



Information Technology **TRENDS and SOLUTIONS**

AC Group Releases Updated

Wednesday, December 08, 2010

***Extensive Evaluation Ranks Top
Practice Management and
EHR Applications***

Beware – the Ice Age is coming

***The New Generation of EHRs
DRT Enabled EHRs***

A White Paper By:

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AC Group, Inc.

Revised as of Wednesday, December 08, 2010

For more information on the detailed 400+ page report, visit the web site at
<http://www.acgroup.org> or contact Mark R. Anderson at 281-413-5572 or by
email at mra@acgroup.org

ACgroup
INC.



AC Group Updated Report Digital Medical Office of the Future Survey

AC Group, Inc., formed in 1996, is a healthcare technology advisory and research firm designed to save participants precious time and resources in their technology decision-making. AC Group is one of the leading companies, specializing in the evaluation, selection, and ranking of vendors in the PMS/EMR/EHR healthcare marketplace. For the last three years, AC Group has produced an annual report on the Digital Medical Office and the use of Technology by physicians. This comprehensive report includes detailed reviews of the Mobile Healthcare, Document Imaging, and EMR marketplace. The report also includes the most comprehensive evaluation of vendor EMR functionality to date - more than 5,000 questions. This evaluation decision tool has been used by more than 25,000 physicians since 2002. Additionally, AC Group has conducted more than 300 PMS/EHR searches, selections, and contract negotiations for small physician offices to large IPAs since 2003.

- How do you determine if you are ready to “leap” into the EMR or replace your PMS application?
- Can you always believe what the vendor tells you?
- Where does a group go to find third-party independent evaluations of vendor’s functionality, financial viability, customer support, and overall best price?
- How can you determine if there is a quantified return on investment (ROI)?
- How can you leverage the use of an EMR or new PMS to improve reimbursement, improve quantified clinical quality, and reduce malpractice costs?
- Who can you turn to for third-party independent advice?

The answer: **AC Group's Physician Technology Evaluations**

Our Advisory and Consultative offerings are numerous, and can be customized to your practice’s unique priorities. To assist your organization, we have created five options:

Option 1 – Educational Update – For those organizations that are just starting the process of considering newer Technologies or just need a third-party independent review, AC Group can provide your practice organization with an educational update on the “Digital Medical Office” of the future. The educational sessions can be customized from 1 to 4 hours depending on the number and type of participants and the overall goals of your practice. Our educational sessions provide your practice with a wealth of knowledge regarding the six-levels of healthcare technology, the trends and issues that healthcare organizations face, the truth about technology and the effect on workflow, the true costs and benefits of automation, the pitfalls to watch out for, a detailed review of functionality requirements, and how well selected vendors (over 60) currently meet those requirements.

Option 2 -Technology Briefing and Readiness Review - AC Group can provide your practice with a technology briefing and readiness review. Under this option, Mark Anderson will come to your practice, meet with members of the practice, will present information on technology and software options and will conduct a brief operational review of your practice’s readiness. The Technology Briefing and Readiness Review will provide you with one to three days on site (depending on the size of the practice) plus 14 days of operational questions via phone and email. AC Group will develop a report that outlines the practice’s readiness to embrace EHR.

Option 3 - Contract Negotiations – For those practices that have already made up their mind on which application they would like to purchase and install, AC Group can assist with contract review and negotiations. Probably the most tedious and important step of the entire process is contract negotiations. During contract negotiations, we should be able to increase installation assistance, improve the payment criteria, establish quantifiable goals and objectives and finally, we have always been able to negotiate a lower contract price that more than pays for ACG’s entire fees.

Option 4 - Vendor Search/Selection and Contract Negotiations – AC Group can become your advisor on the project. Under this option, one of our experienced consultants will be available for conference calls to discuss which vendors you should consider based on 10 operational considerations. AC Group will provide your organization with a side-by-side comparison of the top 10 vendors that are best position to meet your practice needs. The comparison will rank vendors based on functionality, financial stability, end-user satisfaction, and implementation approach. AC Group will also assist in the selection of 2 to 3 vendors for on-site demonstrations, provide scripts and guidelines that each vendor is required to follow in those demos, and advise on final vendor selection. Mr. Anderson will also assist with contract negotiations as described in Option 3.

Option 5 - Operational Assessment, Vendor Search/Selection and Contract Negotiations - AC Group can provide your practice with a comprehensive program to ensure that your practice selects the best system(s). Under this option, an experienced consultant will come to your practice, meet with your practice representatives, present information on technology and software options, conduct an operational review of your practice’s readiness, and will assist with the numerous tasks required to select the right system. This option includes all tasks described in Option 4 and, in addition, on-site consulting for operational review and vendor demonstrations.

Option 6 – Implementation Assistance - AC Group can provide your organization's with implementation oversight. Oversight is conducted onsite and remotely via email, web casts, and conference calls. The main purpose is to monitor the vendor’s responses to your needs and to insure an effective implementation. AC Group will strive to eliminate the client/vendor miscommunications that occurs in 85% of all EHR implementations We will assist in the “Change Management” process that must occur to insure effective use of the new systems. We will assist your organization with the process of Clinical and Operational Transformation in order to reduce risk, Improve financial gains, and to reduce the “change pain” factor.

