



**NEW ZEALAND
TRADE & ENTERPRISE**

New Zealand Trade and Enterprise (NZTE) is the New Zealand government's economic development agency. NZTE works to stimulate economic growth by helping to boost export earnings, strengthening regional economies, and delivering economic development assistance to industries and individual businesses.

As a global organisation, we use our knowledge and contacts in overseas markets to connect New Zealand businesses with trade and investment opportunities. Visit www.nzte.govt.nz for more information.

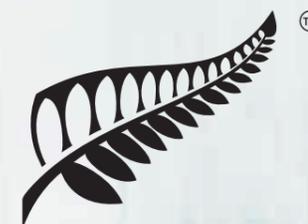
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ISBN xxx-x-xxx-xxxx-x - October 2013



NEW ZEALAND

Health Technologies

The leading edge

OCTOBER 2013





New Zealand is internationally recognised as a provider of trusted, high-quality healthcare technology solutions and services

The New Zealand health sector is known for its technological creativity and its ability to offer new perspectives on global healthcare challenges.

Faced with the growing cost and delivery pressures of local healthcare, Kiwi companies have created a culture of innovative product development, testing and trialling leading-edge technologies before taking them to the world. New Zealand's efficient product solutions and demonstrated capabilities in niche services means it can provide practical, patient-focused and cost-effective solutions to improve clinical outcomes, helping Australia's health providers to achieve even greater clinical excellence and meet rising patient needs and expectations.

A small country with big capabilities

As a small nation, New Zealand has developed a unique collaborative approach to problem-solving. Its universities, research institutions, health technology companies and the health sector work together to devise solutions for the world's healthcare challenges. Cross-fertilisation between surgeons, clinicians, vendors, healthcare providers and the commercial sector has led to affordable and user-focused health technologies.

New Zealand's vibrant medical technology industry has produced many world-leading medical solutions, including medical devices, in-vitro diagnostics, dental equipment and medical imaging equipment.

New Zealand companies are enjoying widespread success taking their healthcare software systems and web-based solutions to health providers throughout Australia

Some examples of companies operating in the healthcare system in Australia:

Sysmex provides laboratory information systems, clinical information management and data repositories, via products such as Delphic LIS and the Eclair web-based CIS - the basis for New Zealand's TestSafe clinical data repository. Sysmex's recent strategic alliance with Tasmanian health IT company Healthcare Software will combine the companies' clinical expertise to deliver complete electronic medical record functionality for the Australasian eHealth market.

Following its success in Hunter New England, NSW, a web-based healthcare programme led by the Canterbury District Health Board in New Zealand, will be introduced in western Sydney, Barwon, Victoria, and the NSW central coast. **HealthPathways** is an information portal for numerous common conditions that's tailored for local healthcare practitioners based on the resources available in the area and is designed to promote quality of care within each region.

The Connected Care Management Solution (CCMS) by New Zealand software company **HSAGlobal** is a purpose-built platform used in several New Zealand collaborative health projects. It's now being adopted by South-Eastern Sydney Medicare Local to manage its Access to Allied Psychological Services and Partners in Recovery programmes. Other Medicare Locals, Local Health Districts and Local Health Networks are also looking at CCMS to facilitate collaboration between primary, aged and acute care providers.

The Gippsland region's Mobile Wound Care project gave community nurses remote access to an expert regional wound consultant. Facilitated by HSAGlobal software, this project reduced the average healing time for all wounds by 43% and cut the cost of consumables by one third. By the end of year three, clients required two less visits on average. The project won the 2011 Victorian Healthcare Association Award.

