

Orion Health sets sights on sharemarket after big year

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By Jacqueline Smith

Orion Health will look at listing on the sharemarket now it is New Zealand's largest locally owned software exporter.

On Friday the company reported a consolidated gross revenue of \$53 million for the 2007/2008 financial year.

As a leading provider of integration and clinical workflow technology to the health sector, Orion Health has signed deals with hospitals, veterinary clinics and universities in five countries over the past year.



Orion founder, Ian McCrae. Photo / Kenny Rodger

According to New Zealand Trade and Enterprise, the revenue figure places Orion Health ahead of former front runner Jade Software, in Christchurch.

Orion Health chief executive Ian McCrae said the announcement was a milestone for the company.

"It further cements Orion Health's confident expansion into North America, Europe, the Middle East and Asia," he said.

McCrae said it was "very likely" the company would list on the stock market but the move was a few years away.

Orion Health now operates from seven offices across the globe, with another branch opening in Britain, and McCrae hopes to increase the number this year.

Just as the company is working to widen its exports, it is focused on its local customers and hospitals, McCrae said.

"Innovating locally is absolutely critical."

Research and development is based at the Auckland and Wellington offices and the company will be running a recruitment drive through the universities as it looks to grow the team.

More than 100 employees work out of the Auckland office and this could triple over the next 18 months, McCrae said.

"We have a continual need for software engineers and consultants."

He wants to employ New Zealand computer science, engineering and business school graduates. Many of these employees will have the opportunity to work at offices around the world.

McCrae said the company was projecting 30 to 40 per cent growth this year and had an "enormous pipeline of opportunities".

It has formed business partnerships with international vendors such as IBM and Oracle who promote Orion Health overseas. But McCrae said it had taken the company a while to build its momentum.

"It can be a pretty tough market, particularly when you are from a different part of the world. If you are looking to export you need patience."

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