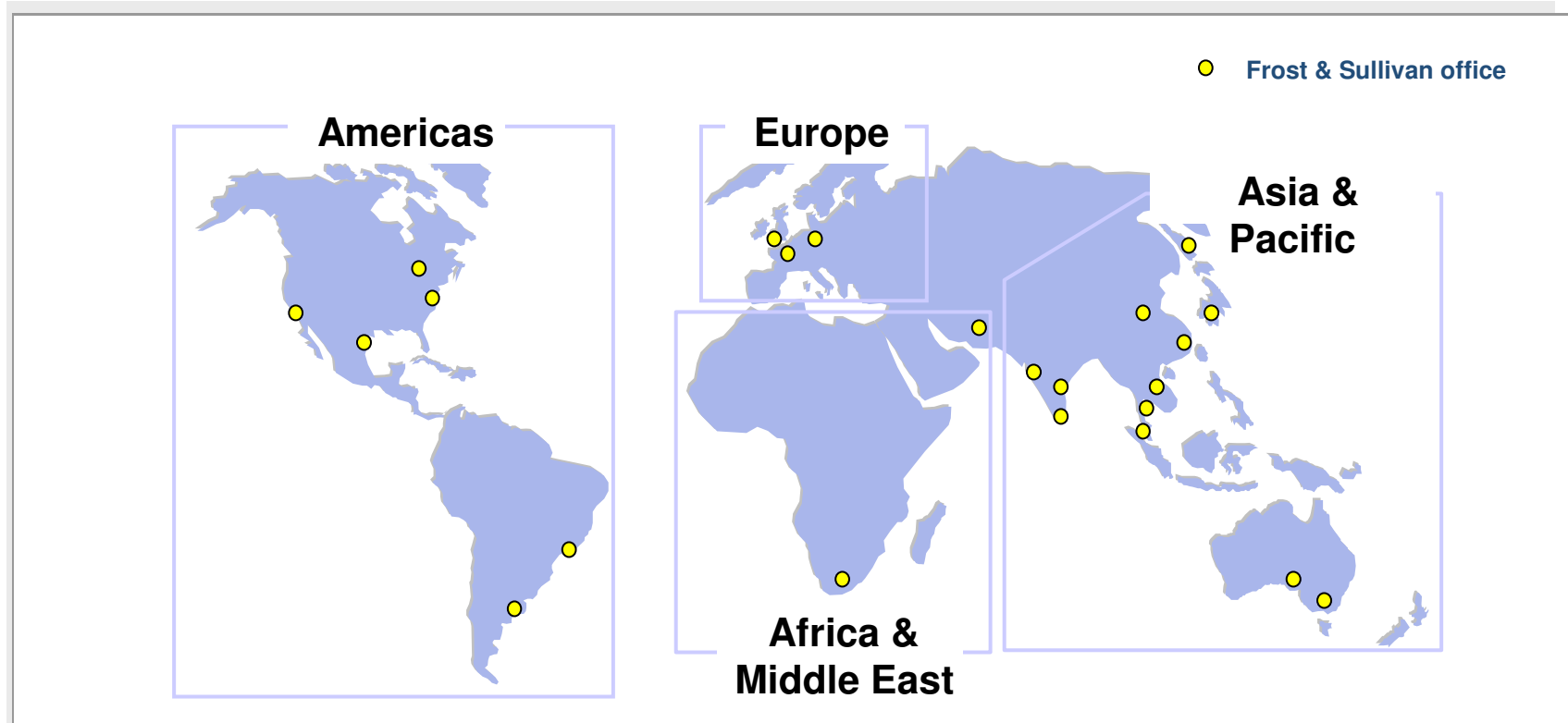
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Our Offices

Frost & Sullivan research and consulting expertise is present worldwide in more than 26 offices. **150 Healthcare Consultants & Analysts in ASIA**

