



JAYEX

Jayex Healthcare Ltd (JHL) Annual General Meeting 2018

Nick Fernando
CEO

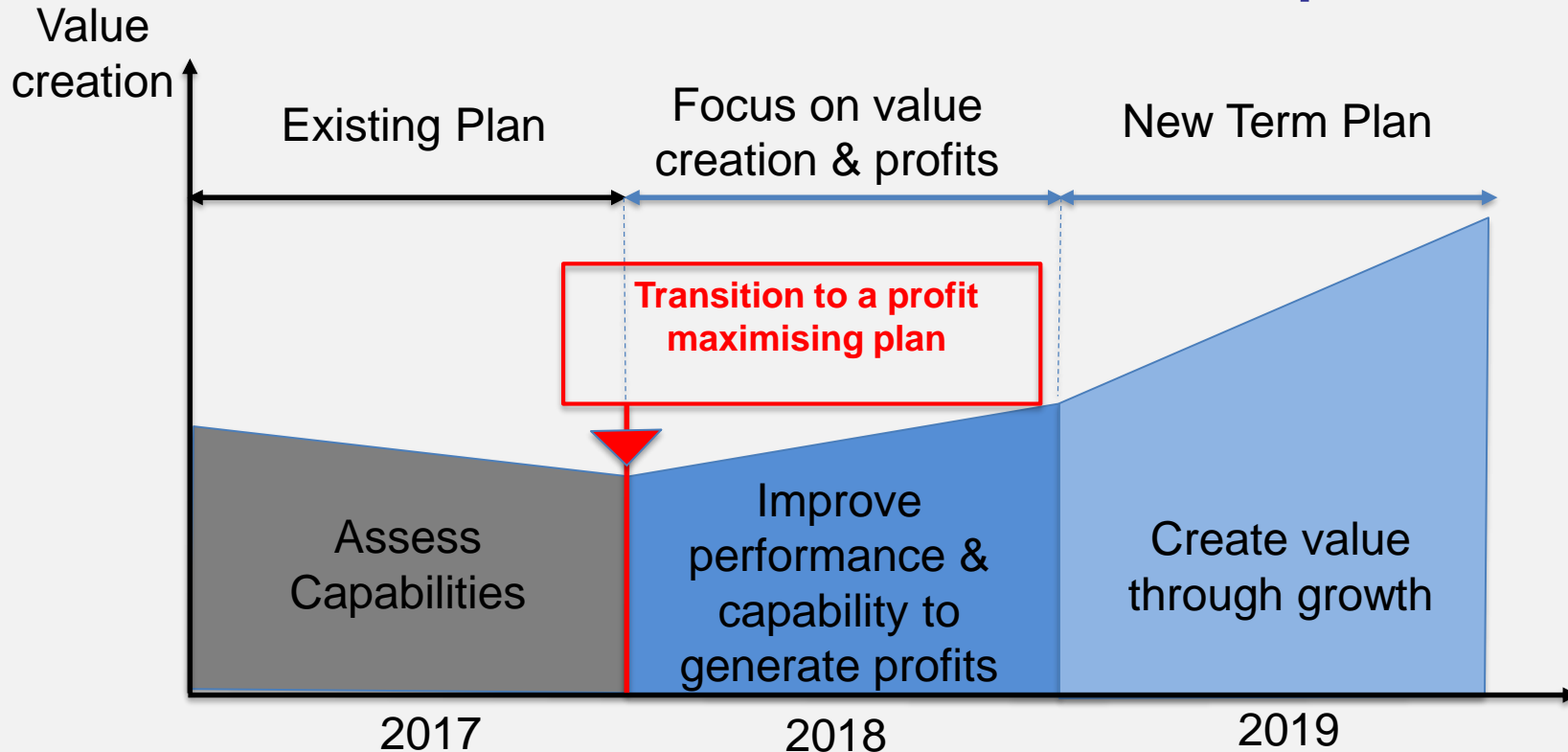
25th May 2018

Agenda

- Recap
- Headcount and Costs
- Products, Solutions and Capabilities
- Sales and Marketing
- Growth and the Future
- Leadership Team

Re-cap

Initiate a new management plan and focus on aligning our revenue with costs to maximise our profitability



