



# **DEDALUS** PRESS KIT

**2023**

# ABOUT DEDALUS

Dedalus is the leading provider of healthcare and diagnostic software in Europe and one of the world's largest. Our shareholding structure guarantees financial capacity and stability, thanks to the investment from Ardian, the largest private investment company in Europe and the fourth largest in the world.

In 2016, Dedalus decided to focus its expansion strategy on the accelerating demand for innovative and comprehensive solutions to support the digital transformation of the healthcare ecosystem.



**Andrea Fiumicelli**, CEO of Dedalus Group, explained that "Dedalus' vision is for a **"digitally-enabled "healthcare ecosystem** where all stakeholders actively collaborate across the continuum of care to improve each citizen's health outcomes. Our software solutions enable the integration of processes, workflows and applications in order to improve healthcare outcomes for each individual and for the population as a whole. **At the core of our business is a constant focus and commitment to create and deliver innovation at scale.** Our healthcare platform provides tools to coordinate and integrate care, to deliver virtual care and telemedicine services, and to support population health management. Our clinical, diagnostic and operational software is built on an open data architecture and on semantic interoperability and designed according to global industry standards."

# OUR UNIQUENESS

A **Global company**, founded in Europe, working at scale with multiple **local healthcare ecosystems** to **digitally transform care**.



Creating **solutions** using **Open Standards** and incremental **innovation**, to rapidly deliver **value** and to exploit the **power of data** securely and respectfully.

With **deep expertise** and **experience** of **digitising** and bridging each part of the **continuum of care** focusing on a **"patient-active"** approach.

## PRESS KIT

# DEDALUS, A COMPANY WITH INTERNATIONAL IMPACT

DEDALUS EMPLOYS +7,100  
PEOPLE IN 40 COUNTRIES, WITH  
ITS CONSOLIDATED REVENUE  
NEARING 820M€ IN 2022.

The group was founded in Florence in 1982 and is present in over 40 countries. It is the leading company in its market segment in France, Germany, Italy, the United Kingdom and Spain.

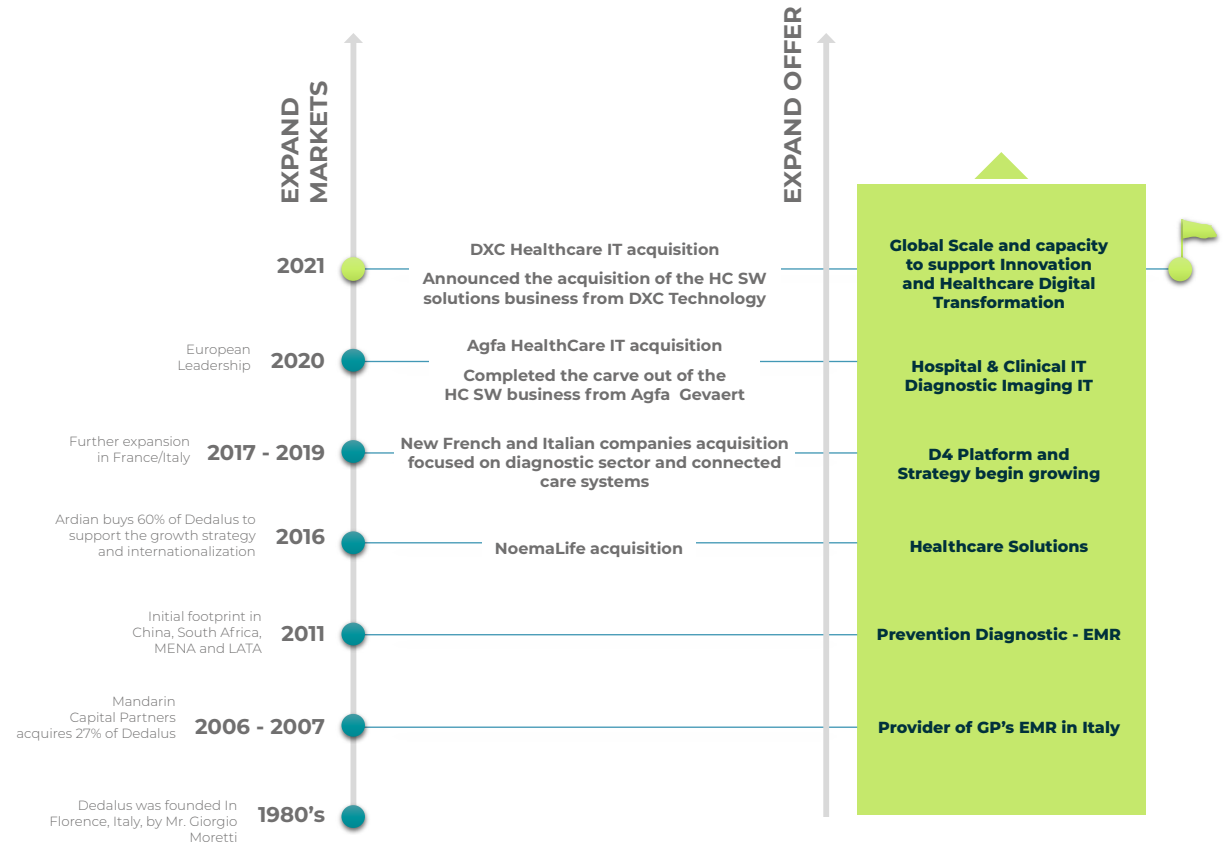
Dedalus employs over 7,100 people and includes an impressive R&D team of people around the globe (38% in R&D). The group is led by Andrea Fiumicelli, its CEO. Giorgio Moretti is the group's founding chairman. For 40 years, Dedalus has been working with public, private and collective interest healthcare institutions, to help them optimise their professional processes.

