



ZEDMED

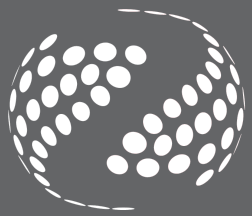
# Positive Psychology & Zedmed

AUGUST 2020

# ABOUT YOU



# Business Profile



- Multi-site business, geographically diverse.
- Large number of Psychology practitioners, likely with varying consulting preferences.
- Central management/support.
- Currently using Smartsoft
- Front-Desk.
- Looking for a system that can elevate businesses capability.

# What you've said is important

- Compatibility with dictaphones and voice recognition software.
- Macros so practitioners don't have to type paragraphs of text.
- Patient portals.
- Cloud.



# What we think will also be important

- Data conversion from Frontdesk to Zedmed.
- Assistance with change management .
- Staff and practitioner training.
- Defining the right platforming options.



# What we think will also be important

- Ability to get an organisational view of business performance.
- Ongoing support.
- A practice partner that can grow and scale with you.



How **Zedmed**  
will provide this?



# Zedmed for Psychology



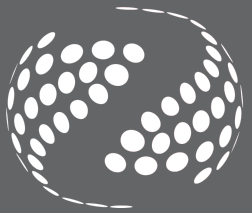
- Compatibility with voice recognition software and devices
- Macro entry of text – “Autotext”
- Referrals Management
- Secure Messaging
- Doctor’s App
- Support for various styles of consulting
- Text entry of clinical notes
- Voice Recognition entry of clinical notes
- Scanning of written notes and attachment to clinical record.
- Business performance reporting



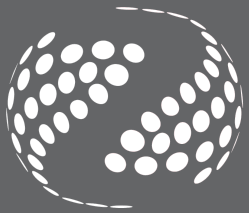
# Platforming

## KEY PROBLEM

Many current cloud systems don't scale well to a business of your size without compromising on features and performance

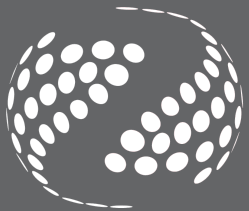


# Platforming



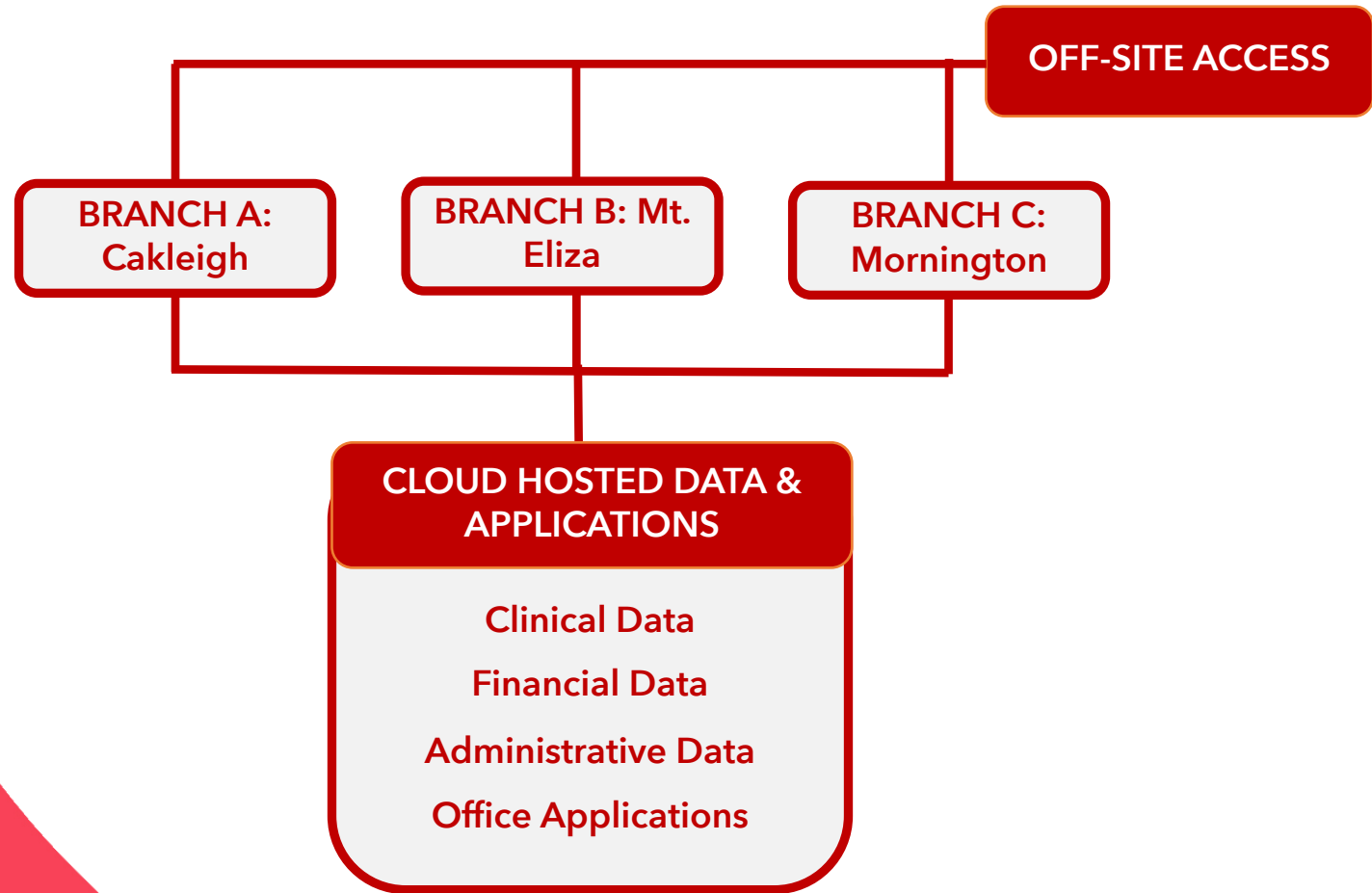
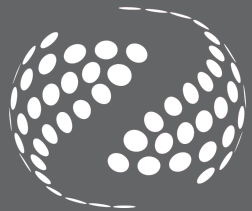
- Our proposed solution is Zedmed's Managed Cloud Platform.
- Zedmed data centrally hosted in the cloud.
- Branches set up for each Positive Psychology location.
- Accessible on-site or remote
- Provides a single view of patients across all locations.

