

# ARGUS 5

## New License Conditions



Argus 5, the new version of our widely-used secure clinical messaging software, is scheduled for public release in mid-March 2010.

### New Licence Conditions

***Argus 5 will have new licence conditions and will not be released under a freeware licence.***

Instead, the software licence will be bundled with support on a paid subscription basis. The subscription fees will be assessed on the same basis and cost as the current Priority Support fees. Hence for a practice on Priority Support, the cost of using Argus will not change.

### Why is the Licensing Changing?

ArgusConnect cannot continue to develop and support software with so many users not making any contribution to the revenues. We get no Government grants or subsidies.

Since 2008 we have encouraged GP, Specialist and Allied Health practices to voluntarily take up paid Priority Support.

Of all Argus users, just over half of Specialists have taken up Priority Support, while less than one third of GP and Allied Health practices have done so.

We think to raise our revenue by increasing the Priority Support rate for those GP, Specialist and Allied Health practices that already pay for support is not at all fair, when so many other practices using Argus make no contribution at all.

Almost 12 months ago the Federal Government introduced eHealth Practice Incentive Payment (PIP) to GPs.

One of the conditions was that GP practices must *"have a secure messaging capability, which is provided by an eligible supplier"*. Argus was chosen by many GP practices to meet this criteria.

Under the eHealth PIP, practices can get around \$6,000 annually per practitioner (capped at \$50,000 annually per practice).

Given that Argus Priority Support per full-time practitioner is only between \$99-121 annually this is a very modest percentage of the PIP eHealth payment.

### But I was told Argus was Free!

For almost 10 years Argus 4 and earlier versions were made available under a freeware licence to GP, Specialists and Allied Health practices.

The Argus philosophy has been to facilitate and foster secure electronic exchange of clinical documents at as low a cost as is possible.

While we would love to be able to continue giving Argus away for free, we can no longer afford to do so and still stay in business.

### How will this affect my Practice?

**1. Current GP, Specialist and Allied Health Argus users that already have a paid Priority Support contract will have **NO CHANGE TO THEIR CURRENT COSTS** and will now get:**

- credited with one additional month of Priority Support at no extra cost;
- assistance with the Argus 5 upgrade installation at no extra cost; and
- priority for upgrade to Argus 5.

**Current GP, Specialist and Allied Health Argus users that do NOT have a paid Priority Support contract are strongly encouraged to take up Argus Priority Support **BEFORE MARCH 15 TO RECEIVE THE FOLLOWING EXTRA BENEFITS:****

- credited with one additional month of Priority Support at no extra cost;
- assistance with the Argus 5 upgrade installation at no extra cost; and
- priority for upgrade to Argus 5.

**2. Current GP, Specialist and Allied Health Argus users that do NOT have a paid Priority Support and who choose to remain with their existing Argus 4 freeware licence can do so.**

However, please be aware that Argus 4 will not undergo any further development and all support for Argus 4 will be phased out in mid-2010.

**3. Argus version 4 will not be available to new users after version 5 is released. All new Argus users will have to subscribe for the Argus 5 software and support.**

### How will I get Argus 5?

When Argus 5 is released, all GP, Specialist and Allied Health sites which have Argus 4 will be contacted. Those who have current paid Priority Support will be advised how they can book their Argus 5 upgrade. As Argus Support will have a lot of sites to upgrade, we ask that practices be understanding and patient over the next few months. Argus Support will be working through the upgrades as fast as they can.