Goals and basic reasons of New Plan

1

Re-assess business organisation and structure

As a business we constantly need to assess costs & expenses

2

Re-assess sales approach

Focus on market penetration & profitability

3

Global organisation structure with local representation

Think globally act locally

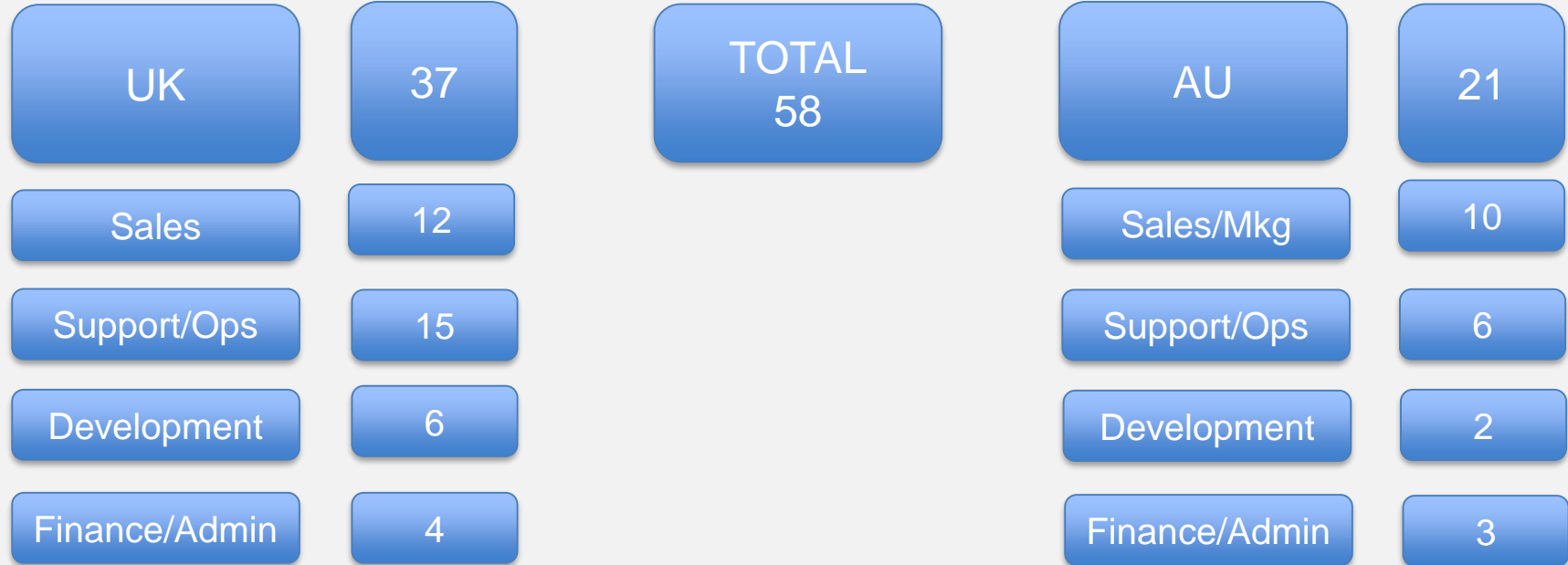
4

Develop value creation solutions and capabilities

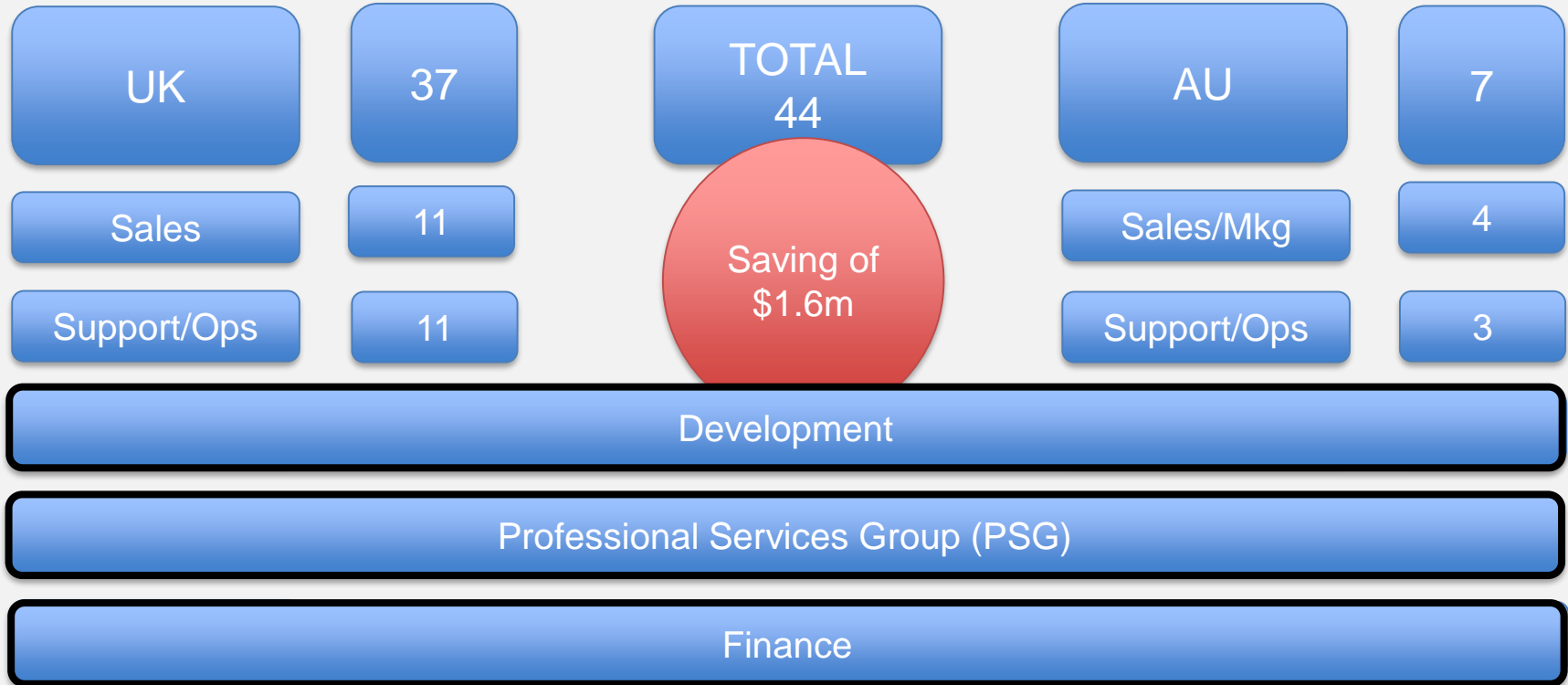
Focus on high value-add solutions/increase efficiency by increasing commonalities across sales territories

Headcount and Costs

Past - Headcount



Present - Headcount



Past – Other costs



Past, Present and Future

2015

2016

2017

2018

2019

2020

Form

Storm

Norm

Perform

Past

2016

- Consolidated Sales revenue \$8.747m
- Loss before income tax (\$5.364m)

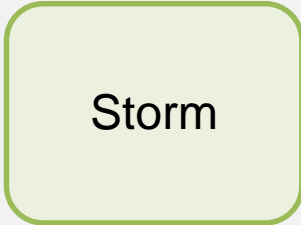
Form

2017

- Consolidated Sales revenue \$7.503m
- Loss before income tax (\$2.622m)