To this end Dedalus provides a variety of software solutions ranging from Hospital and clinical information systems, to diagnostic, medical imaging, connected care, prevention, primary care population health management, business intelligence.



**PRESS KIT**

# BUILDING GLOBAL SCALE & REACH



# 2022 KPI's & STATS

## Company and Financial

**€820m** 2022 REVENUE PROFORMA

**+38%** IN R&D

**+7100** HIGHLY SKILLED RESOURCES

**+40** COUNTRIES WITH LOCAL PRESENCE

## Clients' outcomes

**5,700** # LABS AND DIAGNOSTIC CENTERS

**6,700** # HOSPITALS

**+4bn** # DIAGNOSTIC RESULTS (LIS, RIS, AIS) PER YEAR

**+57m** # HOSPITAL INPATIENT ADMISSION PER YEAR

**1000** # REGION WIDE PROJECTS

**+35m** # EMERGENCY ROOM ADMISSIONS PER YEAR

**460M** # PATIENT RECORDS

**+37m** # SURGICAL INTERVENTIONS PER YEAR

**+540m** # OF POPULATION SERVED ACROSS 40 COUNTRIES

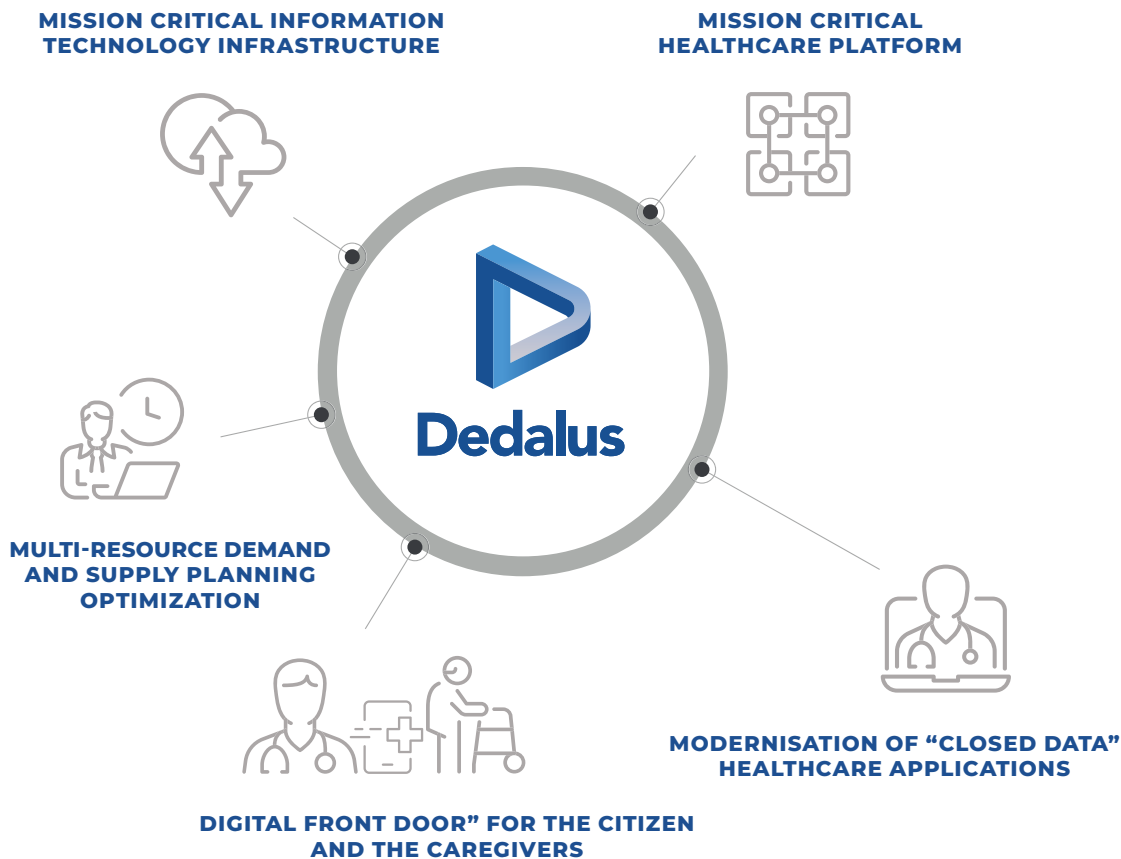
**+270m** # OUTPATIENT VISITS PER YEAR

**PRESS KIT**

# DIGITAL TRANSFORMATION OF HEALTHCARE ECOSYSTEM

## 5 AREAS OF INTERVENTION

We approach the digital transformation of the Health Care Ecosystem through 5 main areas of intervention.



The background of the slide is a composite image. It features a person in a dark suit holding a smartphone. Overlaid on this is a glowing blue network of interconnected nodes and lines, resembling a digital map or data network. The overall color palette is dominated by blues and greys.

# Dedalus

## ASIA



## PRESS KIT

# DEDALUS IN ASIA

## ENABLING DIGITAL TRANSFORMATION FOR A NEW LEVEL OF CARE

OVER 100 HEALTHCARE  
FACILITIES ACROSS 5 COUNTRIES

SUPPORTED BY A TEAM OF OVER  
150 HIGHLY SKILLED PEOPLE  
DEDICATED TO OUR REGION.

MAJOR OFFICES IN INDIA,  
MALAYSIA AND THAILAND

Dedalus today has a presence across five countries in Asia spanning both best of breed solutions to whole of country EMR. Dedalus has successfully implemented and continues to support over 150 healthcare facilities. Each utilising one or more of our mission critical solutions, be it for an EMR or just a department

### BUILDING THE FUTURE

All health systems in Asia require intelligently connected IT systems, data and people that can help create new care ecosystems in support of better sustainability and satisfaction in our healthcare system. Asia healthcare providers see the need to extend their services to the wider population which requires accurate data, business analytics and mobility.

