![Rocket]

# Hirondelle Private Hospital
## Saves hundreds of thousands of dollars with new business insights

## Industry
Healthcare

## Challenge
Leverage existing data to scale a growing healthcare business

## Results
- Delivered cost-effective quality patient care over decades with minimal change to hospital management system
- Saved $190,000 annually for five consecutive years by negotiating better rates of return from health funds
- Performed ad hoc data queries in minutes for complex reporting requirements to assess hospital costs

## Products
- Rocket® D3

## Application
- Hospital Management System

## Company
Established in 1969, Hirondelle Private Hospital in Sydney, Australia, specializes in post-operative rehabilitation to maximize patient independence and recovery. The hospital's services include physiotherapy, occupational therapy, speech pathology, and social welfare.

## Challenge
Hirondelle Private Hospital required an application that could handle a wide variety of critical functions, from managing the movement of patients in and out of the hospital to administering bills and forecasting potential growth in different parts of the business. With its focus on patient well-being, the hospital needed a solution that would allow it to perform these tasks quickly and cost-effectively. The solution would have to remain reliable and scalable as the hospital's operating systems, hardware, and other technology evolved over time.

The solution would also need to be flexible enough to support ad hoc reporting. In particular, hospitals negotiate with insurance companies each year about how much they earn from health funds. To successfully prepare for these negotiations, a hospital might need to categorize patients by doctor, ward, and number of days they stayed in the hospital, among other factors.

## Solution
After evaluating several off-the-shelf applications, Hirondelle chose a hospital management solution called Hoscare. Created by developer Matash Australia, Hoscare relies on the Rocket® D3 application platform, which combines an underlying database with a powerful set of development tools. This makes it possible to cost-effectively build database applications that include powerful methods for querying databases while ensuring rapid response times.

# Results

Rocket D3 technology's low total cost of ownership, small IT footprint, and scalability to support future expansion allowed Hirondelle Private Hospital to rely on the same management system for more than 20 years. During that time, the hospital upgraded from a PC sitting under a counter to an air-conditioned IT room containing rack-mounted servers. The stability of the underlying Rocket D3 programming language has been key to this longevity. Applications built using Rocket D3 perform for many years without expensive rewrites or the need for large numbers of programmers or support staff. The code's stability also means developer skills don't go out of date, and new hires can get up to speed quickly.

The sophisticated yet easy-to-use Rocket D3 programming language also allows applications to be built quickly and cost-effectively, reducing costs. As a result, Matash Australia founder David Knight estimates he can build applications for one-tenth the price of various other products. "Rocket D3 offers me unbelievable economies of scale," he says. "Because of D3, I can keep my prices significantly lower than my competitors, while allowing customers such as Hirondelle Hospital to provide the best in quality patient care."

Another benefit of Rocket D3 is its ability to enable complex, ad hoc data analysis quickly and cost-effectively. Using other languages, such as SQL, a developer would need to extract a large amount of data into a spreadsheet, then filter it. This could take a day or more. Using Rocket D3, it is possible to calculate the costs to service a patient in minutes, even if there is no pre-existing database query.

The insights Rocket D3 provides have helped the hospital improve its bottom line. Relying on the insights gained through patient reporting, Hirondelle has saved $190,000 annually for five consecutive years by negotiating better rates of return from insurance health funds.

Notes Knight, "Deep down, Hirondelle is still using the system I created years ago. The business has undergone massive growth, but the system has supported them all the way through."

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