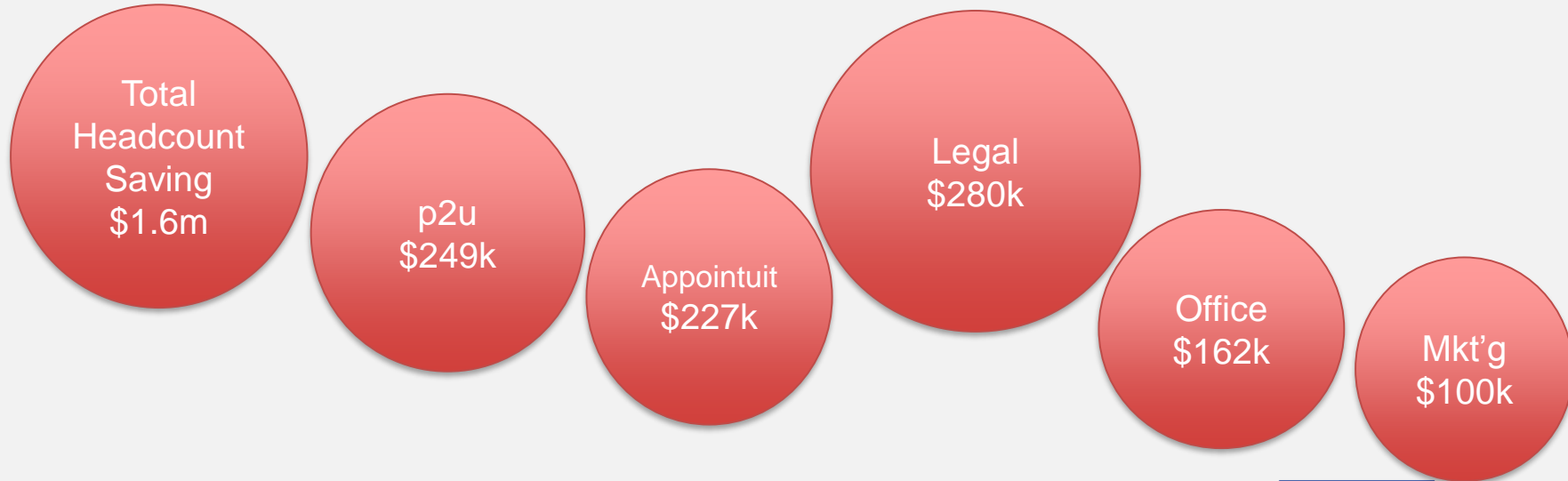
Storm

Present - Future



2018

- Consolidated Sales revenue \$7.697m
- Profit after income tax \$6k



Present - Future



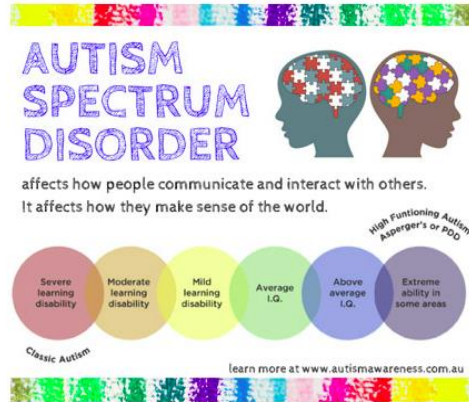
2018

- Consolidated Sales revenue \$7.697m
- Profit after income tax \$6k



Products, Solutions & Capabilities

Past and Present



AUTISM SPECTRUM DISORDER

affects how people communicate and interact with others.
It affects how they make sense of the world.

High Functioning Autism
Asperger's or PDD

Severe learning disability Moderate learning disability Mild learning disability Average I.Q. Above average I.Q. Extreme ability in some areas

Classic Autism

learn more at www.autismawareness.com.au

The graphic features a rainbow-colored border at the top and bottom. In the center, two human silhouettes are shown in profile, facing each other, with their heads filled with colorful puzzle pieces. Below the silhouettes is a horizontal row of six colored circles, each containing text. The circles are labeled from left to right: 'Severe learning disability' (red), 'Moderate learning disability' (orange), 'Mild learning disability' (yellow), 'Average I.Q.' (green), 'Above average I.Q.' (blue), and 'Extreme ability in some areas' (purple). The text 'High Functioning Autism Asperger's or PDD' is written in a curved path above the blue and purple circles. The text 'Classic Autism' is written below the red circle. At the bottom, the text 'learn more at www.autismawareness.com.au' is displayed.



Email Address [I forgot](#)

Password [I forgot](#)

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ABN: 58 153 559 016


Past and Present


The screenshot shows the Enlighten E4 web application interface. At the top, there is a blue header bar with the Enlighten logo on the left, the text "Enlighten E4" in the center, the date "Friday 27 April 2018" in a light blue box, and "E4" on the right. Below the header, the main content area has a light blue and green background. On the left, there is a "Welcome to Enlighten" section with three links: "Take a tour of Enlighten main features" (with a briefcase icon), "Working with the Enlighten application" (with an @ symbol icon), and "Contact Enlighten support" (with a globe icon). Below these links is the JAYEX logo. On the right, there is a "Login" form with fields for "Username:" and "Password:", a "Remember me" checkbox, and a "Login" button. At the bottom right, there is a blue box with a speaker icon and the text "Want to use the 'mini' calling window instead?" and a link "Click here to launch the calling window".


