

Francisco H. Recio

Re-engineering SabiaMed

BY AUGUSTO DURAND

SabiaMed is dedicated to helping health-care organizations improve patient care by providing the tools to make decisions in a timely fashion. The company provides healthcare information-technology (IT) solutions that streamline both clinical and business operations.

Founded in 1997, SabiaMed is a software-development company specializing in Hospital Information Systems (HIS) products. "We have successfully leveraged our experience in healthcare management and information technology to create products that empower clinical and administrative professionals," stated Francisco H. Recio, chairman of the board and CEO of the software-development company. "Our team of close to 100 experts includes healthcare, business, and IT professionals who are committed to delivering the clinical and financial solutions healthcare facilities need."

He said ClinNet, the company's flagship solution, was designed by a dedicated task group of physicians, nurses, healthcare administrators, and systems developers committed to delivering the best solutions in the market. "It offers exceptional value, functionality, and integration," Recio explained. "Its format is simple and easy to use by doctors, nurses, and any administrative personnel that needs to manage medical records."

With 21 fully integrated modules, ClinNet is an IT solutions application that maximizes both clinical and financial operations for healthcare providers. It provides real-time access to healthcare information for clinical and administrative decision makers. "From our Miami office, we have introduced successfully a multiple currency version of ClinNet," Recio noted. "This facilitates hospital billings and records keeping in countries such as Mexico, Guatemala, Nicaragua, Panama, Uruguay, and Venezuela." The company's vice president for healthcare strategies has an office in Washington, D.C.

The next generation of our sophisticated healthcare software is ClinNext, a multi-language version incorporating advanced features considered to be the base for the company's global-development platform. Currently, it is being tested at a pilot program in North Carolina prior to implementation in the U.S. market. All SabiaMed systems are designed to be in full compliance with local, federal, and other regional regulations that may apply. In its current five-year plan, the company executive envisions SabiaMed will enter the European



*Francisco H. Recio,
Chairman of the Board & CEO
of SabiaMed*

market by 2008, after having consolidated Latin America in 2006 and the U.S. in 2007.

ClinNext is the most intuitive and user-friendly healthcare information system in the market. "Its process-driven structure and use of touch-screen technology makes our product more than unique," Recio proudly stated. "ClinNext features the latest technology to deliver a flexible, easy to use, and upgradeable product that is adaptable to clinics and entire hospital systems."

Born in Cuba, Recio moved with his family to New York in the 1960s. After attending high school in Connecticut, he was admitted at Rensselaer Polytechnic Institute (RPI), in Troy, N.Y., where he earned an engineering degree and an MS in business administration.

Since 1987, the Rensselaer Alumni Association (RAA) Fellows Award honors those alumni or nonalumni of Rensselaer who, by their achievements in a chosen profession or endeavor or by their service to the Institute, have set an example for Rensselaer men and women to emulate. In 1998, Recio was recipient of this prestigious recognition. To date, 113 RAA Fellows Awards have been named.

Among his several professional engagements before joining SabiaMed in 2004, Recio is particularly proud of the valuable experience gained while working for KPMG from 1976 through 1992. "After being elected partner in 1997, I was in charge of Florida and Latin America consulting," Recio commented. "I was also the chairman of the Worldwide Operations Management Practice Committee, and member of the Management Consulting Practice Committee

(KPMG's board that oversees the management consulting practice in the world).

Recio is married to Irene Canosa. They have three children: Irene, 36; Frank, 33; and Ana, 28. Recio feels that his biggest blessing is his family, and his greatest gift has been his 38-year marriage to a dedicated wife that knew how to raise their three kids to become solid, responsible, well-balanced individuals. An avid golfer, Recio and his son play together and won the father/son tournament at his local club seven years ago. A fierce competitor, he plans to repeat the feat sometime in the future.

"Our expert team of close to 100 healthcare, business, and IT specialists serves as the core for concept design and product development," noted Recio. "They are also our primary source for communicating field experience, information access needs, and customer feedback. Over the past years, the company has registered a meteoric revenue growth, from \$5 million in 2004 up to \$10 million in 2005, with \$20 million projected for 2006.

The top executive's vision for SabiaMed goes far beyond the geographical boundaries of the company's origins in Puerto Rico. In addition to the Latin America-market expansion, he is confident ClinNext's suite of unique features and its approach to addressing the needs of the industry, particularly those of service providers, will set the company apart within the highly competitive healthcare information-technology market.

SabiaMed customers can accomplish results that would be impossible with many other systems currently in the marketplace, he said, explaining that its products cover all facets of the health-care spectrum, from primary to continuing-care management. Information is integrated both horizontally across care facilities and vertically among the physicians orchestrating care, the nurses delivering care, and the clinical departments supporting this care.

With clinical and financial information tightly coupled so that health-care organizations can operate more efficiently, SabiaMed provides an unparalleled value, while delivering unmatched functionality, workflow integration, and ease-of-use. Aside from software developers, the company has a team of consultants that implement and train customer personnel to operate SabiaMed healthcare information-technology programs. SabiaMed's professional services provide ongoing support to its customers in all areas, including operational and regulatory compliance updates as they may apply. ■