

Orion Health gets a foothold into China

By Idealog, October 26, 2011 @ 8:02 pm

Orion Health, New Zealand's largest privately-owned software exporter, has scored two business wins in China less than a year after entering the market.

The company's Rhapsody Integration Engine software has been licensed for use in the public sector through local partner Shanghai Kingstar Winning, plus a further 11-hospital integration project in the Shenzhen Guangdong province through partner Beijing Sinodata.

Orion Health chief operating officer Kimbal Riley said further orders would follow as the project in Shanghai expanded

"Implementation has already begun at the initial hospital - the 2000-bed Hong Kong University Shenzhen Hospital (Binhai Hospital), which gives some indication of the size and scale of the Chinese market".

Riley said Orion's expansion into the burgeoning Chinese e-health software market built on its success in North America, Europe and Australia.

Orion has also established beach-heads in Singapore and Japan.

"Entering a new market of size of China and winning business in less than 12 months is a significant achievement, and a resounding vote of confidence in our products and our strategy," said Riley.

Orion is now considering opening one or more offices in China next year.