

## **Pro Medicus Signs A\$7 million deal with US-based Franciscan Missionaries of Our Lady Health System**

Wednesday 27<sup>th</sup> April 2016

### **Key Points:**

- **Franciscan Missionaries of Our Lady Health System (FMOLHS) to use Pro Medicus' Visage 7 technology for primary diagnosis and enterprise distribution of medical images**
- **Seven-year deal with base value to PME of A\$7M**
- **Transaction-based model with potential upside**
- **Second deal as part of the ROi master purchasing agreement**

Leading health imaging company Pro Medicus Limited [ASX: PME] today announced its wholly owned US subsidiary Visage Imaging Inc, has signed an A\$7 million, 7-year contract with Franciscan Missionaries of Our Lady Health System ("FMOLHS"), the largest health system in the U.S. state of Louisiana.

The contract, based on a transaction licensing model, will see Pro Medicus' Visage 7 technology implemented at FMOLHS's five acute care and specialty hospitals. Once fully implemented, Visage 7 will be a key component of FMOLHS's enterprise viewing platform and will be used for primary diagnoses, enterprise distribution and access to radiology images by over 2,000 physicians via the system's new electronic health record (EHR).

FMOLHS is also a shareholder of ROi, a leading US health care supply-chain organization, with this the second deal completed under the Visage/ROi agreement announced in April 2016.

Planning for the project is scheduled to begin in the first quarter of FY2017, with the first phase of the implementation to commence in the 2nd half of FY2017 to coincide with the rollout of FMOLHS's EHR. It is estimated the project will take 12 months to complete.

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The FMOHLS sale builds on the four large enterprise system contracts Pro Medicus has won in the previous 12 months. These include the University of Florida Health in April 2015, Allegheny Health Network in September 2015, a large government-run hospital in Germany in November 2015 and Mercy Health announced in April 2016.

Dr Sam Hupert, Pro Medicus Chief Executive Officer, said “This deal demonstrates the benefits of the group purchasing deal we recently made with ROi. By having the agreement in place we were able to significantly streamline the sales and contracting processes with FMOLHS saving both parties a large amount of time and resources. It also means we will expand our footprint to the Southern States of the US. quicker than would otherwise be the case enabling us to build on our recent successes in the North American market.”

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**About Pro Medicus Limited:**

Pro Medicus Limited [ASX: PME] is a leading medical imaging IT provider. Founded in 1983, the company provides a full range of radiology IT software and services to hospitals, imaging centres and health care groups worldwide. In late January 2009, the company announced the purchase of Visage Imaging, which has become a global provider of leading edge enterprise imaging solutions, pioneering the best-of-breed, or Deconstructed PACS® enterprise imaging strategy. Visage 7 technology delivers amazingly fast, multi-dimensional images streamed via an intelligent thin-client viewer. The company offers a leading suite of RIS, PACS and e-health solutions constituting one of the most comprehensive end-to-end offerings in radiology. Pro Medicus has offices in Melbourne, Berlin and San Diego.

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