

## Company announcement

### **PME signs 7-year, \$15M contract with Luminis Health**

22 December 2022

#### **HIGHLIGHTS**

- **PME signs 7-year, AUD 15M deal with Luminis Health**
- **Visage to replace legacy PACS throughout the Luminis Health network**
- **Contract includes Visage 7 Open Archive and Visage 7 Workflow, in addition to Visage 7 Viewer**
- **Visage 7 platform to be installed in the cloud**
- **Continues PME's rapid expansion into North American integrated delivery networks**
- **Transaction-based model with potential upside**

Leading health imaging company Pro Medicus Limited [ASX: PME] today announced its wholly owned U.S. subsidiary, Visage Imaging, Inc., has signed a \$15M 7-year contract with Luminis Health.

Luminis Health, an Annapolis, Maryland-based not-for-profit integrated delivery network (IDN), serves communities in central Maryland from Washington, DC to Delaware.

Based on a transactional licensing model, the contract will see the company's cloud-engineered Visage 7 Enterprise Imaging Platform ('Visage 7'), including Visage 7 Open Archive and Visage 7 Workflow modules, implemented throughout Luminis Health providing a unified diagnostic imaging platform across the network.

Planning for the rollout is to commence immediately and will be based on Visage's proven cloud-based implementation process, with initial go-lives targeted for the first half of the 2023 calendar year.

"IDN's constitute the largest market segment in North America and we continue to build momentum in this segment with this, our fourth material IDN contract in the last 12 months," said

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Dr Sam Hupert, Pro Medicus CEO. "It also serves to highlight that our solution is equally well suited to mid-sized IDN's as it is to the large ones, confirming our view that our total addressable market in the IDN space is very significant.

Luminis Health joins an increasing number of new Visage clients to opt for a fully cloud-based solution, a trend that has taken a major foothold in the North American healthcare IT market.

"Our pipeline remains strong and spans all market segments, with accelerating interest in cloud. Over the past 2 years, all the new healthcare institutions we have signed have chosen a fully cloud-based implementation of Visage 7 and in the case of Luminis Health it is our "full-stack" comprising all three products namely viewer, workflow and archive, a trend we believe we will see a lot more of.'

Authorised by the Board of Pro Medicus Limited.

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**About Pro Medicus Limited:**

Pro Medicus Limited [ASX: PME] is a leading healthcare informatics company. Founded in 1983, the company provides a full range of medical imaging software and services to hospitals, imaging centres and health care groups worldwide. In January 2009, the company acquired Visage Imaging transforming it into a global provider of leading-edge medical imaging solutions. The company's Visage 7 suite of products are the foundation of an ultra-fast, clinically rich, and highly scalable platform that can seamlessly be implemented in both public and private cloud environments. The company offers a leading suite of RIS, PACS, Artificial Intelligence (AI) and e-health solutions

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constituting one of the most comprehensive end-to-end offerings in healthcare imaging.  
Pro Medicus has offices in Melbourne, Berlin and San Diego. [www.promedicus.com.au](http://www.promedicus.com.au)

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