



# **DEDALUS** PRESS KIT

**APRIL 2021**

# EDITORIAL

## THE CREATION OF A GLOBAL FORCE IN HEALTHCARE IT

- > A GLOBAL EUROPEAN HEALTH SOFTWARE COMPANY
- > ONE OF THE LARGEST HEALTH SOFTWARE COMPANIES IN THE WORLD
- > WORKING ACROSS THE WHOLE CONTINUUM OF CARE
- > OFFERING OPEN STANDARDS-BASED SOLUTIONS

We are pleased to announce that the acquisition of DXC's healthcare provider software business by the Dedalus Group is complete. Today we become one of the world's largest healthcare IT businesses with a broad portfolio in the clinical IT areas of hospital information systems (HIS), primary and social care, integrated care and diagnostics.

This acquisition enables Dedalus to accelerate the digital transformation of the global healthcare ecosystem through our scaled R&D capabilities. We now employ over 5,500 people and have the largest R&D software team in the sector in Europe.

The dedicated focus of Dedalus on IT solutions for healthcare means that our clients will see increasing value through software innovation, support, and collaboration.

With the acquisition of DXC's healthcare provider business, Dedalus is consolidating its market leading position in the healthcare software business. With a presence in over 40 countries, we have a market leading position in Hospital IT (HCIS) and Diagnostic (DIS) solutions in the **United Kingdom, Ireland**, Germany, Italy and France. We have a strong market presence in Austria, Switzerland, Spain, China, Brazil, Australia, New Zealand as well as Latin America, the Middle East and Africa. Thanks to our software solutions we can support stakeholders across the continuum of care undertake their Digital Transformation Journey. These include national and regional authorities, public and private health care providers, diagnostic networks, general practitioners, patients, carers and other key actors in the health care ecosystem.

# 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,".



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# DEDALUS, A COMPANY WITH INTERNATIONAL IMPACT

DEDALUS EMPLOYS 5,500  
PEOPLE IN 40 COUNTRIES, WITH  
ITS CONSOLIDATED REVENUE  
NEARING 700M€ IN 2020.

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.

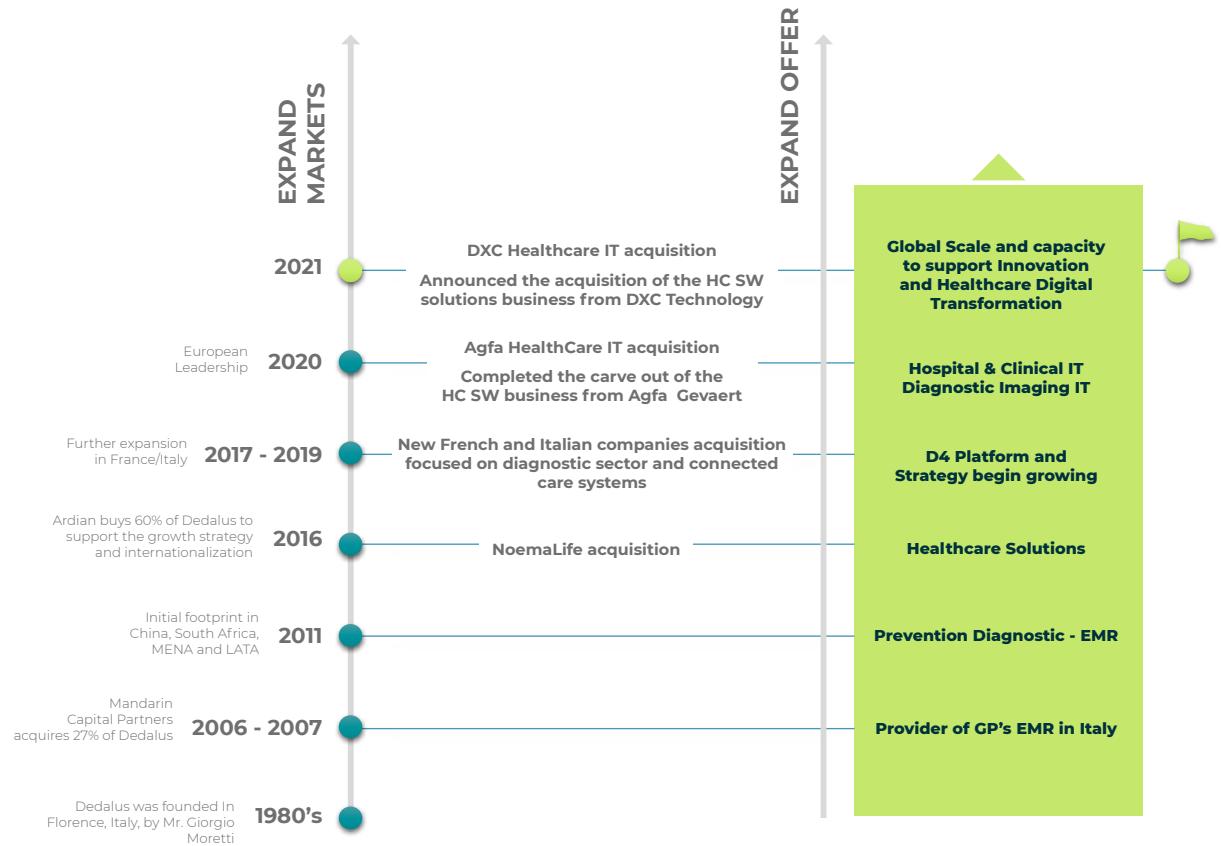
Dedalus employs over 5,500 people and includes an impressive R&D team of 2,000 people around the globe. The group is led by Andrea Fiumicelli, its CEO. Giorgio Moretti is the group's founding chairman. For 40 years, Dedalus has been working with public, private and collective interest healthcare institutions, 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.



