

Case study

The business

- Image management and storage solutions for ophthalmology and diabetic retinopathy screening programmes
- Strong reputation for quality and leading position in the UK market
- Principal supplier to the National Health Service for diabetic retinopathy screening

The strategy

- To become the leading provider of ophthalmology and related applications in the UK market
- To extend geographic reach internationally
- Sale to a large healthcare IT company or camera manufacturer

The developments

- Developed software to support the NHS's diabetic retinopathy screening programmes
- Tailored the applications for countries (e.g. USA) needing a simple, affordable and privately funded delivery model
- Brought in new syndicate of investors to accelerate growth
- Introduced a highly qualified and experienced Chairman – Ex Misys director and CEO of their US healthcare division
- Acquired largest UK competitor to extend market leading position in the UK
- Software now used to manage the care of 1.2 million patients in the UK

Summary

Sector	Healthcare Software
Location	Cambridge
Transaction	Development Capital
Deal size	£650,000
Investment rounds	2000, 2005, 2007 and 2008

“YFM has been a strong supporter of Digital Healthcare over a long period of time. They have been ideal business partners, and particularly helpful as we have evolved the growth strategy over the years.” **Mike O’Leary, Chairman, Digital Healthcare**

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About YFM Equity Partners

YFM Equity Partners* has been managing funds specialising in transforming small businesses for over 25 years. We invest between £100,000 and £10 million of equity and have a current portfolio of over 200 companies in the UK. Our team of over 50 people, based across six regional offices, is dedicated to working alongside management teams to create transformational growth and success.