Enlighten E4 Friday 27 April 2018 E4

Welcome to Enlighten

 [Take a tour of Enlighten main features](#)

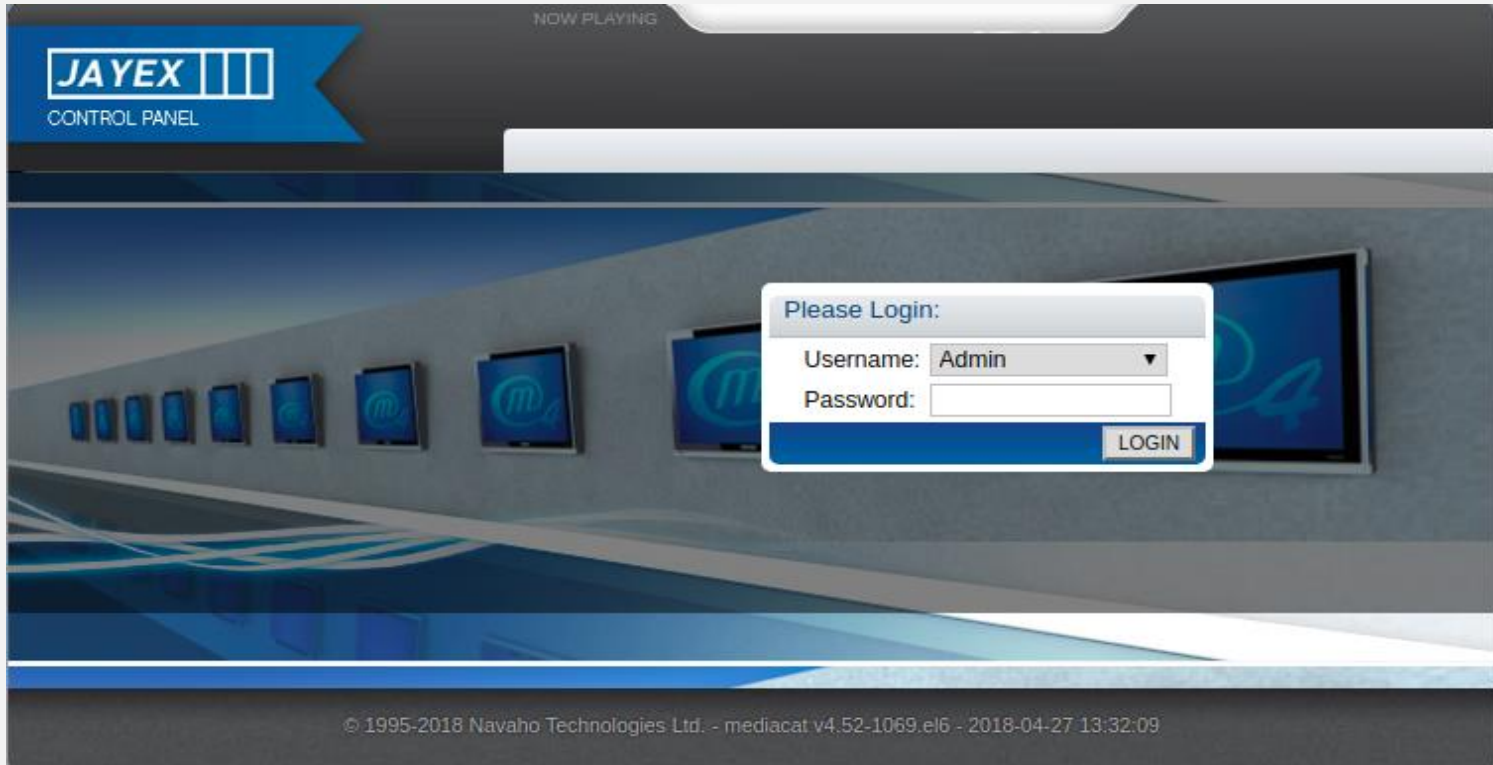
 [Working with the Enlighten application](#)

 [Contact Enlighten support](#)



Want to use the "mini" calling window instead?
[Click here to launch the calling window](#)

Past and Present



Future

JAYEX |||

Please log in below.

Email

Password

LOGIN

[FORGOT PASSWORD](#)

Future

The screenshot shows a web dashboard for a Superuser. The top navigation bar is dark blue and contains the JAYEX logo on the left, and three user management options on the right: 'Superuser' (with a person icon), 'Manage Users' (with a group of people icon), and 'Logout' (with a question mark icon). The main content area features five large, colored rectangular tiles arranged in two rows. Each tile represents a different system or app that can be managed. The tiles are: 1. Purple tile: 'Display' with a monitor icon, description 'Make changes to your digital signage and calling system', and link 'GO TO DIGITAL SIGNAGE'. 2. Blue tile: 'Arrive' with a square icon containing a dot, description 'Make changes to the self arrival system.', and link 'GO TO SELF ARRIVAL'. 3. Red tile: 'Campaign' with an envelope icon, description 'Make changes to the self campaign system.', and link 'GO TO CAMPAIGN'. 4. Green tile: 'Appointuit' with a calendar icon, description 'Make changes to the self campaign system.', and link 'GO TO APPOINTUIT'. 5. Orange tile: 'Another App' with a plus sign icon, description 'Make changes to another Jayex app.', and no visible link.

Sales and Marketing

Past



@JayexTechnology

JayexTechnology - Jayex
Enlighten - Acute Health -
Premises Health
Testimonial
<https://t.co/v2zH0cPwz>



Healthcare Self-Service Solutions and Patient Flow Management

Jayex is a pioneer in patient flow technology with an extensive and continuous R&D program. Our acclaimed ITK accredited software platform "Enlighten E4" is quietly heralding the self-service revolution in healthcare - reducing labour intensive and paper based processes to deliver dramatic cost savings, accuracy and efficiency. Over 6,500 live systems in surgeries, clinics and hospitals. Our vast experience is at your disposal.