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# BUILDING GLOBAL SCALE & REACH

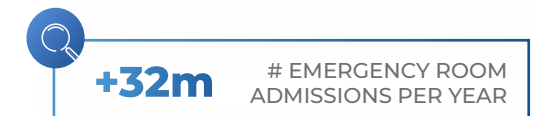


# 2020 KPI's & STATS

## Company and Financial



## Clients' outcomes



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# MARKET LEADERSHIP



Dedalus has a strong leadership position in many markets and market segments: Our hospital software solutions supporting clinical and operational processes are the most used in Germany, France, United Kingdom, Italy, Australia and New Zealand.

Most diagnostic laboratories in Nordic countries, France and Italy are using our dedicated solutions to provide effective and efficient services to their patients. We support **connected and integrated care** by enabling health professionals, carers and patients to actively collaborate across the continuum of care to deliver the best outcomes for citizens.

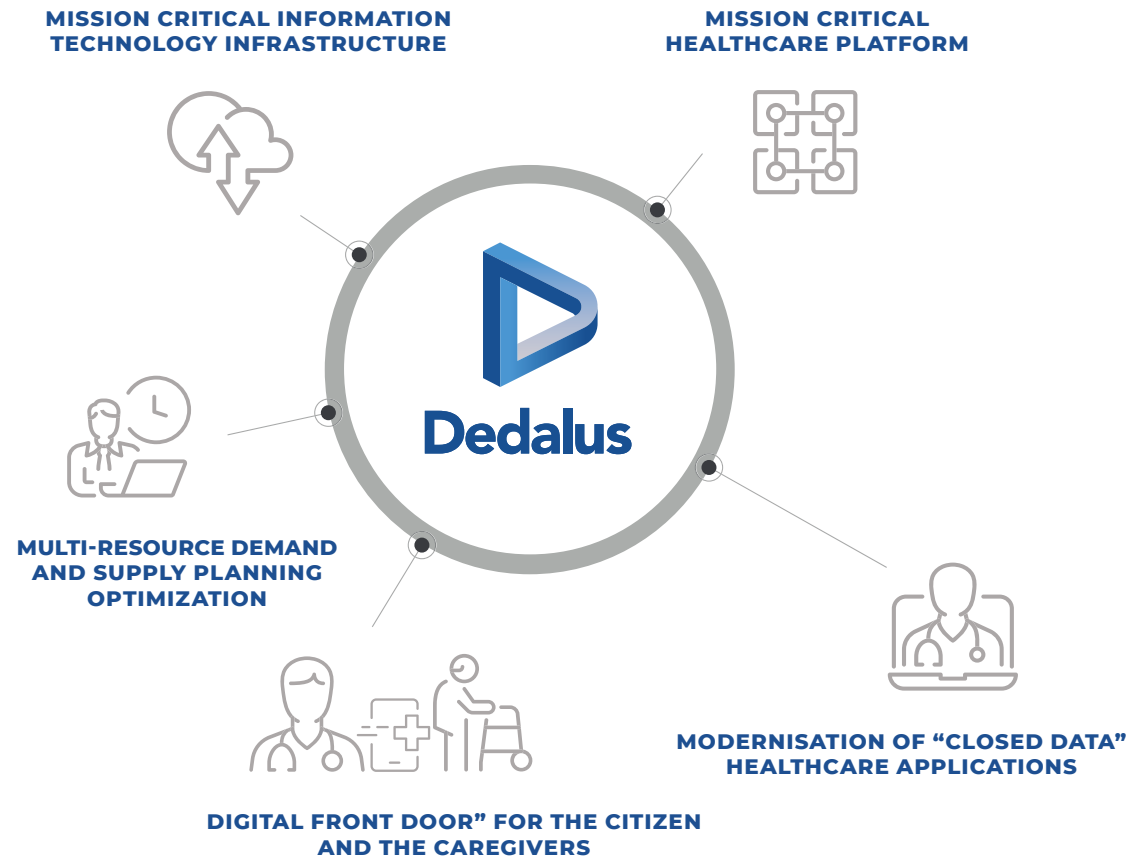


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# DIGITAL TRANSFORMATION OF HEALTHCARE ECOSYSTEM

