Oculys™

Patient Care in Real-Time.

WEBSITE:
www.oculys.com

LOCATION:
Kitchener, Ontario Canada

YEAR FOUNDED:
March 2011

MARKET SPACE:
Healthcare

TECHNOLOGY PLATFORM:
Windows Azure

INVESTORS:
- Launched as spinoff from St. Mary's General Hospital in Kitchener
- Additional funding expected in 2013

twitter.com/oculyshealth

Company Overview

Hospitals are under immense pressure to be operationally efficient. Multiple disparate clinical information systems often inhibit a hospital's ability to quickly match patients with available resources, such as beds.

Oculys specializes in developing real-time, mobile decision-support systems for healthcare. Hospitals use the company's research and evidence-based tools to drive strategies for patient-flow management.

"Information is power. Our primary focus is to improve hospitals' management of patient flow. Efficiencies gained here translate into operational efficiencies and increases in patient satisfaction."
-- Franck Hivert, CEO

Products / Services

Oculys has two cloud-based products providing valuable real-time information to hospital managers and their patients.

Most hospitals lack a simple tool that consolidates essential operational and patient utilization data into one easily accessible view. The **MARY** solution gives hospital administrators real-time visibility into patient flow so that operations can be improved. This product:

- Reveals how many patients are waiting in the Emergency Department, plus exact floor-by-floor bed availability
- Speeds up admissions from the Emergency Department to in-patient units
- Reduces calls, emails and paperwork
- Fosters teamwork and a collaborative culture for solving problems

The **EDWIN** solution provides current estimates of Emergency Department wait time, which a hospital can post on its website. Accessing the real-time estimates online gives patients with discretion more choice as to when and where to seek medical treatment. This product:

- Shows the number of patients being treated and waiting for treatment
- Uses algorithms based on extensive research into ER patient flows
- Has demonstrated a 90% accuracy rate

Awards, Recognitions and Media Highlights

- Featured in Waterloo Region's The Record Technology Spotlight, 2012
- Featured on "Innovation Roadmap" of Canada by the International Centre of Health Innovation
- Successful implementations of MARY and EDWIN products have been widely publicized in Canadian print and broadcast media.

Executive Team

- Franck Hivert, CEO
- Scott Marnoch, Director of Business Development
- Charlie Farkas, Head of Engineering

Technology Platform Alignment

- Oculys uses Azure's cloud framework for processing large volumes of information from its hospital clients. "Azure allows us to keep our costs down and to scale up rapidly as we expand our customer base," said Charlie Farkas. "In fact, this capability is opening an opportunity for us to serve a regional group of hospitals, allowing them to collaborate and improve efficiency in meeting backlogs in demand."

Why We Are One to Watch

- The company's products are proven. The MARY solution has been in use by its original developer, St. Mary's General Hospital, since 2009.
- The EDWIN product, introduced in 2012, already has a growing customer base in Canada, where hospitals often operate at nearly 100% capacity. Consequently, emergency rooms are jammed with triaged patients waiting for beds. The backlog impacts arriving patients, who typically face wait times of six to ten hours before getting initial care from a nurse or physician.
- Hospitals posting EDWIN's wait-time estimates on their websites have seen wait times shortened by at least an hour. Hospitals also report declines as high as 20% in the number of less-urgent patients seeking emergency care.
- Rapid implementation is a proven strength of Oculys. Its products can be deployed easily with minimal impact on internal resources. In one to three months, a hospital of any size can have Oculys programs installed and ready to use.
- Oculys has an established relationship with researchers at the University of Waterloo and invests extensively in researching patient flow patterns. Oculys has built this ongoing research into a unique data asset, which the company makes available to hospitals through a Software-as-a-Service model.
- The core issues that the MARY solution addresses in Canada exist in the U.S. and other countries. Hivert sees the company expanding its product line and establishing an international presence over the next five years.