



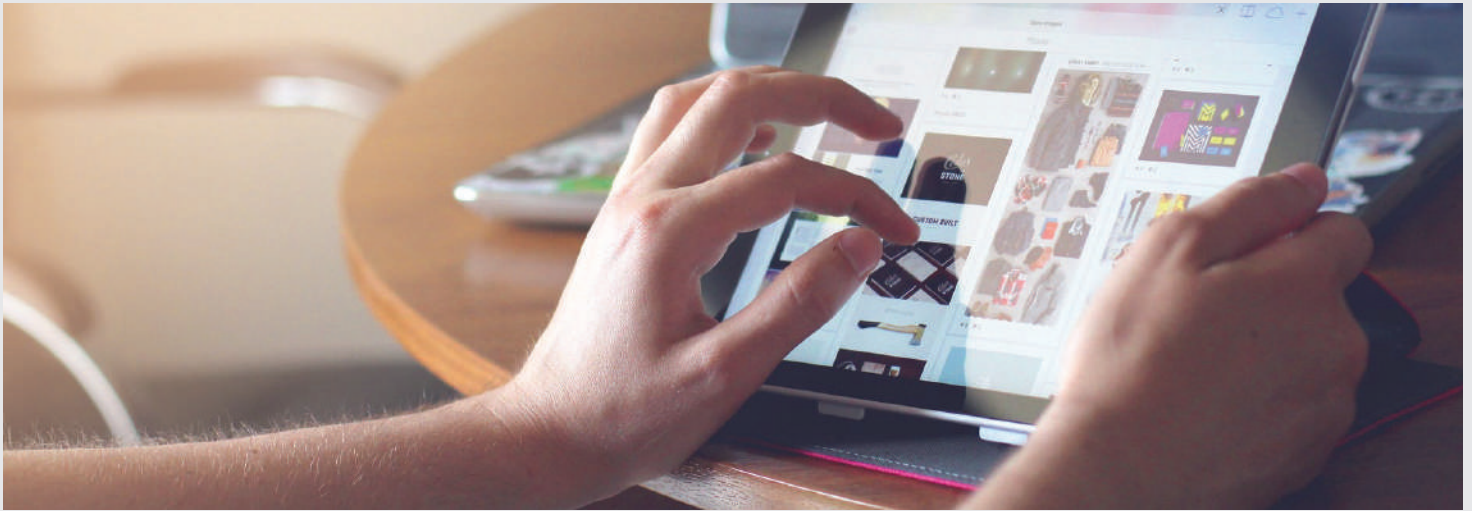
*digital*SENSE HEALTHCARE

CORPORATE PROFILE

DRIVING DIGITAL ADOPTION



SANCY Berhad was set up in December 2017 with the sole purpose of driving digital adoption within the healthcare and SME sectors in Malaysia which we feel are the two key emerging sectors in Malaysia after financial services and telecommunications. While there are many companies both local and foreign that serve the latter, healthcare and the emerging SME markets are underserved by the technical community and have difficulties in accessing the solutions and **talent in IT and digital solutions**.



There are a number of key facets that we have focused on in the formation of **SANCY Berhad** that we feel will help us drive digital adoption in our targeted sectors, and not all of these are techno-centric only.

1. A highly experienced senior management and innovation team | there are 2 key founders of SANCY Berhad namely **P.Ganesarajah** the CEO who has almost 30 years of experience in driving digital adoption in the financial services sector and was involved in many of the key milestone projects in internet banking, mobile banking and digital banking process optimization. **Dr.Izhar Che Mee** is an established and highly sought after process transformation and productivity management expert who has helped many Malaysian government and private agencies improve not only process efficiencies but also optimize the governance approach to make Malaysia business friendly. They are in turn supported by a highly experienced team of founding staff that bring with them a wealth of experience in healthcare, digital design, mobile development, eCommerce, eProcurement and eWallet payment systems development.
2. An advisory based approach | in most cases the right mindset, knowledge and change management are fundamental to IT and digital adoption. Most of the senior management in our target sectors are not exposed to digital technology and are not exposed to how these developments can help them grow, scale and become global enterprises. To this end, we at SANCY Berhad have taken the **TRAIN – CONSULT – DIGITAL BLUEPRINT – DEPLOY** approach. Our founders as well as senior management and client engagement teams actively seek out the opportunity to run executive workshops, boardroom training sessions and digital readiness assessment consulting assignments to position the right technology, right deployment with a well informed and committed client senior management endorsement for all projects that we undertake.



3.



