

Central  
Data  
Networks



Newsletter of Central Data Networks

Autumn 2018

Edition 1

# Strong growth continues to drive CDN



CDN managing director Robert Zanier.



Technology  
for better  
lives

[cdnpacs.com](http://cdnpacs.com)



INSIDE  
THIS  
ISSUE



PAGE 5: Nikki Thrift  
joins CDN.



PAGE 7: Dhiresh  
delivers on service.



PAGE 8: Colin and  
the CT scanner.



# Continued confidence forecast for CDN in 2018

Greetings, hello and welcome to our 2018 Autumn Newsletter.

This is CDN's 24th year in the eHealth Digital Imaging market and amazingly our team is continuing the mantra which is the passion, enjoyment and satisfaction amidst the challenges faced on a regular basis. Nothing unusual for our market!

## CDN forging new markets:

Our new team members who have recently joined CDN are the talented Nikki Thrift, Jarod Kachovich and Daniel Herrmann.

These new members and the hard-working DEV & Product teams have helped fast-track some of the latest innovative products.

These are available as an integrated package with Merlin CRIS/PACS or standalone for 3rd party integration:

- CDN eOrders and CCEOE,
- Merlin Dashboard & BI Analytics portal,
- HTMLvue URL or Viewer Launched
- MedicSR (OBS/GYN) reports templating,
- Merlin Reconciller for adhoc importing from USB, CD/DVD, Dicom

For a more detailed description, please visit our web site: [www.cdn-pacs.com](http://www.cdn-pacs.com)

On the "new" front is the new Merlin PACS viewer V6 which is either stand-alone or a replacement of the V5 Viewer, providing a full capacity of true 64bit

**RIGHT: CDN founder and managing director Robert Zanier is confident of continued growth. He is forging new markets in the industry.**



for a fantastic enterprise-end user experience which has surprised our very experienced V5 users.

## CDN passes it's new ISO certification with flying colours:

We are pleased to announce that our 3rd party ISO certifier, BSI, has passed our new ISO9001 & ISO13485 Q/A certification and audit earlier this month. This was a major upgrade and very important to CDN's future tendering and supply capabilities I'd like to thank Sandra Felix for her magnificent effort in managing and preparation of all the document changes and upgrades, along with all the others involved. We now hope to capitalise on this achievement and get amongst some of those big tenders.

**- Robert Zanier**

## China eHealth market is now ready for CDN

### Comment from CDN founder and managing director Robert Zanier:

It's been a long rocky road over the past 10 years, however, the momentum of Enterprise eHealth with a SaaS platform and administrators keenness is building up along the way, is now is finally being identified by Chinese Health Departments across the country. Serious attempts being made to "do it right".

Announcements by the Chinese National Authority to eradicate film and the appreciation of the efficiencies & accuracies from effective PACS workflow, such as what CDN is delivering, is starting to instil confidence in the Chinese eHealth market with many stakeholders working closer together with a united voice. We will have more on this in the coming newsletters.



Furthermore, after CDN's successful implementation of Cardiovascular CVIS/cPACS in two of the world's biggest Chinese CV hospitals which have over nine Cathlabs, the result is now reporting times have halved, because of the use of CDN's CardioSR, [Cardio Structured Reporting] package. Now other Chinese Radiology PACS sites have taken up the CDN's quality of solutions with bi-directional HIS-RIS-EMR interfaces, centralised HTML5-Web viewing with unlimited access, which previously had a slow up take. However, we predict the Chinese RIS/PACS environment is all about to change this calendar year.

## Genius George becomes a noted problem solver

For most, overcoming a problem is often time-consuming and exhausting. But for George Bozinovski it's viewed as an instant challenge with positive outcomes. As CDN's CloudVue support officer and noted problem-solver, George is equipped with the necessary skills to overcome any obstacle with impressive results.

"I enjoy the problem solving aspects of my role, whether solving an issue for one of CDN's software users or designing workflows to best-suit user needs," he said.

"I am a Law student at the University of Wollongong and as such I am skilled and trained in negotiation, arbitration, mediation, communication and most importantly, problem solving."

And his gift for solving a problem has also surpassed the English language.

"In my studies I am also pursuing language proficiency in Mandarin Chinese," he said.

