

MedImage DBA Role

Most development roles cost the AtomJump company, as remaining development tasks won't necessarily affect the bottom line of the business, but the MedImage DBA role is an exception, as each new chunk of work carried out has the potential to broaden the reach of our main income-earning product. Therefore the business increases its income and the staff who have carried out the work have the ability to earn more.

How it works

The MedImage app can send photos to any operating system in its basic form, but to automatically send a photo into the precise patient record in a practice, we sell an add-on tool called the EHR Connector for NZ\$680 (which is a one-time purchase). Most practices (~80%) choose to upgrade if an EHR Connector connection is available for their system. The tool is currently available to connect to 3 different systems, but for this role your task is to add new connections to different systems. There are dozens of medical systems world-wide, and some of them have larger numbers of practices on-board, than others.

Each time you develop a new connection to a different system, which can take anywhere from a couple of days, to a couple of weeks (in actual development time), you will generally work in with one or two initial practices to confirm the connection is working. After a first successful connection, and if the practice is happy, we can invoice that practice for \$680. Once the 1st connection is complete it is generally fairly easy to connect the 2nd and subsequent practices, but there may be some additional tweaks before it is completely generic for that type of system.

The Financial Proposal

Of the \$680, the company gives 15% to other parties. This leaves \$578 for the company.

Your earnings:

1st Sale: 80% of the \$578 earnings that the company earns from the sale = \$462 (since you are doing the majority of the work on this one).

2nd and subsequent sales:

Year 0	Year 1	Year 2	Year 3	Year 4
40%	20%	20%	20%	2%
				Doesn't reduce from 2%

You have an annual salary cap of NZ\$80,000.

Example: Your take-home for one system connection:

Year 0	Year 1	Year 2	Year 3	Year 4
10 sales	30 sales	150 sales	2000 sales	5000 sales
462 + 231 x 9 = \$2541	115 x 30 = \$3450	115 x 150 = \$17,250	115 x 2000 = \$230,000, but salary capped at \$80,000	11 x 5000 = \$55,000

Please keep in mind that you are not restricted to building one system connection, only, so you can multiply these earnings out.

Also note, we cannot guarantee sales for a particular system. It is up to you to research whether the users of a particular system will actually want MedImage. Typically doctors of a particular system will share their findings with other doctors, if it works work for them, so there is no need to aggressively market a connection.

The practice system owners will usually be able to introduce you to a sample GP practice to test out a Beta connection.

Skills required

- DBA and basic SQL scripting. With a variety of database systems e.g. SQL Server, Oracle, MySQL
- REST and SOAP connections
- Researching the best approach for the connection, and investigating the preferred database tables or API calls.
- Coordination with the MedImage installation team
- Coordination and negotiation with the Medical System software provider in question

Location

Ideally you will be based in Christchurch, New Zealand, although this is not essential. You will have access to AtomJump's offices, but your access is on a time-share basis.

You may use your own equipment (e.g. a laptop), although if you need equipment from us please do approach us for this.