World class intellectual property | our multiyear IT support and software development relationship with the **ColumbiaAsia Hospitals Group** gives us access not only to a great team of IT specialist in healthcare but also access to their intellectual property which we have the rights to market and sell. These systems from ColumbiaAsia are extremely well tested, virtually bug free and made for purpose

software that addresses the many needs within the operations of a hospital as well as smaller clinics. We have also partnered and acquired the intellectual property from **Simbiotik Healthcare** that provides us with a hospital information management system that is HTML5 based and is cloud ready that lends itself to more cost effective and rapid deployments of these systems. We are currently focusing on localizing these applications, compliance with local standards as well as language translations of the systems to make it global market ready. We are in the process of Vietnamese language translation at the moment and translation into Russian is in the plans. Similar expertise levels are also evident in our range of eProcurement and eCommerce platforms where these systems are currently being deployed/co-developed with Honda Malaysia are we are pursuing a number of new Malaysian SME clients.

4. A strong dedication to R&D | almost 50% of our staff strength is in the software functional development, mobile design and industry subject matter experts. While we have acquired and/or developed a significant amount of IIP in the **healthcare, eProcurement and eCommerce space**, it is crucial that we drive excellence in design thinking, digital process improvement and functionality improvements that will reshape how our application software is deployed, used and drives value for our clients.



5. Operational practitioners |while we do bring on-board **world class technical talent**, it is crucial that we on-board industry practitioners especially from the healthcare space. To this end, our collaboration with ColumbiaAsia gives us access to a wealth of talent from the healthcare space. We use resource up-skilling from the ColumbiaAsia IT support operations as well as new staff routing through the healthcare support operations to grow our team of **techno-functional experts in healthcare systems**. At the end of the day we want to build our systems with relevant insights, practical solutions are “by doctors for doctors”.



6. Extensive local support | we have invested in building a 6000 sq.foot IT support center that **supports 10,000 hospital end users across 28 hospitals in ASEAN** in our primary facility in Persoft Tower Tropicana. We will also be providing mission critical support services to our clients from this facility. Part of our principal promise to our clients is that we form a true technical partnership for all our clients which not only covers application support but holistic IT services support inclusive of cloud deployment and IT security.
7. Flexible project funding approaches | our flexible project funding approach s what we consider to be our most compelling business model innovation. While we will still do traditional projects payment schemes, we encourage **alternative funding models** which include subscription fees, BPO as well as profit sharing as a zero cost OPEX based systems deployment to de-risk embarking on any projects with SANCY. Not only do we work with the technical and business users of the client BUT we also **work closely with the founders, board members and executive management** to forge a true partnership to embark on these projects on a shared risk, shared reward basis.

We are committed to changing the landscape in Malaysia as a global provider of healthcare and driving innovation in healthcare in meaningful ways by providing thought leadership and cutting edge applications leveraging our industry expertise, extensive intellectual property and design thinking to deliver cloud based and mobile enabled healthcare solutions.

HEALTHCARE REIMAGINED.

ENABLING DIGITAL



Enabling Asian businesses become globally competitive by leveraging digital business technologies and business processes.

Business
Model



Training



Consulting
Engagement



Strategy Playbook



BPO/HRO/Implement/
Deploy/Support

*digital*SENSE application suite

Digital
CX

Digital
Fulfilment

Digital
Payments

Digital
eco systems

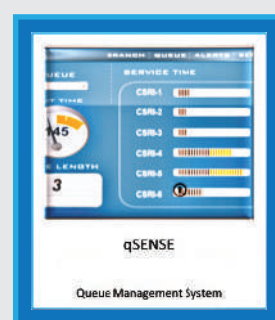
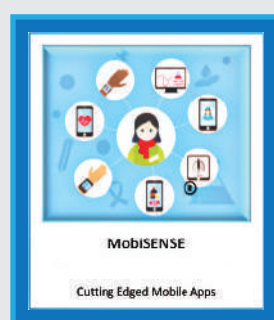
Digital Sense
Healthcare

Digital
Governance

EProcurement

VISION : To operate beyond an organisation's physical limitations.

DIGITAL BUILDING BLOCKS



Patient Management (OP & IP)	■	■	Linen & Laundry Management
Emergency Patient Management	■	■	Housekeeping Management
Billing Management	■	■	Diet & Nutrition
Electronic Patient Records	■	■	Assets / Equipment Management
Pathology Management	■	■	Blood Bank Management
Administration Management	■	■	Patient Feedback & Complaint Management
Radiology Management	■	■	Patient Loyalty through HelthYU card
Doctor Management	■	■	Ambulance Management
Operation Management	■	■	CRM
Nursing Station Management	■	■	Patient Portal
Store Management (Inventory)	■	■	Biomedical Waste Management
Pharmacy Management	■	■	Centralized Sterile Supply Department
MIS (Report Management)	■	■	Document Management System
Inbuilt Dashboard (Role Specific)	■	■	Dashboard / Report Builder

ENGINEERED TO CO-EXIST



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HEALTHCARE
SOLUTION TODAY.**