This new ecosystem must:

- connect and engage the patient, their carers and care teams;
- actively support care planning and execution across multiple conditions, organisations and settings, creating a single integrated care plan;
- be tailored to the individual needs of the patient and the caregiver at the point of care;
- leverage data about the patient and the population to provide intelligent support for clinical decision-making and care execution; and
- provide real-time analytics to support research, planning and outcomes measurement.
- be affordable and supportive of cost and funding principles of the Public and Private systems

The Dedalus platform is designed to address these challenges, working with each local region to support their digital journey with respect to their unique starting point

**OVER 30 YEARS IN THIS  
REGION**

**AWARD WINNING  
TECHNOLOGY**

**OPEN STANDARDS  
BASED INTEROPERABLE  
PLATFORM**

**SOLUTIONS THAT  
RESPECT LOCAL  
VARIATION AND  
PROCESS AND  
LEGISLATIVE NEEDS**

## PRESS KIT

# DEDALUS PLATFORM

## FLEXIBLE, SECURE, INTEROPERABLE & SCALABLE

## 30 YEAR HERITAGE IN ANZ

- **BRUNEI** - NATIONWIDE EMR
- **MALAYSIA** - 11 PUBLIC HOSPITALS EMR
- **SINGAPORE** - 10 HOSPITALS  
DEPARTMENTAL SYSTEMS
- **INDIA** - 16 PRIVATE HOSPITALS
- **THAILAND** - 3 PRIVATE HOSPITALS  
3 CLINICS & 1 PUBLIC HOSPITAL

Our platform is built on modern, standards-based technologies that enable you to take advantage of the latest innovations (such as Cloud, AI/ML, Open APIs). As an example, our Care Suite Personas (CSP) product provides an intelligent user experience / interface for clinicians that are specific to the user's care setting, role and clinical process being undertaken. It provides user and setting-specific workflows which are designed to support the end-to-end process in that setting.

At Dedalus we seek to enable our clients to maximise the value from their existing IT investments people and processes, whilst providing a route to modernise and replace these underpinning systems as necessary. Our focus is on unlocking value from your investment from the first day of our engagement.

Utilising our modern open platform to capture, move and access critical data we present a 'building block' strategy, tailored to local needs where we can bring our broad suite of products and partnerships to bear on our clients' challenges.

Our approach to deployment does not ask our clients to embark on a high-risk, 18 month implementation journey, before any patient, clinical or financial value can be realised, nor does our solution constrain the ability to innovate with other technology partners and vendors.

**Because there is no 'one size fits all' in healthcare**

**2M** INPATIENTS  
PER ANNUM ARE  
MANAGED BY OUR  
SOFTWARE IN ASIA

**17M** OUTPATIENT  
& **2M** EMERGENCY  
EPISODES MANAGED  
IN ASIA

**OVER 20,000**  
BEDS MANAGED  
THROUGHOUT THE  
YEAR

**+150** PUBLIC AND  
PRIVATE HEALTHCARE  
FACILITIES  
SUPPORTED BY OUR  
SOLUTION S ACROSS  
ASIA

PRESS KIT

# THE STRENGTH OF DEDALUS 3.0

A WORLD  
LEADING  
PRODUCT  
PORTFOLIO  
DELIVERING  
PERSONALISED  
MEDICINE  
TODAY

The ultimate goal of digital health & care is to utilise as much data as we can to drive the most effective treatment plan.

The tools required to deliver personalised medicine are not the realm of science fiction, they are here today.

Through our acquisition of DXC's Australian, NZ and Asia healthcare business we are looking to bring even more innovative solutions to the Asian markets supporting greater care beyond the hospital walls focused on patient engagement, Chronic Care and Population Health management. Dedalus has world leading Diagnostic capabilities across laboratory and imaging systems.

With our advanced oncology and chemotherapy solutions, Dedalus is able to support the oncology patient digital journey, as well as support health care organisation to deliver effective and efficient treatments, with relevant savings on the production cycle of oncology drugs.

Dedalus want to enable the Asian region to get value of these innovations to benefit the health system and clinicians, but most importantly improve the outcomes for patients and the overall health of the population considerate of affordability of such solutions.

## PRESS KIT

### CONTACT

[global.marketing@dedalus.com](mailto:global.marketing@dedalus.com)

### FIND US



[www.dedalus.com/asia](http://www.dedalus.com/asia)

