



DAVID WALLIKER

Chief Information Officer

Liverpool Women's NHS Foundation Trust



Product: *Acute Health Data Enterprise*



We've been working with Insource for a number of years now. Their approach has always been one that fits very well with our (and we think other trusts') position, in that their whole suite of products provides an ever-expanding range of functionality around clinical data management that just works.

Additionally, their products enable you to build a complete, trust-wide enterprise data management platform in stages. The entry-level cost of Insource products is at a level usually associated with low-value tactical solutions, but unlike a tactical solution, the Insource platforms can grow and expand incrementally as you derive value and more confidence at each stage of implementation.

This is a refreshing contrast with products and solutions from some organisations, where you only discover the problems and shortcomings when it's too late, because you've bought the lot!

The confidence Insource have in their products enables them to be more open, following the logic that they're happy for you take the products incrementally, to use them, be confident in them and grow your data management platform on your terms and timescales. It reduces risk and spreads cost. So it's an approach that works for us, and, from what we understand, for other trusts, too.