AC Group's June 2010 PM and EHR Product and Company Evaluation

AC Group, Inc. (AC Group) has released their 15th report on **Practice Management System (PMS), Electronic Medical Record (EMR)** and **Electronic Health Record (EHR)**. This year's report provides physicians, MSOs, IPAs, and PHOs with one of the most comprehensive evaluations to date of leading PMS/EMR/EHR applications. According to the author, Mark Anderson, Healthcare IT Futurist, "Physicians and organizations such as DOQ-IT, state QIOs and IPAs are looking for a 3rd party independent evaluation of the various EMR/EHR offerings in the marketplace today. The current pressures in the industry for increased efficiency and better care delivery, coupled with significant advances in technology and applications, have enabled EMRs to take center stage. The challenge with EMRs is that it is very difficult for the average physician practice to effectively evaluate its options.



The survey is an extensive evaluation of functional criteria that can serve as a valuable tool for the vendor selection process. The entire report is over 300 pages long and covers all 6 levels of technology for the physician's office.

Summary Results: To ensure that the application met the real needs of physicians, a detailed study was conducted by AC Group, Inc., during the Spring of 2002, 2003, 2004, 2005, 2006, 2007, 2008 and 2009 with updates October of 2003, 2004, 2005, 2006, 2007, 2008, and 2009. The AC Group technology report is based on 90 months of research and the cumulative results of a 90-page questionnaire distributed to each participating vendor. The EHR survey includes 3,200 functional questions divided into 43 categories, while the PMS survey includes over 1,000 functionality questions divided into 26 categories.

The 43 functional categories included a section on the Institute of Medicine's (IOM) requirements for a computerized patient record (CPR), along with functional questions relating to operational areas including prescriptions, charge capture, dictation, interface with laboratories, physician order entry, decision support and alerts, security, personal health records, reporting and documentation. To assist the physician community, the AC Group report quantifies six specific components necessary to ensure that a physician or a group of physicians have made the right choice. The components include:

1. **Product Functionality** – How well a product meets the basic requirements of a comprehensive EHR based on the guidelines of the Institute of Medicine and the detailed comprehensive survey of functionality based on AC Group's 2,300+ EHR functionality survey.
2. **End-User Satisfaction** – How well a company performs in relation to "End-User Satisfaction" surveys conducted by independent analyst firms such as AAFP (www.aafp.org/centerforhit.xml), KLAS (<http://www.healthcomputing.com/>) and AC Group, Inc. (<http://www.acgroup.org>)
3. **Company Financial Viability** – The strength of a company in relationship to their annual revenues, profitability, and percentage of revenues that are placed back into future development.



AC Group Updated Report Digital Medical Office of the Future Survey

4. **Client Base** – The strength of the company's EHR client base and their ability to understand and meet the needs of their current and future clients.
5. **Technology** – The strength of the EHR's use of proven technology that enables a practice to become a digital office of the future.
6. **Price** – The total price of the solution should be considered when making a decision – not just the price of the software. Practices should determine the "Total Cost of Ownership" (TCO) when evaluating the numerous potential solutions.
7. **Implementation Approach:** From our studies of failed and successful installations, we have determined that the methodology used for product installation, configuration, and staff training affects the practice's ability to achieve clinical and operational transformation. The AC Group selection methodology provides physicians with a simple methodology that they can use to help reduce the number of choices. According to our research, the number of vendors that state that they sell an ambulatory EHR is currently over 385 – too many for any one physician to consider. Through the use of this methodology, practices can reduce the number of potential choices to the top 5 to 10 EHR/PMS products – based on their specific requirements.

Continuing in 2009, AC Group will be "Validating" vendor application. The purpose of the detailed analysis is to determine which vendors meet the functionality to be considered a "Validated EHR" today and to determine which vendors who, with future development, could have a "Validated EHR" in the next couple of years. Vendor Products that receive a minimum rating of 85% are routinely reviewed for validation by AC Group. Other vendors have excellent charting systems and document imaging systems, but in many cases, do not have the necessary clinical alerts, clinical knowledge based databases, and may not have the Clinical Decision Support (CDS) necessary to improve care and to document improvements in clinical outcomes. They still provide excellent benefits, but should NOT be considered a clinically driven EHR. The EMR/EHR evaluation includes a weighted point value for each of the 2,300 questions, based on the following criteria:

- The current product **doesn't** offer this functionality
- The current product **provides** the functionality for an **additional cost**
- The current product **provides** the functionality from a **third party**
- A future product enhancement in the **next three months** will provide the functionality
- A future product enhancement in the **next six months** will provide the functionality
- A future product enhancement in the **next year** will provide the functionality
- The product **provides** the functionality currently



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Functionality Requirements:

What EMR/EHR functionality is required for a practice? The requirements today are far less than what will be required in the near term. New state, regional, and national regulations are being considered. New minimum standards are being discussed at the national level. Health plans will begin implementing required clinical health status reporting within the next few years. As seen in Southern California and in the Hudson Valley of New York, health plans are beginning to provide financial incentives to those practices that can track and report clinical outcomes for a specific population. Finally, malpractice carriers are beginning to provide discounts for those providers with a Validated EMR application – or in other words – physicians that do not use EMRs will pay higher for the malpractice rates, starting in 2009/10. Therefore, the functional requirements today should be the functionally requirements of the future. A practice cannot afford to purchase a system today that will not meet the functionality requirements of the future. A study conducted by AC Group on 126 practices that replaced their EMR in the past three years showed that the average cost to the practice (new system costs, retraining, lost productivity, etc) costs the average physician over \$50,000. Therefore when making an EMR/EHR decision, make the right choice – make a choice for the future. From AC Group interviews, the majority of the physicians are requesting the following specific functionality:

- Automated E&M Coding based on clinical documentation
- Tracking of Vital Signs with minimum and maximum values
- Best Practice guidelines with Clinical Decision Support, based on national guidelines
- Family Practice, Orthopedic, and Pediatric based clinical knowledge bases
- e-Rx, with alerts and formulary compliance by patient's specific health plan
- Integration with lab orders and results
- Integration with radiology orders, reports and the any new Picture Archiving Communication (PAC) System or viewing of digital films.
- Physician Dashboards for summary information for each physician, customized to each physician's unique needs
- Patient Summary screens that summarize patient's clinical condition, including e-Rx, allergies, procedures, hospitalizations, chief complaints, prior visits, allergies, family history, social history, etc.
- Educational materials in multi languages, that is, automatically customized to the patient's specific clinical and social needs
- Auto interface to hospital and ambulatory dictations
- Web-Based Personal Health Records (PHRs), so that family can review selected materials that physicians elect to provide electronically
- Health maintenance recording and tracking for outcomes measurement
- Integration with document imaging and workflow management
- Clinical messaging between physicians and the staff
- Clinical messaging between the physicians and the patient's families for selected activities
- Recording and tracking of telephone messages
- Electronic Rx refills
- Order tracking and alerting if a test result has not been completed within a specific period of time
- Template-driven clinical charting, to ensure that chart clinical information is complete and interoperable between specialists
- Access anywhere, at anytime, on any device



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Five important caveats to keep in mind as you review the results:

1. Literally hundreds of products are identified as EMRs, and while a good faith effort was made to contact as many vendors as possible, many chose not to respond.
2. The survey findings are self-reported, that is, they are based on what *vendors* said about their *own* products.
3. Fourteen vendors were required to participate in face-to-face demonstrations of their product's functionality in order to receive "validation". The validation process tested more than 200 scenarios. A number of the vendors have not been tested as of this report and therefore have an (*) next to their company name.
4. A few of the highly visible EMR vendors elected NOT to participate in the survey. Many of these vendors are not willing to document their functionality in writing, while others state that either they do not participate in surveys or they were too busy to participate.
5. Starting in May of 2005, AC Group added a "confidence factor" which indicates AC Group's confidence in the vendor's reported rankings. A vendor with a 5-Star confidence level indicates that their product has been tested and we believe that more than 90% of their answers are validated. A vendor with a 3-Star confidence level indicates that the product has been tested at least once and we are confident that over 70% of the responses are validated. A vendor with a 1-Star confidence level indicates that AC Group has NOT been able to evaluate the vendor's claims as of this report.

The vendors that participated in this year's evaluation or had participated in one of AC Group's prior evaluations include:

- AcerMed Inc
- AllMeds, Inc.
- Allscripts - HealthMatics
- Allscripts – Touchworks
- Allscripts – Professional
- Allscripts - Enterprise
- Alteer
- Amazing Charts, Inc
- Amicore
- Bizmatics Inc
- Bond Technologies, LLC
- Business Computer Applications
- Businet, LLC
- Cerner
- Chartcare, Inc.
- Chartlogic
- Cliniflow (Monarch)
- Clinisolutions Inc.
- Companion Technologies Corporation
- CureMD
- Cyber Records
- Daw Systems, Inc.
- DigiChart
- DocSite
- Dr. I-Net Corporation
- Dr. Notes
- eCast Corporation
- eClinicalWorks
- Eclipsys Peak Practice
- EHS
- Emdeon Practice Services
- e-MDS
- eMedicalFiles, Inc
- Epic Systems Corporation
- GE Healthcare
- GEMMS
- gMed
- Greenway Medical Technologies
- Hamilton Assoc
- Health Communication Systems
- Health Highway
- Health Probe
- HealthPort
- Henry Schiem