## 5 AREAS OF INTERVENTION

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





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The background of the slide is a composite image. It features a person in a dark suit jacket holding a smartphone. Overlaid on this is a network of glowing blue lines and dots, resembling a data network or a globe. A map of the United Kingdom and Ireland is highlighted in a light brown color on the right side of the image.

# Dedalus UK & Ireland

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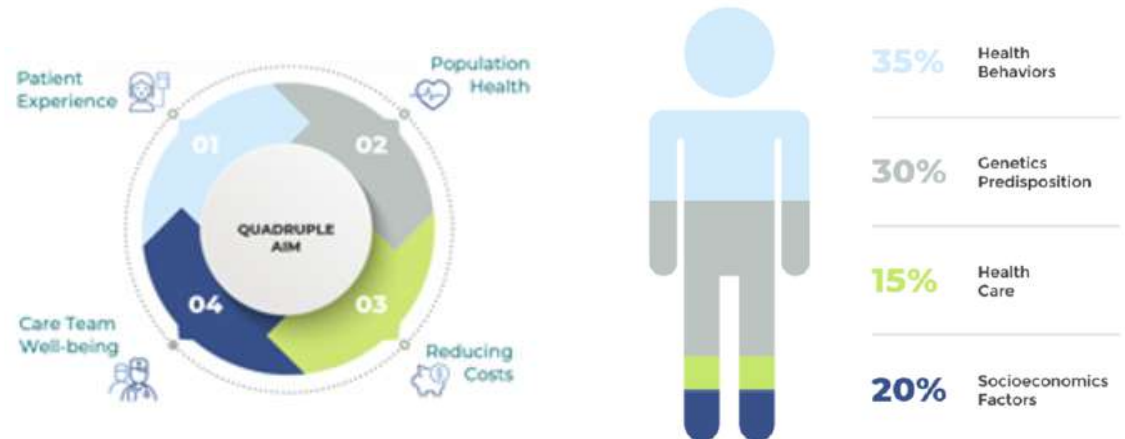
# DEDALUS, STRONGLY COMMITTED

## TO ACHIEVE THE QUADRUPLE AIM OF HEALTH

### OUR OBJECTIVE

We believe the digital transformation of the health ecosystem is one of the most critical enablers to achieve the Institute of Health Improvement’s Quadruple Aim, particularly given the evidence of the significant impact of social, behavioural, and genetic “determinants” alongside the quality of healthcare services on each individual’s wellbeing <sup>(3)</sup>.

