

Company announcement

PME signs 7-year, \$40M contract with Novant Health

1 October 2021

HIGHLIGHTS

- **PME signs 7-year, AUD \$40M deal with Novant Health**
- **Visage to replace multiple legacy PACS**
- **Contract includes Visage 7 Workflow in addition to Visage 7 Viewer**
- **Visage 7 platform to be fully implemented in the public cloud**
- **Extends PME's rapidly growing footprint in the North American IDN market**
- **Transaction-based licence model with potential upside**

Leading health imaging company Pro Medicus Limited [ASX: PME] today announced its wholly-owned U.S. subsidiary, Visage Imaging, Inc., has signed a \$40M, 7-year contract with Novant Health, Inc. ("Novant Health").

Based on a transactional licensing model, the contract will see the company's Visage 7 Enterprise Imaging Platform ("Visage 7") and Visage 7 Workflow module implemented throughout Novant Health, providing a unified diagnostic imaging platform across the network.

Novant Health, headquartered in North Carolina, is a community-based integrated delivery network (IDN) that spans three U.S. states, including 15 medical centers and hundreds of outpatient facilities and physician clinics. Novant Health serves more than 6 million patients annually.

Planning for the rollout is to commence immediately, with initial go-lives targeted for the second half of the financial year. The implementation will be fully deployed in the Microsoft Azure cloud.

"Novant Health is our seventh major North American contract in less than 18 months and our equal largest deal to date, underpinning the strong momentum we continue to build in the market," said Pro Medicus CEO Dr Sam Hupert.

For personal use only

Pro Medicus Limited
450 Swan Street Richmond
Victoria 3121 Australia
T +61 3 9429 8800
F +61 3 9429 9455
www.promed.com.au

“Like several of our other recent deals, it includes more than one of our products, in this case, Visage 7 Workflow as well as Visage 7 Viewer, validating our strategy of providing clients maximum flexibility by offering a highly modular, multi-product solution.”

Novant Health also joins an increasing number of Visage clients to opt for a fully cloud-based solution, a trend that is growing rapidly amongst healthcare providers in North America.

“Our pipeline remains strong. Deals like this confirm our view that Visage 7, with its proven cloud-native technology and modular design, provides us with a significant strategic advantage that enables us to address opportunities across a growing segment of the market both in North America and other regions,” said Dr Hupert.

Authorised by the Board of Pro Medicus Limited.

For further information:

Dr Sam Hupert
Chief Executive Officer
Pro Medicus Limited
Ph: +61 3 9429 8800

Media:

Richard Allen
Oxygen Financial Public Relations
Ph: +61 3 9915 6341

About Pro Medicus Limited:

Pro Medicus Limited [ASX: PME] is a leading healthcare informatics company. Founded in 1983, the company provides a full range of medical imaging software and services to hospitals, imaging centres and health care groups worldwide. In January 2009, the company acquired Visage Imaging transforming it into a global provider of leading-edge medical imaging solutions. The company's Visage 7 suite of products are the foundation of an ultra-fast, clinically rich, and highly scalable platform that is seamlessly deployable in both public and private cloud environments. The company offers a leading suite of RIS, PACS, Artificial Intelligence (AI) and e-health solutions constituting one of the most comprehensive end-to-end offerings in healthcare imaging. Pro Medicus has offices in Melbourne, Berlin and San Diego. www.promedicus.com.au

For personal use only