

# Medical group stitches up deal

## Overseas contracts worth \$23m

By Sarina Talip

Fresh from winning a national award, Canberra's high-flying private medical enterprise Aspen Medical has revealed details of \$23 million worth of overseas contracts.

Aspen won the most successful private business of the year award at the annual Business Review ANZ Private Business Awards, held last Thursday.

The award is open to businesses with an annual turnover up to or equal to \$100 million.

In 2007 Aspen was also announced as Australia's fastest growing business on the *BRW* Fast 100 list.

Aspen's turnover more than doubled from \$19.4 million in 2005-06 to more than \$44 million in 2006-07.

And now with an annual turnover of close to \$70 million, Aspen is showing no signs of slowing down.

The international medical services company was established in Canberra in 2003 and now has offices in Perth, Darwin, Townsville, Brisbane, Sydney, Adelaide, Indonesia, Singapore and Europe.

It has won a \$4 million four-year contract with the United States Government to work with the Centre for Excellence in Disaster Management and Humanitarian Assistance in Hawaii.

Aspen managing director Glenn Keys said work would involve defining policy: "We will define how America will respond to those



**GROWING:** Aspen Medical is geared for growth into the US, Middle East and Europe.

disasters outside continental USA and then assist with the rollout of those services."

And Aspen is also putting the finishing touches on a \$5 million, 10-year contract to help establish and run the largest private hospital in Lagos, Nigeria.

Mr Keys believes huge growth areas in the future will be America, the Middle East and Europe.

"The sort of work that we do, which is coming in at a first-world standard, doing a complete solution is most needed in those areas, and out of the work we've done worldwide we can see that they're real growth markets for us," he said.

Aspen employs 450 staff worldwide and caught attention in February last year when East Timor President Jose Ramos-Horta was

shot by militia and stabilised by Aspen Medical staff who evacuated him to Darwin for surgery.

The staff care for Australian Defence Force and Federal Police in East Timor and the Solomon Islands.

In three months they cleared an eight-year waiting list in urology in Northern Ireland.

But whether completing dental checks for Justice Health NSW, or finding an obstetrician for a remote community in the Northern Territory, or providing an aero medical evacuation service for the oil and gas industry in Western Australia, Mr Keys pinpoints the company's success to "the sort of work we do".

"Which is that people are better off because of the services we deliver and that's a wonderful thing."