

ASP Acquisition Model



The ASP Acquisition Model helps you get started sooner rather than later.

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Our business success depends on our strength to **listen** and **develop** improvements that will benefit your day-to-day workflow.

Affordability

Service

Connectivity



Reduce Capital Costs

The ownership of the servers and software licenses is with Cybernius Medical Ltd. Your medical facility incurs a low capital outlay and forwards a low, monthly access fee to CML, instead of having a significant outlay for capital acquisition. All medical data retained on the cyberREN servers is owned by the client facility.

Electronic Medical Records for Nephrology

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Under the ASP model, the capital costs are shared between CML and the client facility.

Reduce Capital Costs

One of the major obstacles to the installation of a computerized charting system or system for clinical data management is the relatively high capital costs associated with such an installation. These costs include the purchase of software and data servers, and to a lesser degree, individual workplaces located throughout the facility at which clinical personnel can access the medical record.

cyberREN solution can now be implemented at a facility using a model which eliminates the majority of the capital costs, and therefore reduces the effort and increases the likelihood of acquiring a budget for the implementation. This model of delivery is called the Application Services Provider (ASP) model.

These costs translate into costs per treatment of approximately \$1.50 for a purchase type acquisition of the cyberREN system, which respects a 4 year amortization (costs of financing) but contains no costs for supplying the operating environment for the cyberREN system (floor space, uninterruptible power, access security, tape backup etc.). The ASP acquisition model however reduces these costs to approximately \$1.30 per treatment, as CML can take advantage of economies of scale when deploying an infrastructure of increased scope.

The ownership of the servers and software licenses is with Cybernius Medical Ltd., and instead of a significant outlay for capital acquisition, the medical facility incurs a low capital outlay and forwards a low, monthly access fee to CML. All medical data retained on the cyberREN servers are owned by the client facility.

The conventional cyberREN installation (purchase model) is located completely within the premises of the client facility. The ASP model of cyberREN delivery is located partially on the premises of the client facility, and partially with the secure CML Data Center in Canada.

The following further characterize a cyberREN system acquired by a subscription to the ASP model:

1. All communications between the cyberREN Display Server in Edmonton and the clients/workplaces on the medical facility network is encrypted and secure, and employs VPN technology.
2. High-speed Internet access is provided by the medical facility to supply connectivity between the WinDAX monitoring and cyberREN medical record workplaces, and the central CML Data Center over the Internet.
3. The overall system is HIPAA compliant and will be equipped with communications technology and access protection conforming to the requirements of the medical facility and other applicable federal regulations.
4. The medical facility's medical data stored on CML infrastructure at the Data Center in Alberta remains the property of the medical facility. CML will enter into a strict confidentiality agreement, which will ensure the safety, confidentiality and integrity of this data.

5. CML operating procedures (e.g. backup policies, security policies, etc.) used at the CML Data Center as well as compliance terms are published and available to the medical facility if requested.
6. This Data Center will be owned and operated by CML, the medical facility will be a user of the facility and will not be involved in the operation, maintenance, upgrades or expansions required at the Data Center.
7. The Data Center will provide the following functions and services: RDBMS operation, cyberREN application, automated RDBMS and cyberREN upgrades, Help Desk services, Firewall Service, Message Encryption, nightly backup, offsite backup storage.
8. The Data Center will be continuously accessible, providing very high service factors, at least 99.5%. Scheduled downtime, if any, will be limited to a maximum of four hours per month, arranged with the users at times of no operations (e.g. Sunday mornings).
9. The servers in the Data Center will handle the charting/access/analysis/reporting requirements of the medical facility dialysis programme. Should the number of patients or users grow, and then CML will expand the infrastructure to maintain performance levels, i.e. supply access to the cyberREN application at the same standard rates.
10. The Data Center infrastructure will be upgraded at regular intervals, to reduce the likelihood of component failure, as well as to maintain performance levels with increasing system usage.



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