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# Telstra's eHealth push continues with Dr Foster buy

Telco picks up British-based health analytics firm as part of its broader eHealth play.

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Telstra is continuing its aggressive push into the eHealth space, announcing it has acquired UK health analytics firm Dr Foster.

Health analytics firm Dr Foster uses risk adjusted methodologies to compare the outcomes of individual hospital patients, allowing adjustment for individual factors such as medical history, age or other background factors.

Telstra said the deal is part of its strategy to become a leading provider of integrated eHealth solutions. Its health division had previously secured the exclusive rights to provide Dr Foster products and services in Australia in December 2013.

Telstra Health's managing director Shane Solomon said the Dr Foster acquisition was a natural one for Telstra's health analytics stream.

"We're delighted to acquire Dr Foster. We have had a successful relationship as the exclusive reseller of Dr Foster in Australia and when the opportunity arose to purchase the company we saw it as a logical next step, acquiring not only a leading and innovative business but also the experience and skills that will help us compete on the global stage," Mr Solomon said.

"Health analytics is a key ingredient to improving efficiency, safety and outcomes for patients, provider and health insurers. The acquisition of Dr Foster aligns with Telstra Health's strategy to create a truly connected health care system and become a leading provider of integrated eHealth solutions.

"We're committed to building the business, both in the established markets in

Telstra's eHealth push continues with Dr Foster buy | Herald Sun Australia and the UK, but also to explore more global opportunities and ways we can integrate the products with other eHealth solutions to create a connected system.”

It's understood the deal will see Telstra will pick up 100 staff and two offices, one in London and an analytics unit in the Imperial College London.

Dr Foster co-Founder and director of Research and Public Affairs, Roger Taylor, said that Telstra Health possessed the right values, expertise and resources to help take the company to the next stage in its development.

“This is a really exciting development for Dr Foster. Telstra Health brings the resources, scale and expertise to help us take the company forward and can provide for patients,” Mr Taylor said.

While the price of the acquisition of the was not disclosed, Telstra is understood to have paid between \$25 million and \$30 million for the company.

[In January Telstra acquired](#) Australian eHealth cloud software developer Cloud9 and an Indian health software developer, IdeaObject.

Over the past 18 months the telco has invested close to \$150m in health-related companies worldwide.



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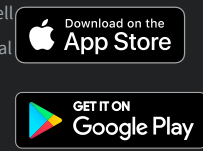
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