For this reason, our solutions respond to the increasing needs and demands of healthcare professionals, while taking into account the quality of work life for carers. They contribute to accelerating the digital transformation of healthcare institutions, and to improving the quality and effectiveness of care for patients. Our solutions are integrated, connected and secure. They enable our clients to optimize medical processes and improve their reliability, with the patient’s security in mind. Our solutions are also designed to achieve high performance and mobility levels and to keep costs under control, with the ultimate aim to circulate information appropriately and ease the work of healthcare professionals.



<sup>(3)</sup> Thomas Bodenheimer and Christine Sinsky defined the Quadruple Aim.

Source: <https://www.annfammed.org/content/12/6/573.full>

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# ENABLING DIGITAL TRANSFORMATION FOR A NEW LEVEL OF CARE

OVER 170 PUBLIC AND PRIVATE HEALTHCARE CLIENTS ACROSS THE UK AND IRELAND SUPPORTED BY A TEAM OF OVER 350 HIGHLY SKILLED PEOPLE.

Dedalus has a market leading presence across the UK and Ireland with over 170 active clients and 315 individual product installations across the NHS, the HSE in Ireland and numerous private providers. Our software solutions encompass Electronic Patient Records and Patient Administration Systems in Acute, Mental Health & Community Health hospitals, Laboratory Information Management Systems, enterprise scheduling and key specialist systems such as electronic prescribing and theatre management.

### BUILDING THE FUTURE

All health systems in UK and Ireland require intelligently connected IT systems, data and people that can help create new care ecosystems that are greater than the sum of their parts. This new ecosystem must:

- connect the patient, their carers and care teams;
- actively support care planning and execution across multiple conditions, organisations and settings, creating a single integrated 'master' 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.

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



**£70M TURNOVER IN 2020**

**AWARD WINNING TECHNOLOGY**

**OPEN STANDARDS BASED INTEROPERABLE PLATFORM**

**SOLUTIONS THAT RESPECT LOCAL VARIATION AND NEEDS**



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# DEDALUS PLATFORM

## FLEXIBLE, SECURE, INTEROPERABLE & SCALABLE

### 50 YEAR HERITAGE IN UK & IRELAND

- 75% ENGLISH TRUSTS
- 100% HSCNI TRUSTS
- 85% WELSH BOARDS
- 80% SCOTTISH BOARDS
- 95% PUBLIC HOSPITALS IN IRELAND
- 30% LABORATORIES

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**

**19M MEDICATION  
ITEMS ADMINISTERED  
THROUGH OUR  
SOFTWARE IN UKI**

**560M RESULTS AND  
REPORTS PROCESSED  
BY OUR CARE SUITE  
PLATFORM IN UKI**

**64M OUTPATIENT  
EPISODES  
PROCESSED VIA  
OUR CARE SUITE  
PLATFORM**

**OVER 800M  
INTEGRATION  
TRANSACTIONS**



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# THE STRENGTH OF DEDALUS 3.0

A WORLD  
LEADING  
PRODUCT  
PORTFOLIO  
DELIVERING  
PERSONALISED  
MEDICINE  
TODAY

The ultimate goal in 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.

Dedalus has world leading Diagnostic capabilities across laboratory and imaging systems. Through our acquisition of DXC's UK&I healthcare business we are looking to bring even more innovative solutions to the UK and Ireland markets that can support diagnostic hubs and accelerate the adoption of genomic information as part of standard care plans.

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 UK & Ireland to get the value of these innovations to benefit the health service and clinicians, but most importantly **improve the outcomes for cancer patients across the UK.**

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### FIND US



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