George says he enjoys his role at CDN, which is to oversee a successful product called Cloudvue.

The product is referred to as a 'global information' system which is 'revolutionising data retention'.

"While I also handle general IT helpdesk duties, my role's focus is on testing and supporting the CloudVue platform. Due to the platform being so versatile, I help to design user-specific workflows to help visualise the optimal CloudVue layouts for different



**CDN CloudVue support office George Bozinovski.**

purposes, based on different user needs." "CloudVue is the most versatile and potentially comprehensive file management and collaboration platform.

"It allows the users to design their own workflows with CDN staff or by themselves and with features such as news, reporting and search, the storage and management of everything from documentation to videos is handled with ease. "CloudVue still has a lot of potential to grow into the needs of users and thus presents a unique opportunity for customers to have their specific needs met exactly, with the help of CDN's development team."

George says he has big ambitions through his involvement with CDN, while he also continues his work as a partner in an environmental tourism business called TrailScience.

## OUR PARTNERS



**We look forward to working with you in 2018**



## Nikki steers management success at CDN

CDN is pleased to announce the addition of Nikki Thrift to the team.

Nikki has joined the management team as National Business Development Manager and brings more than 25 years of industry knowledge with a combination of clinical and software management experience.

Nikki has over 10 years' experience as the Australian eHealth Manager for the largest messaging vendor across Australia and New Zealand.

She will spearhead business and product development for CDN in Australia, initially focusing on implementing 'last mile' solutions that support the industry in building a reputation and maintaining a loyal customer base.

Digital transformation is a key priority for the healthcare sector and CDN is committed to collaborating with the Government and our partners on a variety of opportunities that are emerging, she says.

"CDN products change the game, providing health care services and provider's state of the art tools and applications that position them well for success and directly improve the delivery of patient care" Nikki stated.

Nikki is driven to achieve positive outcomes for all stakeholders within the health sector, from service providers to patients.

"I am passionate about e-health and integrated software that eliminates costly workflow constraints. I look forward to achieving higher levels of connectivity and capability for stakeholders, whilst driving the change that is needed to achieve greater improvements in healthcare," Nikki said.



**Above: Nikki Thrift brings experience to CDN.**

CDN's Managing Director, Robert Zanier is excited to have Nikki on the team and looks forward to introducing her to existing customers and joining our upcoming implementations. 'Nikki's experience and connections in the industry will enable CDN to leverage off these to deliver even better outcomes to our customers' Robert said. "We have a 360 view of health care and we are committed to delivering products to the market that meet the complex needs of this industry". CDN is an Australian Company founded in 1994 providing 100% products and services developed and delivered in Australia for the medical industry. CDN applications have nationwide credibility and are highly sought after by Government, Local Health Districts and Private Practices in Radiology and Cardiology in Australia, China and other countries worldwide.



## Tom achieves outstanding success in China for CDN

With strong links to Asia, project manager Tom Wang is forging a positive relationship with customers in China. For the past five years Tom has been at the forefront of Chinese projects, ensuring smooth outcomes and customer satisfaction. He often assists with providing PACS, CVIS, CardioSR and Merlin Web with astute accuracy and a vast knowledge.

“My primary role is Project Coordinator and China Project Manager,” he said.

“My duties are to ensure all projects are delivered on time, with planned budget and quality.

“To achieve this I spend most of my time planning stuff and talking to other people, especially for some of our Chinese projects where I am often the project manager myself.”

Tom says he gets a buzz out of working with CDN and helping others.

“The most beautiful part of the project management job is that it provides great opportunities to communicate with different customers, understand their workflow and needs, and learn new knowledge from them.

“It also makes me very happy and satisfied when a project goes well, finishes on time and brings value to our customers.”

Tom arrived at CDN with a strong background in software.



河南省人民医院  
HENAN PROVINCIAL PEOPLE'S HOSPITAL

He previously worked for a Chinese ERP (enterprise resource planning) software company for three years, where he began as a site engineer before moving onto a project management position. Apart from his dedication to his job, Tom also likes to spend time away on weekends enjoying another passion. “Fishing... I love it!” he said.

## 3mensio enhances CDN with structural heart package

CDN cardiology manager Jon Wye is pleased to announce that 3mensio has released a new software version to improve its structural heart planning package.