* Patient Check-in * Patient Calling & Journey Tracking * Surveys & Questionnaires * Outcomes * Portal * P&A Integration * Software Development * Digital Signage * Queue Systems



✓ Surveys And Questionnaires

Enlighten allows multi-layered questioning, with single or multiple choice answer types, images or text, free form or prescribed answers and delivers on the expectations set by the General Medical Council and NHS England for GQP, CQUIN, GIPP to enable more standard responses.

✓ Outcomes

After treatment, consultants are required to fill in Outcomes forms. Enlighten E4 enables auto filling of this cumbersome but essential task utilising drop down procedures lists. Several advanced features make this an extremely valuable tool in increasing efficiency and reducing errors as well as saving costs.

✓ Development & Integration

Jayex have extensive expertise in software development of healthcare systems as well as integration with all types of Patient Administration Systems. Our integration skill set encompasses HL7, Web services, ITK2 (ADT), XML, CDDC, etc. using InterSystems Ensemble or our own interlock engine.

Jayex is ISO 27001 accredited. The independent assessment was conducted by the leading Certification Body, the British Assessment Bureau, and demonstrates Jayex Technology's commitment to customer service and quality in delivery.

ISO 27001 is designed to help establish and maintain an effective information management system, using a continual improvement approach. It implements the Organisation for Economic Co-operation and Development principles, governing security of information and network systems. Certified organisations are committed to continuous improvement and are assessed annually to ensure progress is being maintained.

Matteo Marcolini, Operations Manager said, "We are particularly pleased to have achieved ISO 27001 certification as it underlines our commitment to our customers and our focus on quality. Not many customers get to see their suppliers' back-office activities. This recognition demonstrates we can provide a quality solution from quotation to delivery."

We are unable to connect to the content you've requested. We apologise for the inconvenience.

Latest News

Jayex Photo Gallery

Get In Touch

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Email: email: sales@jayex.com
Support email: support@jayex.com

Location Map

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Support

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Customer Support
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Products Menu

- Enlighten Overview
- Patient Check-in
- Patient Calling
- LCD Patient Call
- D300 Call Display
- Surveys & Questionnaires
- Way Finding
- Outcomes
- Development & Integration
- Online Portal
- Digital Signage
- Queue Systems
- LED Displays

LCD Patient Call

Click to [View Video](#)

A truly dynamic patient call solution combined with multi-media digital signage.

In between patient calls you can display health videos, surgery information and other content in zones or on the complete screen as defined by you. The content can then be interrupted by the patient call in a particular screen zone or the whole screen.

Using the Navaho Jayex M4, an extraordinarily powerful Linux digital media player we can deliver a versatile solution. Our solutions consist of commercial grade LCD monitors, installed in the waiting areas, informing patients whilst they wait, educating and entertaining.

The digital signage M4 player includes a truly dynamic and integrated patient call forward solution, direct from your existing GP patient appointment supplier's software, or from the Jayex ITK accredited Enlighten E4 call application. Totally under your control, or with shared service input if required, staff can update content or messages quickly, accessing the player software with a standard internet browser, and can have access to all or only part of any screen for total security.

When the patient call message is received from the clinician, the display can be in full or split screen, with an audible alert or dynamic speech to notify patients to go to their appointment. For busy clinical calls can be set to appear in multiple windows to avoid delays.

Excellent communication is recognised as essential for any patient-centric service, our solution has access to a vast library of health posters and videos and can also link to the NHS video library to ensure the latest video titles are available to access on demand.

Also see [Client Med-Extranet Access](#)

[Twitter](#) [Facebook](#) [LinkedIn](#)

Latest News

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Present

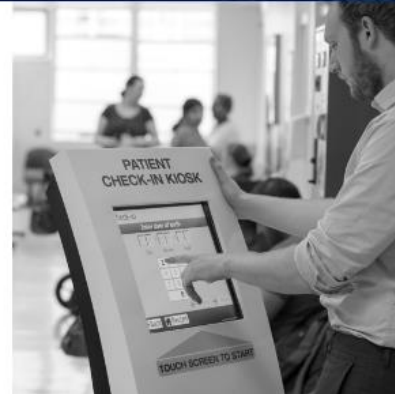


A History of Innovation


Few technology companies know healthcare quite like us. We're global leaders in providing patient engagement platforms for acute and primary healthcare services.

We'll help you improve efficiency, optimise patient engagement, and increase productivity where it really matters.

Our healthcare software solutions help you meet your obligations and implement the best patient experience technology for your organisation.



Present




Our Services

Utilising technology is key to meeting the NHS Five Year Forward View and essential to modern patient management. But translating what you need into working systems and processes can be complex.

It doesn't need to be.


We assist with systems management and software requirements: whether that's development or systems integration.

[Learn more](#) 

Latest from


EBOOK

How to Improve Patient Experience Within your Healthcare Organisation

[read more](#) 

BLOG

How to Improve Patient Satisfaction

[read more](#) 

Present

Improve Efficiency Today

Talk to our experts about how we can help you improve patient engagement and management.

TALK TO US

emis health Cerner tpp InterSystems Vision

JAYEX |||

OUR SOLUTIONS

- Patient Check-in
- Patient Calling & Information
- Digital Signage & Queue Management
- Patient Engagement
- Patient Wayfinding

RESOURCES

- Blog

SUPPORT

- MED-EXTRANET

SERVICES

CASE STUDIES

ABOUT US

- Our Partners

CONTACT US

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London, N19 1QP

+44 (0)20 8828 6333
contact@jayex.com
support@jayex.com

Facebook Twitter LinkedIn YouTube

SEND US A MESSAGE

First Name* Last Name*

Email*

Phone Number

Organisation

Message*

This form collects your personal information so that our Jayex staff can provide assistance. Please check our Privacy Notice to see how we protect and manage your submitted data.