- Holt Systems Inc.
- iMedica, Inc.
- INFOR*MED
- InteGreat Concepts, Inc. (InteGreat)
- Intelligent Medical Systems, Inc.
- JMJ Technologies
- LighthouseMD
- LSS Data Systems
- McKesson Corporation
- McKesson Practice Partner
- MCS-Medical Communication Systems, Inc.
- MDanywhere Technologies Inc.
- MDTTablet
- MEDCOM Information Systems, Inc.
- MedcomSoft.
- Medical Information Systems, Inc.
- Medical Manager software
- Medical Office Online, Inc.
- Medi-EMR
- Medinformatix, Inc
- MediNotes Corporation – Clinician
- MediNotes Corporation "e"
- Meditab Software, Inc.
- MediWeb
- Mednet System
- Medstar
- MeridianEMR, Inc.
- MIE Web
- Misys Healthcare Systems
- mMD.Net
- Monarch Medical International
- Mountain Medical Technologies, Inc.
- NextGen Healthcare Information Systems, Inc.
- Nightingale
- Noteworthy Medical Systems
- OD Professional
- OmniMD (A Division of Integrated Systems Inc.)
- Orion Systems International Inc
- Quest EMR
- Physician Micro Systems, Inc. (PMSI)
- Practice Partner
- PracticeIT
- PracticeXpert
- PRAXIS EMR by Infor-Med, Inc.
- PracticeOne LLC
- ProPractia, Inc.
- Pulse Systems, Inc.
- QuickMed, Inc.
- Sage Software Healthcare, Inc
- Scribe Healthcare Technologies
- Smart Doctor
- Spring Medical
- SSI Med
- StreamlineMD
- Stryker Imaging
- SuiteMed LLC
- SynaMed, LLC
- Task Technologies
- VersaForm Systems Corp
- Visionary Medical
- Vista Care
- Vitalworks
- Wellogic

Additionally, with the discussion around Regional Healthcare Information Organizations (RHIOs) and Health Information Exchanges (HIEs), AC Group added an additional ranking for the top Health Information Exchange (HIE) products. The companies participating included:

- AxSys
- Healthvision Corporation
- Axolotl
- Kryptiq Corporation
- Med Net Systems
- Wellogic
- NextGen
- Misys Vision
- dbMotion
- Medplus (FirstGate)
- eClinicalworks eHX
- Orion Healthcare
- Noteworthy Medical
- CureMD
- NextGen CHS



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AC Group 2010 Functionality Process

In June 2010, AC Group divided our findings into multiple categories, including, Integrated Community EHRs, Multi-Specialty Large clinic EHRs, EHRs for medical practices, EMRs for medical practices, Charting Systems, Document Imaging Management (DIM) Systems, and Integrated Medical Office Systems (Practice Management System, EMR, and DIM).

With the trend towards national standards and Pay-for-Performance guidelines, the March 2010 functionality rating included a point value system and a revised survey to enable smaller EHR vendors to participate. The new format based on 43 functional and operational categories and combined numerous functionality questions into category rating. We find a direct correlation between the results of our prior studies and our new survey format. Also in 2010, we place more emphasis on Meaningful use, DOQ-IT measures, PQRI measures, Disease Management, Specialty EMR content, Medical Device Interfaces, Evidence-based reference content, Practice / Community Portal Capabilities, Clinical Decision Support, Knowledge Couplers, Health Maintenance Alerts, and Registry Functions. We found that our eRX, Lab interfaces, CPOE, and foundation criteria functionality categories did not need to be revised since we were already receiving adequate vendor comparisons.

The 2010 report represents the ranking of vendor capability, based on the vendor's responses to the questions, the vendor's willingness to place every answer into a binding contract, and the proprietary weighting system that has been developed over the past 5 years. Since 2005, more than 114 vendors submitted responses to the new survey, 16 vendors did not update their responses since October of 2006, 12 vendors did not update their responses since May of 2006 and 10 vendors are either out of business or have elected not to participate in the surveys any more.

Disclaimer:

Although AC Group receives a small % of their revenues from vendors for speaking, white papers, or market analysis, AC Group does NOT perform any activities and does NOT receive any funding that promotes one vendor over another, helps a vendor win contracts, or helps a vendor win competitive bids over another vendor. AC Group remains independent from all vendors. Additionally, AC Group does NOT install, train, or customize vendor applications. Our belief is that if you work with certain vendors, there is a perception that you might select one vendor over another. In AC Group's case, there is NO financial or operational value to recommend one vendor over another. AC Group has always been and remains independent from all EHR vendors.



AC Group February 2009 Updated Report Digital Medical Office of the Future Survey Overall 5 – Star Ratings for PM and EHR Products

When evaluating overall **EHR** functionality, end-user satisfaction, and Company Viability, thirteen vendors received 5-star ratings.

1. Epic Systems Corporation
2. NextGen Healthcare Information System
3. Medical Communication Systems, Inc
4. Greenway Medical Technologies
5. Allscripts Enterprise
6. e-MDs
7. StreamlineMD
8. McKesson Practice Partner
9. eClinicalWorks, LLC
10. Pulse Systems, Inc.
11. GE Healthcare Centricity
12. Meditab Software, Inc.
13. SuiteMed LLC

Additionally, nine additional vendors received 4 star ratings based on October 2009 but are expected to become 5-Star rated product by the end of the year.

1. GEMMS
2. CureMD Corporation
3. Allscripts Professional (formerly HealthMatics Office)
4. gMED
5. MED3000, Inc.
6. GE Healthcare Flowcast
7. Sage Software Healthcare, Inc.
8. Aprima Medical Software, Inc
9. Medical Informatics Engineering, Inc.

When evaluating overall **PM and EHR** functionality, company viability, ease of use, and end-user satisfaction, the following vendors received 5-star ratings.