The updated version is called V9.1 and is able to assess structures in the heart in order to plan a procedure, while enabling rapid and accurate visualisation.

Jon is an important figure behind the success of CDN and says the new software would enhance the company's reputation through 3mensio.

“This new version adds a host of new applications including right ventricular outflow tract (RVOT) measurements, Tricuspid Valve measurements, 3D printing output and compatibility with Portrait format imaging monitors,” he said.

“Along with higher detail segmentation for better depth perception and finer measurement



CDN cardiology manager Jon Wye.

parameters, 3mensio remains the leader in structural heart pre-op planning.”

Recently, Jon was able to meet with Dutch-based product management staff from 3mensio who toured major hospitals across NSW and Queensland.

He said CDN was constantly aiming to improve structural heart procedures through the use of 3mensio technology.

## Dhiresh delivers on quality service testing

As CDN's test manager for Software Quality Assurance, Dhiresh Thanisserri's role is backed by a wealth of experience in his chosen field.

Dhiresh is an industry expert in software testing and is responsible for maintaining quality service through radiology and cardiology integration projects at CDN. He's also worked for two decades in software testing for major industries, and enjoyed a lengthy stint in Saudi Arabia as a systems analyst for Al Mouwasat Hospital. That put him in good health to steer operations for CDN.

"My primary role is to ensure the quality of the CDN software is met, in order to meet the quality software that is delivered by CDN," Dhiresh said.

"I enjoy the everyday challenges that are put forward to me. With a wide range of products, I learn new things every day.

"We also have a wonderful team. I enjoy working with them."

Dhiresh has experience and a wealth of knowledge that he brings to CDN.

"I have over 15 years of experience in Banking, HR, Insurance, Superannuation, Wealth Management & e-Health Domain in the role of Software Testing and Quality Assurance," he said.

"Currently I am working as a Software Quality Assurance Test Manager for CDN, working on Radiology & Cardiology Integration Projects.



Above: Dhiresh Thanisserri of CDN.

"I hold Bachelors in Computer Engineering and a Masters in IT & Communication Tech from the University of Wollongong."

Dhiresh's main roles for CDN involve:

- Defining and implementing the role testing plays within the organisation.
- Defining the scope of testing within the context of each release/delivery.
- Deploying and managing the appropriate testing framework to meet the testing mandate.
- Prepare Test Plan, Execute Test cases, Defect Management.
- Manage the Release Notes.
- Organise UAT Sign.
- Prepare User Manual.



## Colin places CDN at the forefront of radiology

The computed tomography (CT) scanner has come a long way in Australia since Colin Scobie first set eyes on it.

Back in those days CT was a new invention, viewed by inquisitive doctors and the wider medical fraternity.

But one man became focused with the new development and decided to devote his life to learning about CT and its technology.

As CDN's national sales manager of radiology, Colin's knowledge has placed CDN at the forefront of radiology technology software in Australia.

"My background has been always been in technology and specifically with radiology ever since the first CT scanner," he said.

"My involvement then included a broad array of radiology technologies and modalities such as US, NM, and MRI, and more latter in the delivery of the commercial and IT aspects of the business."

Highly organised and analytical with a keen eye for detail, Colin's strengths include being able to engage with prospective and current clients to ensure their business needs are met.

"The best and most exciting part is being able to meet the clients' solution requirements due to the agility of our software development team and deliver in a timely manner," he said.

"This is generally not possible with many multi-national companies due to their conflicting interests, and so their clients miss valuable opportunities.

"Whereas CDN and their clients benefit as we



Above: Business needs are met with Colin Scobie.



have capacity, energy and will-power to deliver and our clients love this aspect of our products, which means a real return-on-investment, resulting in a better bottom line."

---

## CDN back in the mix with private radiology market

### Comment from CDN founder and managing director Robert Zanier:

The Sydney CBD Xray group has just recently completed a successful stage 2 expansion, which incorporated many of CDN's product enhancements. These have been for example the latest comprehensive HL7 integration, zero-footprint HTML5 solutions. These enhancements and others bring the Referrers, Radiology and patients closer with effective end users experience [aka common sense] and incorporate effective workflows. Auto "one-click" EPIT reports and Diagnostic Web imaging



embedded into the GP/Referrer's Patient Management software with a single icon, delivers a service that's been expected from the latest SaaS solutions for years. Next part of the expansion is the integrated CDN eOrders for simple electronic referrer and patient bookings to the Sydney CDB RIS and the patient receiving their confirmation by SMS in minutes.