I consent to having Jayex collect my details via this form

GET IN TOUCH

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Present

The screenshot shows a CRM interface with a 'Contacts' list. The list includes names like Zara, June, Susan, Rachel, Leonie, Wendy, Gillian, and Lee, along with their email domains and dates. On the right, four blue boxes contain customer feedback quotes.

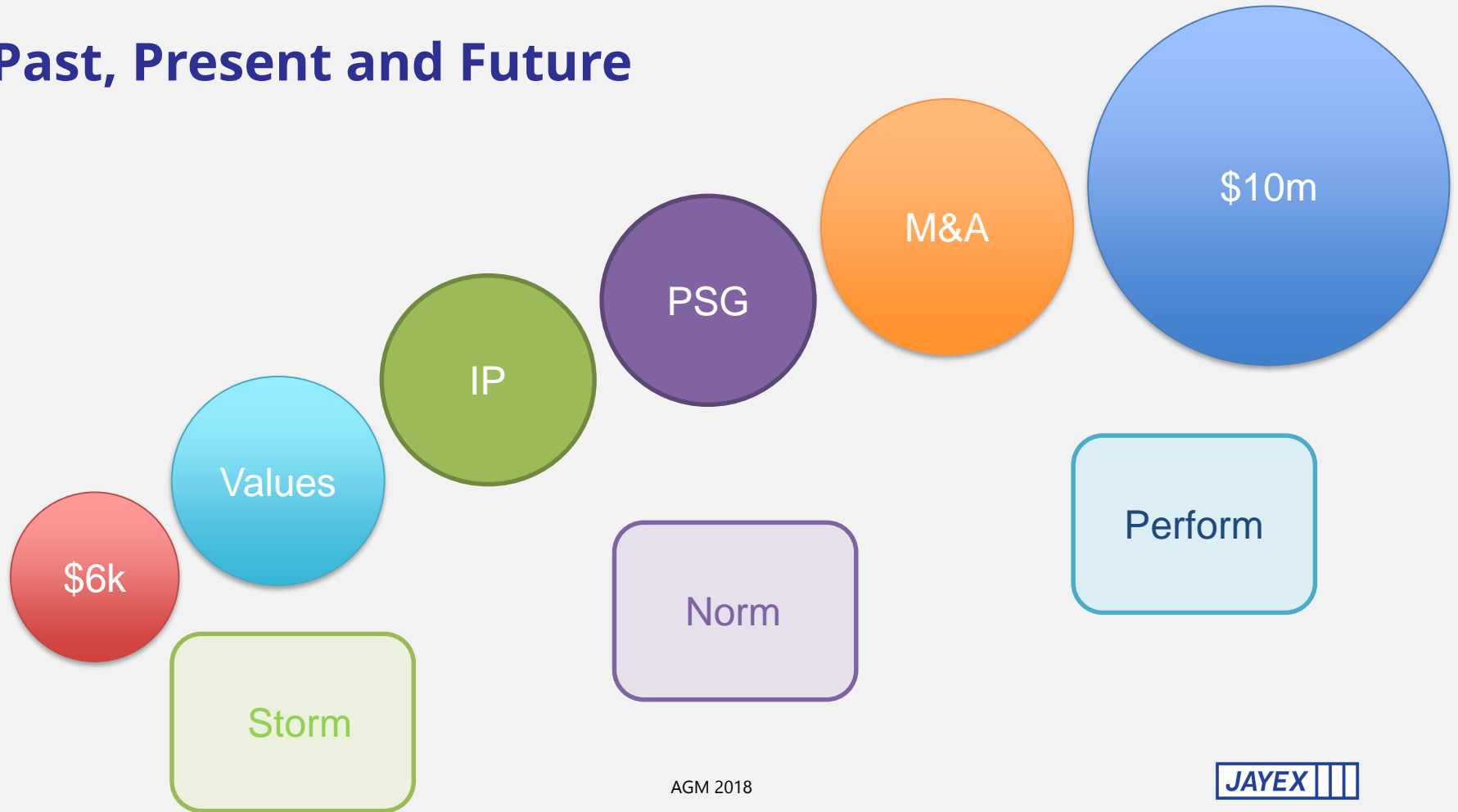
Name	Email	Date
Zara	@nhs.net	May 16, 2018
June	@nhs.uk	May 16, 2018
Susan	@net.au	May 14, 2018
Rachel	@m	May 14, 2018
Leonie	@o.nz	May 10, 2018
Wendy	@nhs.net	May 10, 2018
Gillian	@nhs.net	May 9, 2018
Lee	@syd...	May 9, 2018

Customer Feedback Quotes:

- “I am interested in purchasing a digital signage board for my department and would like some more information on the products you provide. Thank you.”
- “Want to book a meeting at our XXXXXX centre with a rep to investigate the Jayex Kiosk please.”
- “Quote please for call system in waiting room.”
- “We would like to know what would be the cost of a patient self check in the one we have now is no longer compatible with the windows we have - thanks.”

Growth and the Future

Past, Present and Future



Future



- People
- Integrity
- Accountability
- Passion
- Collaboration

- Jayex seeks to create superior healthcare solutions that are user-friendly for patients, reliable and easy to maintain for healthcare professionals, offer good value for purchasers and provide long-term returns for our investors, while creating a company culture that employees feel valued in and proud of -

Future



- Create own IP when it makes sense
- Enhanced user experience
- Optimised support
- Improved margins
- Greater profitability

- Jayex's vision is to be the undisputed leader in improving patient health outcomes in the markets that we operate in.