1. Epic Systems Corporation
2. NextGen Healthcare Information Systems
3. Medical Communication Systems, Inc.
4. Allscripts Enterprise
5. Greenway Medical Technologies
6. e-MDs
7. GEMMS *
8. McKesson Practice Partner
9. StreamlineMD
10. eClinicalWorks, LLC
11. Pulse Systems, Inc.
12. GE Healthcare Centricity
13. Meditab Software, Inc.*
14. SuiteMed LLC*

Note: (*) indicates that the product has not been fully tested by AC Group yet.



AC Group Updated Report Digital Medical Office of the Future Survey Overall 5 – Star Ratings for PM and EHR Products

The following pages describe AC Group's top EHR vendors by product category. To assist healthcare organizations, we have divided our report into the following rating categories:

Reporting Category	Page
Vendors received the highest overall rating for Company Viability, PMS and EHR Functionality, and Implementation, Training, Support.	11
Vendors received the highest overall rating for EHR Product delivery including implementation, configuration, training, and support.	14
Vendors received the highest overall rating for company stability and viability.	15
Alpha list of the top selling EHR applications along with their overall ratings.	16
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AC Group Updated Report
Digital Medical Office of the Future Survey
Overall 5 – Star Ratings for PM and EHR Products

The following vendors received the highest overall rating for Company Viability, PMS and EHR Functionality, and Implementation, Training, Support. The same vendors received the highest overall rating for stand-alone EHR products.

Overall Rating (5 = High, 1 = Low)	Epic Systems Corporation	NextGen Healthcare Information Systems	Medical Communication Systems, Inc.	Allscripts Enterprise	Greenway Medical Technologies	e-MDs	GEMMS	McKesson Practice Partner	Streamline MD	eClinical Works
Tested Level (Confidence)	****	*****	*****	*****	*****	****	*****	*****	***	***
Total Overall 5 Star Rating										
Prepared for the ICE Age	4.30	4.68	4.33	3.38	-	-	-	-	-	4.25
Total PM/EMR/PHR plus Company	4.60	4.53	4.50	4.29	4.25	4.28	4.22	4.29	4.31	4.34
Total PM/EHR Plus Company	4.55	4.52	4.43	4.33	4.32	4.29	4.29	4.27	4.26	4.24
Total EMR Plus Company	4.54	4.52	4.44	4.34	4.44	4.28	4.28	4.26	4.27	4.24
eRX Product	5.00	5.00	5.00	4.50	5.00	4.00	5.00	4.00	5.00	4.00
Product Functionality										
EHR	4.95	4.96	4.85	4.16	4.00	4.20	4.59	4.77	4.85	4.82
EMR	4.67	4.80	4.75	4.46	4.64	4.20	4.47	4.46	4.75	4.66
PMS	4.58	4.76	4.82	4.54	4.63	4.50	4.63	4.24	4.82	4.72
PHR	5.00	4.60	5.00	4.00	3.79	4.20	3.79	4.40	4.70	5.00
EMR Light	4.82	5.00	5.00	5.00	5.00	4.00	4.82	5.00	5.00	5.00
Total PM/EHR	4.71	4.85	4.69	4.39	3.80	4.30	4.55	4.52	4.69	4.67
Total PM/EMR	4.66	4.87	4.65	4.54	4.15	4.20	4.56	4.51	4.65	4.58



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Overall 5 – Star Ratings for PM and EHR Products

Overall Rating (5 = High, 1 = Low)	Epic Systems Corporation	NextGen Healthcare Information Systems	Medical Communication Systems, Inc.	Allscripts Enterprise	Greenway Medical Technologies	e-MDs	GEMMS	McKesson Practice Partner	Streamline MD	eClinical Works
Tested Level (Confidence)	****	*****	*****	****	*****	*****	*****	****	*****	***
Product Delivery										
Installation and Configuration	4.70	4.50	4.50	4.50	4.56	3.20	4.70	4.50	4.50	4.50
Training	4.50	4.60	4.30	4.00	4.50	3.20	4.50	4.60	4.30	4.00
Timing of Implementation	4.10	4.70	4.30	4.10	4.20	4.20	4.10	4.70	4.30	4.10
Customization of Product	4.00	3.95	4.00	4.80	4.50	4.50	4.00	3.95	4.00	4.80
Flexibility	4.00	3.90	4.20	4.90	4.70	4.30	4.00	3.90	4.20	4.90
Total Product Delivery	<u>4.26</u>	<u>4.33</u>	<u>4.26</u>	<u>4.46</u>	<u>4.49</u>	<u>3.88</u>	<u>4.26</u>	<u>4.33</u>	<u>4.26</u>	<u>4.46</u>
Company Stability										
Management	5.00	4.75	4.00	4.90	4.40	4.80	4.40	4.90	4.00	4.50
Company	5.00	4.90	3.50	4.90	4.40	4.70	4.00	4.70	4.00	4.70
Future Revenues	5.00	4.90	4.20	4.90	4.20	4.30	3.80	4.30	4.00	4.90
Future Profitability	5.00	4.90	4.50	4.50	4.20	4.00	3.80	4.00	4.50	4.90
Number of Clients	2.00	5.00	3.00	3.90	4.00	4.80	3.00	4.80	3.50	5.00
Growth Opportunity	5.00	4.90	4.20	4.20	4.25	4.60	4.40	4.00	3.80	4.80
Corporate Vision	5.00	4.80	4.20	5.00	4.50	4.40	4.00	4.00	3.90	4.60
Strong References	5.00	4.40	4.00	5.00	4.90	4.85	4.65	4.10	3.50	4.20
Total Company Rating	4.63	4.82	3.95	4.66	4.36	4.56	4.01	4.35	3.90	4.70