# Football voice of the Illawarra strikes a chord

A new and exciting weekly football show has been launched in our region with an emphasis on news, interviews, unification and promotion of the round ball code.

Called the Wollongong Football Show, the podcast is under the direction of host Andrew Byron and is based on the popular Daily Football Show in Melbourne.

Recently, CDN announced a partnership agreement with the powerful media company.

Byron said after a series of successful weekly shows its popularity had grown among the region's starved football fraternity and sports' lovers.

"The podcast encapsulates football news from the Illawarra, South Coast and Southern Highlands, with a level of high production quality, and interviews with junior and senior players, coaches and administrators who live for the game," he said.

Byron said a catalyst behind the show's introduction was the region's push for an A-League club. The former Wollongong Wolves chairman and football fanatic has been connected with a corporate A-League bid involving the Wolves' since 2014.

He continues to adopt and promote Football Federation Australia's stance of "building a unity of purpose across all tiers of the game", which he believes would enhance the region's chances of securing an A-League team.

"This podcast is an extension of that attempt to unite the region, talking football under one voice and one region," Byron said.

"It is the people that make the difference and we want to hear their stories on our show." The Wollongong Football Show can be heard on Thursdays featuring a round table of professional co-hosts.



Andrew Byron from the popular Wollongong Football Show, which is expecting big things in 2018.



Talking football on your device!



Listen to host Andrew Byron and guests each Thursday 4pm



## 2018 Port Douglas Heart Meeting and Expo

CDN managing director Rob Zanier and cardiology manager Jon Wye will attend the 2018 Port Douglas Heart Meeting and Expo from June 6 to 9.

Held every three years, the meeting has grown into a high-quality interactive educational event, based on case-based learning and didactic lectures by some of the world's most-noted speakers and teachers.

Jon said CDN would have a strong presence at the health event.

"We will be promoting our new CardioMotion Echo Analysis product as well as the 3mensio Structural Heart product that we distribute," he said.

"Our particular interests for the event are the 'Left Ventricular Ejection Fraction Evaluation' with Cardio Motion, and 'TAVI pre-procedure planning' for the 3mensio Structural Heart product."

Now almost 20 years in existence, the event is geared towards clinical cardiologists, cardiac surgeons, advanced trainees and training fellows in cardiology, sonographers, cardiac technicians, cardiac nurses and other health professionals.



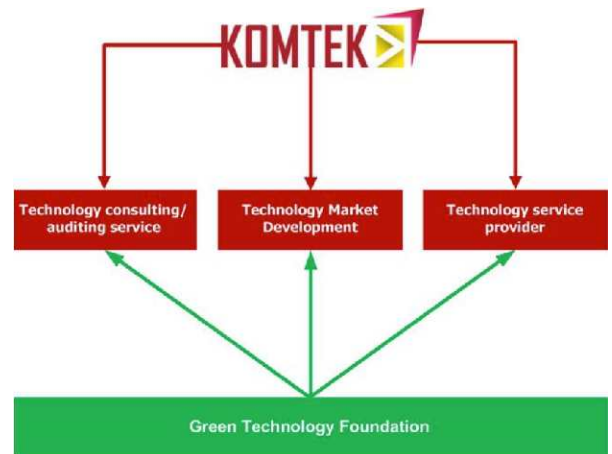
## Vietnam's eHealth ambitions on the move

**Comment from CDN founder and managing director Robert Zanier:**

CDN and Komtek Co Ltd has recently signed a distribution agreement to target the national digital Medical Imaging market and introduce the CDN's "the state of the art" MI-SaaS product suite.

Komtek has been the dominant force in distributing many Western Enterprise solutions into the Vietnam market and their vast experience and competent Hi-Tech personnel resource will be destined to become the ideal partner for CDN.

We welcome Komtek to the CDN family of partners and together provide the Vietnam eHealth PACS market with a genuine contender with proven agile solutions.