We will do this by driving continuous improvements for our customers, through innovation, integrity, customer satisfaction and teamwork -

Future



- Developing solutions through consulting services
- Enhanced patient experience
- Optimised support via new cloud platforms
- Improved margins
- Greater profitability

- Jayex is working with NHS Lothian on a proof of concept focusing on haematology cancers as there is a shortfall of this data in the National Registry. Jayex will seek to standardise and migrate existing data collected by clinicians over 30+years from legacy systems, to a new cutting-edge platform, mapped to a global data standards

Future



- Developing solutions through consulting services
- Enhanced patient experience
- Optimised support via new cloud platforms
- Improved margins
- Greater profitability

..... Advanced analytic tools will enable meaningful data discovery to support clinical decision making. The platform will also enable adoption of precision medicine approaches -

Future



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- Enhanced patient experience
- Optimised support via new cloud platforms
- Improved margins
- Greater profitability

Dr Hilary Dobson OBE is deputy director of the Innovation Healthcare Delivery Programme (IHDP) clinical lead on this CIC

..... 'The selection criteria spanned clinical, technological, academic and business considerations, crucially with improving patient outcomes at their core..... project demonstrated really strong possibilities for revolutionising cancer care in this country' -

Future



- Developing solutions through consulting services
- Enhanced patient experience
- Optimised support via new cloud platforms
- Improved margins
- Greater profitability

Paul Wheelhouse the Minister for Business, Innovation and Energy

..... 'This funding will allow these companies to take the next steps towards developing new approaches to the diagnosis and treatment of blood, kidney and tissue cancers, using advances in machine learning and automation to deliver better outcomes for patients'. -

Future



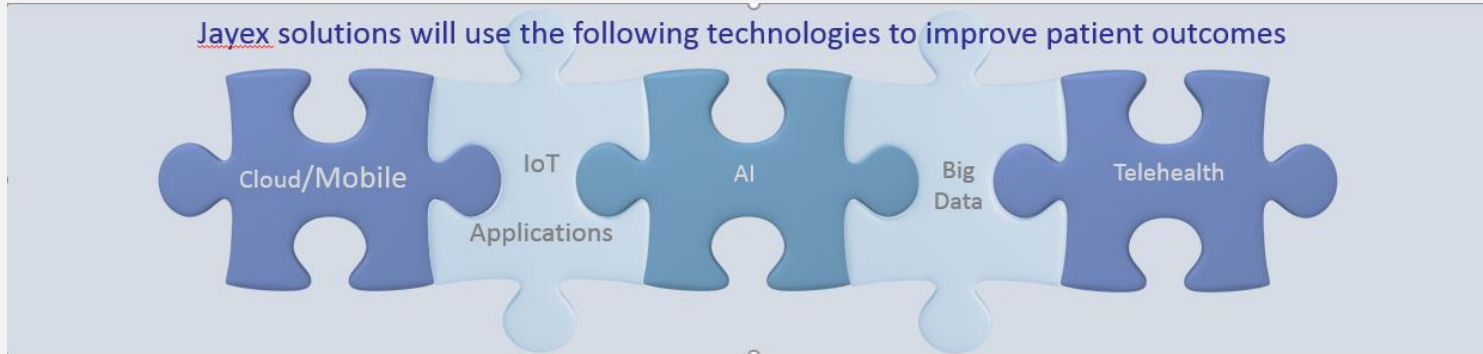
- End to End solution in one-platform environment
- Revolutionise patient care in new and exciting ways
- Support the digital transformation in healthcare
- Digital transformation can save millions of dollars
- Improve patient outcomes

- Jayex's solutions will support the healthcare shift that our markets are experiencing, from a 'breakfix' model to a 'prevention' model. We will achieve this through extending our solutions portfolio that will include cloud based technologies, AI, IoT, Big Data, and Data Analysis -

Future



- End to End solution in one-platform environment
- Revolutionise patient care in new and exciting ways
- Support the digital transformation in healthcare
- Digital transformation can save millions of dollars
- Improve patient outcomes



Future



- End to End solution in one-platform environment
- Revolutionise patient care in new and exciting ways
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Future

The screenshot shows a web dashboard for a Superuser. At the top left is the JAYEX logo. At the top right are navigation links: 'Superuser' (with a person icon), 'Manage Users' (with a group of people icon), and 'Logout' (with a question mark icon). The main area contains six colored tiles, each representing a different system management function:

- Display** (Purple tile): Includes a monitor icon, the text 'Display', 'Make changes to your digital signage and calling system', and a 'GO TO DIGITAL SIGNAGE' button.
- Arrive** (Blue tile): Includes a square icon with a dot, the text 'Arrive', 'Make changes to the self arrival system.', and a 'GO TO SELF ARRIVAL' button.
- Campaign** (Red tile): Includes an envelope icon, the text 'Campaign', 'Make changes to the self campaign system.', and a 'GO TO CAMPAIGN' button.
- Appointuit** (Green tile): Includes a calendar icon, the text 'Appointuit', 'Make changes to the self campaign system.', and a 'GO TO APPOINTUIT' button.
- Another App** (Orange tile): Includes a plus sign in a circle icon, the text 'Another App', and 'Make changes to another Jayex app.'
- Monitor** (Yellow tile): Includes a smartphone icon with a plus sign and a waveform, the text 'Monitor', and no button.