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Tested Level (Confidence)	****	*****	*****	****	*****	*****	*****	****	*****	***
Support and Client Satisfaction										
KLAS Rating - PM (Relative)	4.73	4.47		4.70	4.77			4.19	-	4.14
KLAS Rating - EHR (Relative)	4.58	4.20		4.18	4.76	4.62		4.39	-	4.34
Long-Term Support	4.70	4.30	4.75	4.80	4.80	4.20	4.50	3.90	4.00	4.50
ACG End User	4.80	4.50	4.50	4.10	4.50	4.70	4.20	4.15	4.00	3.00
End User Satisfaction	4.70	4.37	4.63	4.44	4.71	4.51	4.35	4.16	4.00	3.99
Ease of Use/Usability										
PM Ease of Use	4.50	4.30	4.50	4.00	4.40	4.50		4.20	4.10	4.10
EHR Ease of Use	4.35	4.20	4.40	4.20	4.70	4.50	4.60	4.00	4.80	4.40
Easy of Modification	5.00	4.40	4.70	4.00	4.75	3.50	4.60	5.00	4.20	4.80
Easy of Reporting	5.00	4.70	4.70	4.10	4.70	4.00	4.00	4.00	4.40	4.20
Product Pricing/Contracting										
Initial First Year Costs	3.20	3.80	4.50	4.00	3.80	4.55	4.20	4.00	4.60	4.70
Second Year Costs	4.00	3.75	4.50	4.30	3.75	4.00	4.15	4.00	3.90	4.00
Contracting Terms	4.00	4.40	4.00	4.10	3.90	3.50	4.00	3.90	4.00	3.40
Negotiated Contracting Terms	4.40	4.90	4.20	4.10	4.25	4.50	4.10	4.20	4.00	4.60
Performance Guarantees	4.70	4.40	4.15	4.00	4.80	4.00	4.40	3.80	4.00	3.00



AC Group Updated Report
Digital Medical Office of the Future Survey
Overall 5 – Star Ratings for Product Delivery

When considering newer technologies, practices should not only look at a company's financial viability and product functionality, practices should also closely look at the vendor's ability to deliver the software and to insure an effective installation. The following vendors received the highest rating in overall product delivery.

Overall Rating (5 = High, 1 = Low)	Epic Systems Corporation	NextGen Healthcare Information Systems	Allscripts Enterprise	Medical Communication Systems, Inc.	StreamlineMD	McKesson Practice Partner	INFOR*MED	Intuitive Medical Software, LLC.	Axlotl	e-MDs
Tested Level (Confidence)	****	*****	*****	****	*****	**	*****	***	****	****
Product Delivery										
Installation and Configuration	4.50	4.50	4.00	4.70	4.50	4.00	4.50	4.70	4.50	4.00
Training	4.00	3.50	4.30	4.20	4.60	4.50	4.50	4.50	4.30	4.00
Timing of Implementation	4.10	4.50	4.30	4.80	4.70	4.50	4.00	4.10	4.30	4.00
Customization of Product	4.80	4.90	4.80	4.00	3.95	4.50	4.20	4.00	4.00	4.60
Flexibility	4.90	4.90	4.70	4.20	3.90	4.00	4.20	4.00	4.20	4.60
Total Product Delivery	<u>4.46</u>	<u>4.46</u>	<u>4.42</u>	<u>4.38</u>	<u>4.33</u>	<u>4.30</u>	<u>4.28</u>	<u>4.26</u>	<u>4.26</u>	<u>4.24</u>



**AC Group April 2009 Updated Report
Digital Medical Office of the Future Survey
Overall 5 – Star Ratings for Company Stability**

When considering newer technologies, practices should not only look at product functionality, practices should also closely look at the vendor's company viability. The following vendors received the highest rating in overall company viability.

