

SOFTWARE DEVELOPMENT

RANK	SOFTWARE DEVELOPMENT	REVENUE \$000
1	Orion Health	\$53,500
2	Jade Software Corporation Ltd	\$42,000
3	First Data Utilities/Peace	\$30,600
4	Software of Excellence	\$28,000
5	Information Tools	\$18,700
6	Prism Software	\$15,000
7	Symantec NZ	\$11,500
8	Sysmex	\$11,500
9	Soft Tech	\$10,500
10	Wherescape	\$10,000
11	Payglobal	\$9,600
12	Vista Entertainment Solutions Limited	\$9,200
13	Touchpoint	\$8,800
14	Author IT Software Corporation	\$8,500
15	SLI Systems	\$8,500
16	Finzsoft Solutions	\$8,133
17	MYOB	\$7,700
18	MedTech Global Limited	\$7,650
19	Open Cloud	\$7,600
20	Enprise Holdings	\$7,480
21	Comrad Medical Systems	\$7,310
22	Intrahealth	\$7,120
23	Blackbay	\$6,800
24	Intuto	\$6,000
	TOTAL	\$341,693

The major story for 2008 in software was the growth of Orion Health to become New Zealand's largest software exporter. Orion Health sales revenues passed the NZ\$50 million mark for the first time.

Orion Health's investment in North America is bearing fruit, as evidenced by its selection as a preferred supplier by Canada Health Infoway. The body is Canada's catalyst for collaborative change to accelerate the use of electronic health information systems and electronic health records (EHRs) across the country. Orion Health also won a province-wide contract for Quebec and New Brunswick.

North America now accounts for over 60% of Orion Health sales.

Orion Health is one of the few New Zealand software companies to establish a truly sizeable international presence whilst retaining a majority NZ ownership.

Jade, now No.2, continues its recovery from poor profitability early in the decade. Revenue for Jade grew by 7% across the 2007 year

and was up by 36% in the first half of 2008. The company is now on track for its fourth consecutive profitable year.

Jade's growth was assisted by two acquisitions: Methodware (software to support governance, risk and compliance) and Australian company Empower Masterpay (HR Software).

75% of Jades shares are held outside NZ. However this investment has created financial stability growth, investment and jobs for the company as the locus of control remains in Christchurch. Sixty percent of Jades revenue comes from outside NZ with sales to 50 countries.

In the past 24 months the No 3 and No 4 players, Peace Software and Software of Excellence, have been sold outright to foreign buyers.

Software companies account for almost a quarter of TIN 100 companies, 9% of total employees and 5% of total revenues.



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