Future

2021 - JHL

- Revenue	\$15,000,000	
- Operating Expenses	\$13,000,000	Profit/Loss before tax \$2,000,000

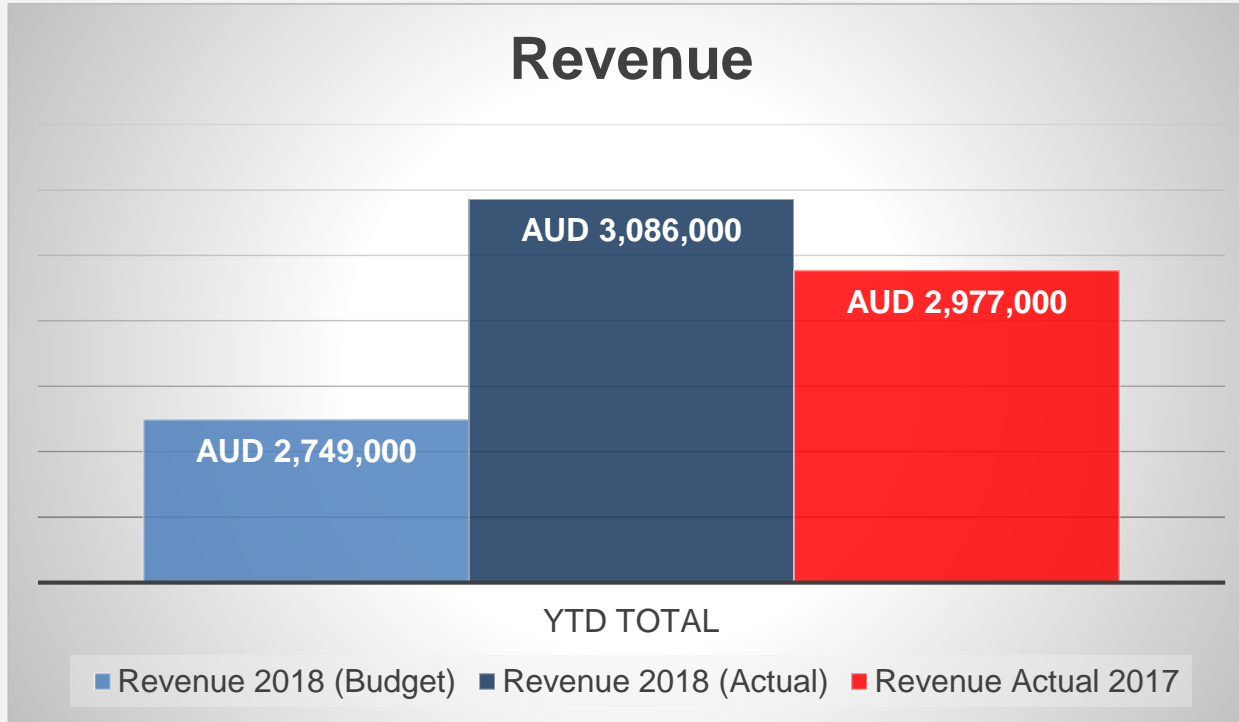
2023 - JHL

- Revenue	\$20,000,000	
- Operating Expenses	\$15,000,000	Profit/Loss before tax \$5,000,000

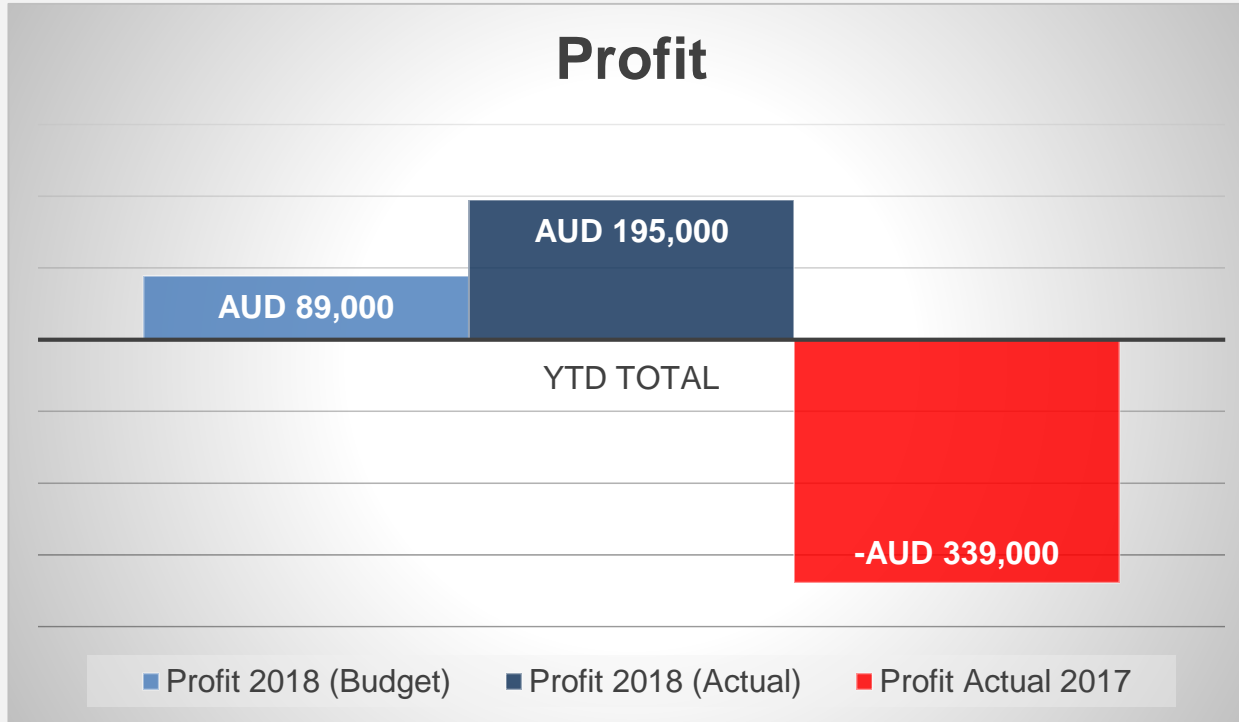
2025 - JHL

- Revenue	\$40,000,000	
- Operating Expense	\$30,000,000	Profit/Loss before tax \$10,000,000

Year-to-date Performance



Year-to-date Performance



Summary

- Costs now aligned with revenue
- New platform
- New capabilities
- Exceeded targets and goals YTD
- Now positioned for growth