Overall Rating (5 = High, 1 = Low)	NextGen Healthcare Information Systems, Inc.	eClinicalWorks, LLC	Allscripts Enterprise	Epic Systems Corporation	e-MDs	GE Healthcare Centricity	Greenway Medical Technologies	McKesson Practice Partner	Allscripts Professional (formerly HealthMatics Office)
Tested Level (Confidence)	*****	****	*****	****	*****	*****	****	***	***
Company Stability									
Management	4.75	4.50	4.90	5.00	4.80	4.80	4.40	4.90	4.30
Company	4.90	4.70	4.90	5.00	4.70	4.85	4.40	4.70	4.90
Future Revenues	4.90	4.90	4.90	5.00	4.30	4.20	4.20	4.30	4.00
Future Profitability	4.90	4.90	4.50	5.00	4.00	4.20	4.20	4.00	4.00
Number of Clients	5.00	5.00	3.90	2.00	4.80	5.00	4.00	4.80	4.50
Growth Opportunity	4.90	4.80	4.20	5.00	4.60	3.50	4.25	4.00	4.00
Corporate Vision	4.80	4.60	5.00	5.00	4.40	4.80	4.50	4.00	4.30
Strong References	4.40	4.20	5.00	5.00	4.85	4.10	4.90	4.10	4.50
Total Company Rating	4.82	4.70	4.66	4.63	4.56	4.43	4.36	4.35	4.31



AC Group Updated Report
Digital Medical Office of the Future Survey
Review of Top Selling EHR Vendors

In Many cases, the best EHR vendor for your practice might not be the vendor with the highest functionality rating, or the company with the highest viability, or the one with the best customer satisfaction. However, the following 16 vendors are selling more or are positioned to sell the most applications in the next three years. Not necessarily because the vendors meet your overall unique requirements, but these vendors are primed to survive the next three years. All of these vendors are well positioned for the upcoming 2011 interoperability requirements and are already positioned for clinical data exchange following the government's CCD national standards. The following two pages highlight these vendors and are sorted alphabetically.

Overall Rating (5 = High, 1 = Low)	Allscripts Enterprise	Allscripts Professional	Cerner Corporation	CureMD Corporation	eClinicalWorks, LLC	Eclipsys Corporation	e-MDs	Epic Systems Corporation
Tested Level (Confidence)	*****	*****	***	*****	*****	***	***	****
Total Overall 5 Star Rating								
Prepared for the ICE Age	3.38	-	-	4.20		-	-	4.30
Total PM/EMR/PHR plus Company	4.28	4.11	3.60	4.49	4.12	3.23	4.01	4.67
Total PM/EHR Plus Company	4.33	4.13	3.84	4.51	3.95	3.68	3.97	4.61
Total EMR Plus Company	4.34	4.12	3.81	4.51	3.94	3.61	3.95	4.60
Product Functionality								
EHR	3.50	3.27	3.56	4.62	4.91	2.39	4.20	4.97
EMR	4.46	3.72	3.72	4.74	4.66	2.84	4.20	4.67
PMS	4.54	3.65	3.99	4.74	4.72	3.04	4.50	4.58
Total PM/EHR	4.39	3.79	3.90	4.71	4.67	3.14	4.30	4.71
Total PM/EMR	4.54	3.83	3.95	4.76	4.58	3.19	4.20	4.66



AC Group Updated Report
Digital Medical Office of the Future Survey
Review of Top Selling EHR Vendors

Overall Rating (5 = High, 1 = Low)	GE Healthcare Centricity	gMED (GI Practices)	Greenway Medical Technologies	McKesson Practice Partner	Medical Communication Systems, Inc.	NextGen Healthcare Information Systems, Inc.	Pulse Systems, Inc.
Tested Level (Confidence)	****	****	****	*****	*****	*****	*****
Total Overall 5 Star Rating							
Prepared for the ICE Age	-	-	-	3.83	4.33	4.68	-
Total PM/EMR/PHR plus Company	4.14	3.87	4.31	4.35	4.50	4.60	4.33
Total PM/EHR Plus Company	4.21	4.21	4.42	4.35	4.43	4.60	4.27
Total EMR Plus Company	4.17	4.18	4.59	4.35	4.44	4.59	4.26
Product Functionality							
EHR	4.41	2.52	4.00	4.46	4.85	4.87	5.00
EMR	4.41	3.38	4.64	4.66	4.75	4.80	4.79
PMS	4.56	3.96	4.63	4.54	4.82	4.76	4.81
Total PM/EHR	4.58	3.53	3.80	4.64	4.69	4.85	4.82
Total PM/EMR	4.55	3.49	4.15	4.67	4.65	4.87	4.77



AC Group Updated Report Digital Medical Office of the Future Survey Review of Top Selling EHR Vendors

eRX Vendors – Stand Alone

Electronic prescribing (eRx) holds promise for simplifying the prescription process. Many herald it as the perfect entry into electronic medical records (EMR), by using one of these simple eRx programs for a while, an EMR could be less intimidating. Also since it is typically a less expensive option than a full blown EMR, it offers an incremental investment towards a paperless office.

The benefits of an eRx system are mostly obvious, eliminating illegible prescriptions, enhancing communication between provider, patient, payer, and pharmacy, as well as improving work efficiency. However some are less apparent, by using a more advanced program the provider can avoid some very preventable errors such as drug-drug interactions, drug-allergy reactions, dosing errors and therapeutic duplication. In pediatrics with weight based dosing needed for practically every prescription written this kind of decision support is crucial for reducing errors. Also several programs will provide patient based information that can be given for each medication prescribed. Finally one additional feature that can be added to using eRx is cost information that may not be as readily available to providers in our traditional prescribing methods.

