

An investment in Cohesion Medical's software solutions offer several key returns to the clinical users as well as healthcare strategists alike.

We have observed that since deploying Cohesion Medical's software solutions with a major Specialist Medical Clinic in NHS GG&C, the largest Health Board in NHS Scotland, several savings and benefits have been realised. Generalising our findings and experience, we have estimated a clinic's potential Returns On Investments (ROIs) from deployments of our software solutions.

Value Propositions

Cohesion Medical's software applications offer significant value propositions to clinics, hospitals and health boards from direct savings resulting from more clinically-effective use of treatment budgets and from indirect savings resulting from improved staff management and productivity levels such as reduced times for search, audit and research tasks. These value propositions can be summarised as below;

- Clinical Consultations - More effective patient consultations and engagement.
- Treatment-Outcomes - Improved outcomes, reduced chronic treatment costs, lower drugs budget.
- Search/FoI - Reduced personnel costs for Freedom of Information searches.
- Research/Studies - More efficient use of clinical data for research and studies.
- Audits/Reports - Reduced local clinic audit and administration costs.
- Clinic Management - Savings from more detailed managing of clinics as local cost-centres.
- MulticlinicSetup - Savings on national management and reporting structures.

Clinical Consultations - Savings & Benefits

Consultants have been able to use the application to facilitate in-clinic patient consultations allowing easy-view patient clinical data-history dashboards with integrated graphical information displays and fast easy-to-use features such as "Quick-Consult" data-entry. Staff can also access and use the application at any time, regardless of office or clinic location.

Treatment Outcomes - Savings & Benefits

The software applications are specifically designed to identify, analyse and reduce the usage of expensive treatments where no clinical benefit is shown. In some cases this may save the Health Board significant sums by switching between just as effective medications. The software thus facilitates the cost-effectiveness management of pharmaceuticals by pharmacists.

Search & FOI Requests - Administration Savings & Benefits

Satellite clinic administration of patient records which was considerable is virtually eliminated. The software reduces costly time/resource-consuming administration tasks required for freedom of information requests and clinical audits at clinics, healthboards and national levels. This has lowered the hospital administration costs considerably.

Data Studies & Research - Administration Savings & Benefits

Satellite clinic administration of patient records which was considerable is virtually eliminated. The software reduces costly time/resource-consuming administration tasks required for freedom of information requests and clinical audits at clinics, healthboards and national levels. This has lowered the hospital administration costs considerably.

Audits & Reports - Administration Savings & Benefits

Satellite clinic administration of patient records which was considerable is virtually eliminated. The software reduces costly time/resource-consuming administration tasks required for freedom of information requests and clinical audits at clinics, healthboards and national levels. This has lowered the hospital administration costs considerably.

Clinic Management - Local Cost-Centre Savings & Benefits

Satellite clinic administration of patient records which was considerable is virtually eliminated. The software reduces costly time/resource-consuming administration tasks required for freedom of information requests and clinical audits at clinics, health boards and national levels. This has lowered the hospital administration costs considerably.

Multi-Clinic Setups - Technology Savings & Benefits

Cohesion Medical's software applications are designed as n-tier scalable solutions based on proven web-based client-server technology framework. As such, the software is installed on a web hosting server running over a network and multiple users can access it via an appropriate web-browser installed on their computer. Our proprietary "Cohesion Manager" platform serves as a Server Applications Manager to deliver greater monitoring and management of server services to ensure high server performance levels to users are achieved. Data Integration with other data networks and data transfer from legacy system data can increase efficiency. The whole system can be run from the current server infrastructure using permissioned firewall access for clinics on the NHS network.

Case Analysis - Estimated ROIs

Based on our estimates and general information provided, we evaluate that in general a typical clinic's Return-On-Investment (ROI) of using Cohesion Medical's software solution projects produces additional savings of over £250k per year. Key findings from our case-analysis suggests a predicted ROI as follows;

- Estimated Saving per Clinic: £250kpa
- Estimated Saving for NHS Scotland: £1.5millionpa
- Break-even point achieved within 1 year of investment.
- Projected cumulative savings for NHS Scotland of over £4million over 3 years.

For more information contact Cohesion Medical Ltd at www.cohesionmedical.com