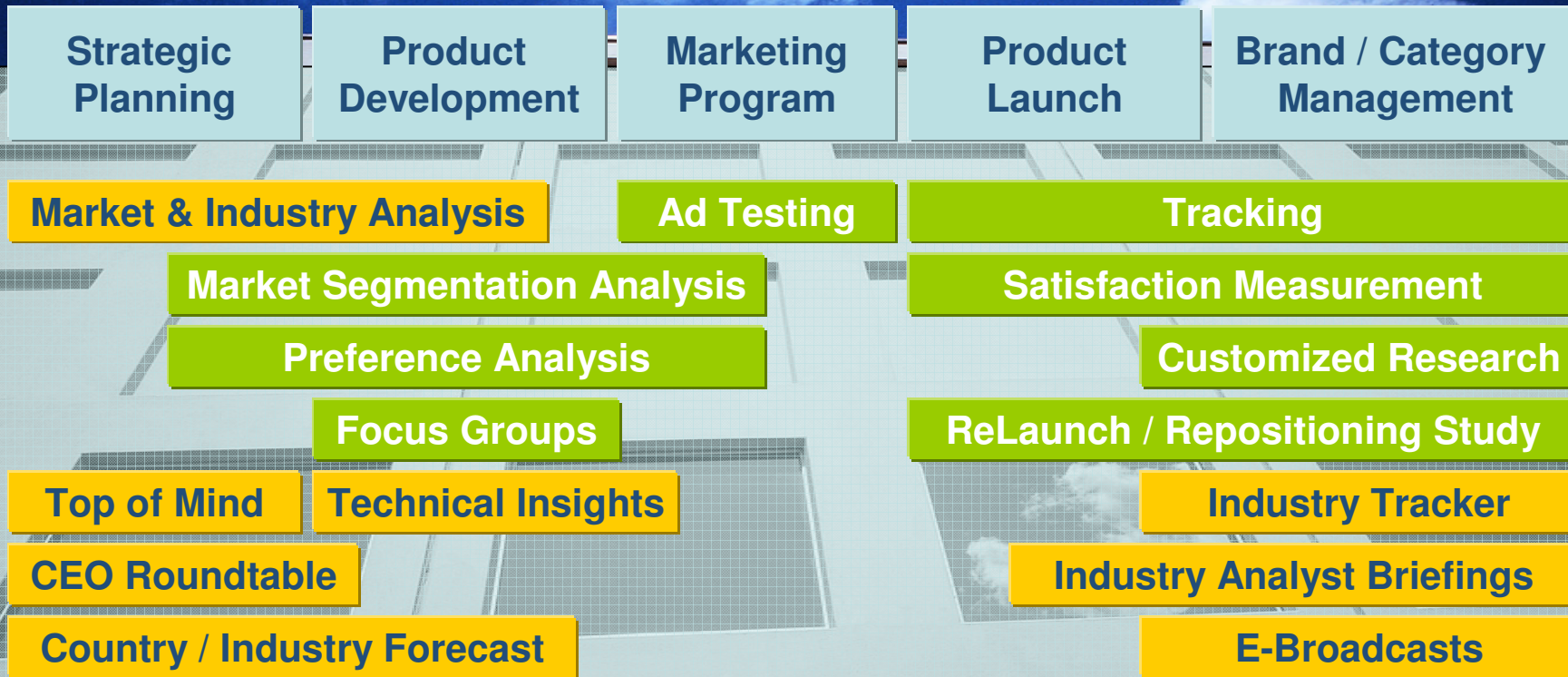


Frost & Sullivan is a global growth consulting company that partners with clients to support the development of innovative growth strategies.

