

News release

Orion Health welcomes new sales director for Scotland

Gabriel Radford will support the 11 out of 14 health boards that use Orion Health's technology and help them to develop their digital care records for a new era

Orion Health has appointed a new sales director for Scotland. Gabriel Radford, who has a background in business development for companies working with health, social care, and local government, will support customers and help them to develop their digital care records.

Scotland has made a significant investment in technology to integrate health and social care data. As part of an evolving national strategy, every health board deployed a digital care record (DCR), known in the region as a clinical portal, to give clinicians access to health information held in different administrative and clinical systems.

These portals became the foundation for DCRs, which hold information from a wider range of health and social care providers and support new ways of working. Orion Health has played a key role in these developments, working with 11 out of the 14 health boards in Scotland.

Gabriel's ambition is to help health boards to go further, by moving their DCRs to the cloud, extending access to more professionals, adopting new functionality, and creating new digital services for the public.

"One of our priorities is to encourage health boards to adopt the latest version of our platform, to make it easier for them to do upgrades and to implement further solutions to support population health management going forward," he said.

"We want to look at how we can extend access to more professionals, including those working in social care. We also want to encourage more health boards to adopt solutions such as our Medicines Management product, which offers intuitive workflow tools to safely manage patients' medications as they transition between care settings.

"And we want to see patients accessing their records and using Digital Front Door technology to get advice or carry out day-to-day transactions like booking an appointment or messaging their clinical team."

Orion Health will be holding a Scotland Customer Conference in Glasgow in June to consider where health boards have got to on their DCR journeys, what it will take to get them to the next level, and how healthcare can be rewired through ideas like the Digital Front Door, which has already taken off in Canada.

Gabriel added: "I'm really looking forward to meeting our customers at our upcoming conference, but I have already reached out to many of them. It is great to hear that they see Orion Health's platform as a strategic solution that delivers quantifiable benefits every day.

"In Scotland, DCRs are not out on the periphery; they are core to what health boards and the professionals who work for them do every day. Now, we want to help them progress from DCRs to full, unified healthcare platforms."

Gabriel has lived in Edinburgh for almost two decades. He had a long career at Totalmobile, working as an account and business development manager, in both local government and health, before moving on to other companies working in the same sectors. His most recent role was regional manager at Oneserve.

Mark Hindle, VP UK and Ireland at Orion Health said: "It's great to welcome Gabriel to Orion Health. Scotland is an important area of focus for us because it has led the way on digital care records and shown other parts of the NHS – and other parts of the world – what can be achieved.

"I am confident that Gabriel will do a great job in supporting our Scottish customers to do even better things in the future, and to improve the lives of clinicians and the patients who rely on them in the process."

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About Orion Health

At Orion Health, our vision is to reimagine the healthcare experience for all by ensuring the right person receives the right care at the right place, thereby accelerating the wellbeing of every person.

Built from 20+ years' experience working with the NHS and 30+ with national healthcare systems worldwide, our Amadeus Unified Healthcare Platform offers an end-to-end solution for improved population well-being through a Digital Care Record, Digital Front Door and Health Information Platform.

Orion Health is proudly founded and headquartered in New Zealand, with over 600 staff across 12 countries focused on delivering world-leading health technology solutions that improve clinician and patient experiences.

About the Orion Health Scotland Customer Conference 2023

The Orion Health Scotland Customer Conference will be held on Thursday 22nd of June at The Golden Jubilee Conference Hotel, Glasgow. The event will be a day packed with opportunities to learn and network with peers as well as with Orion Health experts. Find out more below:

<https://www.eventbrite.co.uk/e/orion-health-scotland-customer-conference-2023-tickets-539367010247>