# Platforming



- ❖ All major office applications centrally hosted and managed.
- ❖ All product updates centrally managed by Zedmed.
- ❖ All the benefits of a server based product with no server needed.
- ❖ Multi-device support through the Zedmed Doctor's App

# Positive Psychology Branch Structure



# Training and Implementation

- Expert training team who will partner with you throughout the change process.
- Ensure understanding of the end-to-end workflows of your business to ensure Zedmed is best configured for you.
- Provide tailored training to admin and clinical staff.
- Ensure seamless data migration.
- Ensure a clean go-live.



# Indicative Training Requirement

- Practice Manager/Lead – 6-8 hours over two sessions, best conducted individually
- Reception Team – 2 hours each, can be in a group.
- Clinicians using clinical module – 1-2 hours.
- Operations/central team – 3-4 hours, can be in a group.



# Ongoing client support

- Locally based, expert team.
- Available to assist with any product usage or technical issues, the majority on-the-spot.
- Majority of issues and queries resolved on-the-spot.



# Upcoming Product Roadmap

## Zedmed V34 – November 2020

- Online appointment module – eliminating the need for external booking appointment systems.
- Integration with HICAPS & Healthpoint – facilitating streamlined health fund claiming.
- Surgical Partner integration – facilitating seamless connection between practices and major accounting platforms (Xero, MYOB, Quickbooks)





# Indicative Pricing

## Zedmed Subscription

- Per FTE - \$66.50 per month
- Per PTE - \$33.25 per month
- 30% discount on standard rate based on ~30 providers.
- Total subscription cost of \$997.50 per month.



# Indicative Pricing

## Data Conversion

- \$700-\$1,500 – dependent on data quality and availability.
- If full data set is inaccessible, further discussion required about what data is possible, and if a custom converter is required.



# Indicative Pricing

## Database Set Up

- \$850.



# Indicative Pricing

## Training

- \$180 per hour for under ten hours.
- \$960 for a full day (8 hours).



# Indicative Pricing

## Hosting Platform

- Indicative cost of \$600 per month.



# Indicative Pricing

## Potential Cost

- Ongoing:
  - \$1000 per month for Zedmed subscription
  - \$600 per month for cloud hosting
- One-off Implementation cost (inc. 5-days training)
  - \$6350



Indicative  
Pricing

All prices excluding  
GST



# Next Steps

- Ensure understanding of needs.
- Ensure understanding of system capabilities.
- Engagement with stakeholders.
- Agreement to proceed.
- Creation of a project plan.
- Provision of timelines and statement of dependencies.
- Execution of project plan.





Thank *you!*



**ZEDMED**