Healthcare Practice - Service Coverage

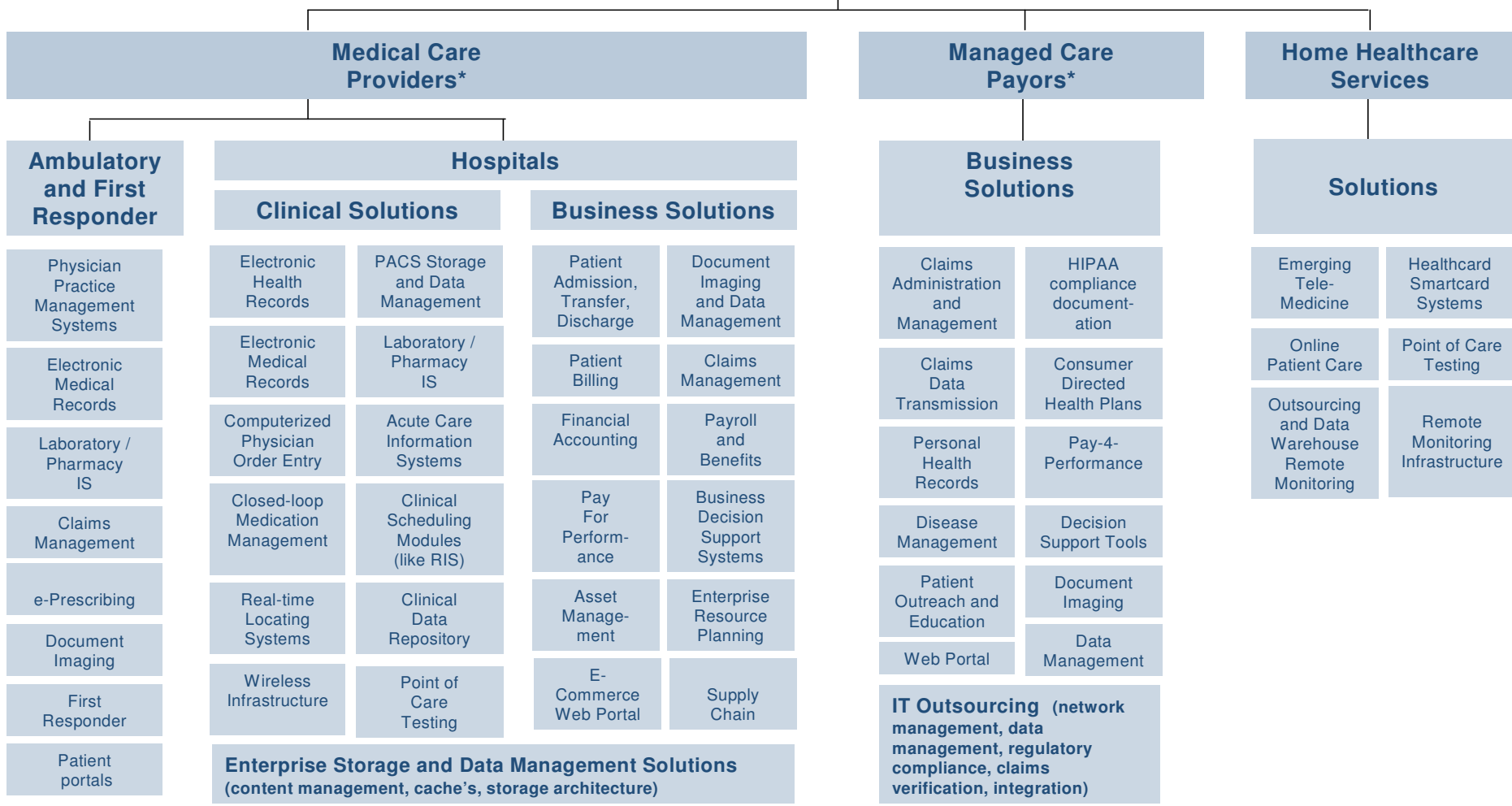
<p>Pharmaceuticals & Biotech</p>	<p>Medical Devices</p>	<p>Medical Imaging</p>
<p>CNS, Oncology, Diabetes, Cardiology, Drug Delivery, Emerging Areas, DTC, GMOs, Pipeline analysis, Biotech, etc.</p>	<p>Cardiology, Feminine Hygiene, Wound care, Gloves, Surgicals, Orthopedics, etc.</p>	<p>PACS, MRI, Cardiac, CT, Ultrasound, PET, Nuclear, Mammography, Contrast Media, etc.</p>
<p>Healthcare & Life sciences IT</p>	<p>Patient Monitoring</p>	<p>Drug Discovery & Clinical Diagnostics</p>
<p>Electronic Medical Records, HIS, Clinical Information Systems, Telemedicine, Life sciences IT, Outsourcing, CRM, etc.</p>	<p>Cardiovascular, Multiparameter, Telemetry, Diabetes, Defibrillators, etc.</p>	<p>Genomics, HTS, SNP, Gene therapy, Proteomics, Diagnostics, Invitro, Genetic Testing, etc.</p>

Supporting A Growth Strategy With *Research Capabilities across the Value Web*



■ Demand Side: Customer Research
■ Supply Side: Industry Research

Healthcare Information Technologies



Regional Health Information Organizations and National Health Information Networks (archiving, integrated delivery, disaster recovery, record locators, network consolidation...)

*Medical Care Providers (includes Hospitals/Ambulatory Care/Medical Centers/ Surgery Centers/ Physician Practices/Clinics)

*Managed Care Payors (includes traditional insurance reimbursement, HMO/PPO, Gov)

Health care IT Solutions for ANZ Aged Care Market- Case Study

The Client

A leading telecommunications and information service provider (telephone, mobile networks, data and internet services, cable distribution services etc).

The Challenge

The client was in the process of reviewing its engagement strategy with stakeholders in the Australian aged care industry, including the Australian government aged care agencies, residents and not-for-profit and for-profit care providers. The lack of clarity surrounding this sector prompted the client to approach Frost & Sullivan to conduct custom research with the goal of providing industry insight.

The Objectives

- Segment and detail the aged care market in Australia.
- Highlight key demographic trends and government policy/legislation/initiatives that impact the aged care sector
- Size the market for aged care (segmented into 1. Community Care and 2. Residential Care) and outline aged care delivery models adopted
- Profile aged care providers and elaborate on business challenges, revenue models, funding streams, expenditure, ownership patterns and growth strategies
- Describe the role of ICT in aged care delivery and highlight key demand trends for ICT products and services

Our Approach

In-depth primary research with key opinion leaders (aged care providers, ICT vendors, govt. bodies and associations) was carried out, supplemented with Frost & Sullivan databases, and other available databases to arrive at a comprehensive industry insight.

Strategic Outcomes

Among the several outcomes of the study, the key business challenges facing the aged care sector were identified and opportunities for the client to help address those challenges through specific ICT solutions were highlighted.

Australian Aged Care Market Revenues (Residential and Community Care) 2003-2008

