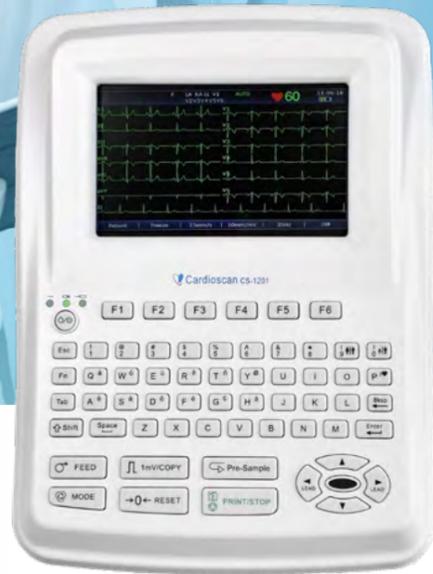


## Case Study

# Rapid National Rollout

### At a glance

- 22 June request from National Network
- 01 August deployment
- 100K anticipated ECG volume / annum
- EDAN 1201 hardware with 100% live transmission
- Billing services included



### Project rationale

Material movements underway in the cardiac diagnostic imaging market were precipitated by changes to the MBS. CardioScan was approached on 22<sup>nd</sup> June by a national healthcare network to understand what these changes meant and the opportunities they presented.

The result was a request for CardioScan to report all ECGs performed across Australia.

### Solution

By the 1<sup>st</sup> of August 2020, this national network had devices deployed across all participating sites and commenced billing without missing any revenue. This activity included all devices, a data link to the client's billing information and a full training schedule.

We expect that in the first 12 months of our agreement, we will complete in excess of 100,000 ECGs for this customer and be responsible for all elements of the ECG process, including the billing of private health insurance companies and Medicare.

Data transfer is a dual way process, with the customer sending data to CardioScan, and CardioScan putting finalised reports back into the patients electronic medical file, seamlessly.

### Technology

For this rollout, we used the EDAN SE-1201 ECG Machine, paired with a smart device, to transmit data and ensure 100% uptime.

### Rollout /delivery

CardioScan presented its first Account Management report to the customer within 12 days of go live, and provides live dashboards as well as monthly updates to the various stakeholders.

CardioScan provides monthly educational resources for the customer and makes our Cardiologists available for discussions and presentations to engage with the userbase on a regular basis.

“When I explain CardioScan to other people in our business, I have an answer for every query. CardioScan is bulletproof”

- Client comment