# CDN provides quality solutions in cardiology

CDN cardiology manager Jon Wye was at the forefront of discussion when Dutch-based product management staff from 3mensio recently met with clinicians at major hospitals across NSW and Queensland.

Jon said the European-based staff were able to gain a better understanding of Australian clinical practice and workflow, while aiming to improve structural heart procedures through the use of 3mensio technology.

“The general impression is that Australian clinicians are at the forefront of procedural practice, and certainly pushing the boundaries of research and development of structural heart procedures,” he said.

“Constant development of the 3mensio Structural Heart software, and to keep it at the forefront of clinicians needs, is a mainstay of their philosophy.

“The meetings reinforced the fact that 3mensio Structural Heart is the premier solution for pre-op planning of valve replacement procedures, and the feedback taken away by our colleagues will greatly enhance future versions.”

Jon said the visit from 3mensio staff was a success and involved many areas of learning and discussion.

“Recent additions to the feature set, particularly in Aortic Root analysis, were demonstrated and discussed,” he said.

“New options such as an archive shared between multiple workstations and the ability to record a workflow session were welcomed by the existing users.

“On the structure analysis-front the inclusion of



Above: CDN cardiology manager Jon Wye (left) is experienced when it comes to 3mensio.

The coronary vessels and bypasses in the segmentation views were met with enthusiasm, while a new ability to take measurements across multiple phases and view them in a short cine was a popular addition.

“A significant addition is being able to view both femoral arteries at the same time, making the selection of the safest access route simple and effective.

“Discussions around future features were very fruitful, with the need to visualise ‘valve-in-valve’ scenarios a frequent talking point.

“The open discussions around upcoming additions to the 3mensio feature set were well received, in particular the availability of additional applications and the introduction of a zero-footprint platform.

“I’d like to thank all the clinicians who gave us their time and experience”.

# Revamped website attracts favourable attention

CDN has added new content to its website, capturing news, events and information with the click of a button.

Packed with stories and vital information about our products, the website focusses on some of our main services including radiology, cardiology and cloud solutions. National Business Development Manager Nikki Thrift said the website had increased in popularity since its revamp.

“We continue to be impressed with the number of people viewing our site,” she said. Log onto [www.cdnps.com.au](http://www.cdnps.com.au) for more info.

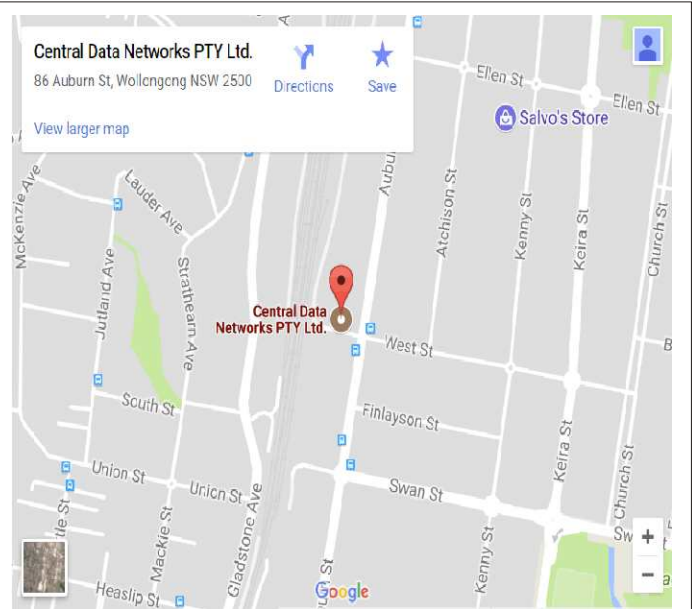


CDN's website is attracting positive attention.



**Main Headquarters:**  
**Central Data Networks Pty Ltd**  
**Level 32**  
**1 Market Street**  
**SYDNEY**  
**NSW 2000**  
**Australia**

**Research and Development Headquarters:**  
**Central Data Networks Pty Ltd**  
**86 Auburn Street**  
**WOLLONGONG**  
**NSW 2500**  
**Australia**



**Postal: P.O Box 1909, WOLLONGONG, NSW 2500, Australia**

**Web: [www.cdnpac.com](http://www.cdnpac.com)**

**PH: +61-2-4226 4406 or 1300 722 632**

**Fax: +61-2-4229 6283**