Back in 2000, the healthcare marketplace had more than 30 stand-alone eRX vendors. In 2008, the number of standalone eRX vendors was reduced to 6 named companies. The vendors with the best stand-alone eRX functionality include:

- Allscripts eRx.Now (NEPSI) initiative www.allscripts.com
- DAW Systems (ScriptSure), www.dawsystems.com, www.scriptsure.com,
- Dr First Rcopia (www.drfirst.com)
- iScribe ePresc (www.scribe.com)
- PocketScript - <http://www.zixcorp.com/solutions/eprescribing.php>
- NewCrop - www.newcroprx.com/



AC Group Updated Report Digital Medical Office of the Future Survey Review of Top Selling EHR Vendors

Integrated Community Electronic Health Records (ICE)

With the movement to community-based clinical systems, which allow interoperability between multiple clinical charting systems, many vendors are developing systems for communities, Local Healthcare Information Organizations (LHIOs), and Regional Healthcare Information Organizations (RHIOs). These vendors may not have a full functioning EMR, but provide the interoperability functions of an EMR-Light, along with the ability to maintain a community health record via a community clinical and demographic data exchange. Advance functionality includes reporting and tracking of orders, results, e-Rx, allergies, and problem lists, among others. The product should maintain a community master patient index based on numerous inputs, including hospitals, health plans, and numerous physician Practice Management Systems. The Community Health Record vendor must also be working with various EMR/EHR vendors to ensure effective clinical data exchange, following national standards such as CCR or other recognized future interoperability standards. Based on a survey of 1,245 Physicians, EMR-Light applications are preferred 4:1 today, since the product is easier to install and the adoption rate is 80% higher. The advantage of an EMR -Light application is:

- Lower cost of entry (usually 40% of a full EMR application)
- 30-60 day implementation (usually 50% faster)
- Enhanced workflow without major changes in the way the physician practices.
- e-Forms design versus detailed template charting (60% faster than full EMR)
- Operational improvements of 75-80%, instead of EMR 90-95%, but at lower costs, shorter implementation, and less interruption in physician workflow patterns.

Although not marketed as an EMR-Light, many of the EMR vendors could sell their application as an EMR-Light, since an EMR-Light system provides limited clinical notes, e-Prescribing, limited Document Imaging Management, clinical results tracking and messaging, viewing of lab results and dictated reports. This type of system is excellent for those physicians who elect to implement newer technologies in an incremental approach. These systems can help a practice eliminate unnecessary tasks, without changing the way a physician practices. Clinicians can view lab results and dictated reports from any location and can usually implement e-Prescribing, along with medication, chief complaint, allergies, and vital signs tracking.

Finally, with the planned creation of Regional Healthcare Information Organizations (RHIOs), the government is backing those organizations that have the ability to drive clinical adoption within an entire community. The vendor that can provide base-level functionality to an entire community will win, and will have the best opportunity to become the dominate EMR vendor by 2009. To accomplish a community system, vendors must learn how to get multiple physicians from multiple practices to agree to work together to create one-common "Continuity of Care Record" (CCR). How big is the market? By 2009, AC Group estimates that \$1.5B will be spent on Community Health Record (CHR) EMR-Light applications.



AC Group Updated Report
Digital Medical Office of the Future Survey
Review of Top Selling EHR Vendors

Integrated Community Electronic Health Records (ICE)

Overall Rating (5 = High, 1 = Low)	AxSys	NextGen Healthcare Information Systems, Inc.	Noteworthy Medical Systems, Inc.	Healthvision Corporation	MediCity	Epic Systems Corporation	Wellogig	Axolotl	eClinicalWorks, LLC
Tested Level (Confidence)	* * * * *	* * * * *	* * * * *	* * * * *	* *	* * * * *	* *	* *	* * * * *
Total Overall 5 Star Rating									
Prepared for the ICE Age	4.90	4.68	4.45	4.38	4.37	4.30	4.28	4.15	4.00
Total PM/EMR/PHR plus Company		4.59	3.84			4.67	3.62		4.30
Total PM/EHR Plus Company		4.59	3.92			4.61	3.83		4.16
Total EMR Plus Company	4.50	4.58	3.89			4.60	3.88	4.45	4.16
eRX Product	4.60	5.00	4.00	-		5.00	5.00	4.00	4.00
Product Functionality									
EHR	4.50	4.87	3.41			4.97	2.61	4.45	4.91
EMR	4.40	4.80	3.62			4.67	3.35	4.30	4.66
PMS		4.76	4.12			4.58	2.74		4.72
PHR	4.90	4.60	3.41			5.00	2.59		5.00
EMR Lite	4.85	5.00	2.78			4.82	3.69	4.00	5.00
Total PM/EHR		4.85	3.77			4.71	3.09		4.67
Total PM/EMR		4.87	3.70			4.66	3.35		4.58



AC Group Updated Report
Digital Medical Office of the Future Survey
Review of Top Selling EHR Vendors
Practices with more than 100 Providers

Overall Rating (5 = High, 1 = Low)	Epic Systems Corporation	NextGen Healthcare Information Systems, Inc.	Allscripts Enterprise	eClinicalWorks, LLC	GE Healthcare Flowcast	Sage Software Healthcare, Inc.
Tested Level (Confidence)	****	*****	*****	****	*****	***
Total Overall 5 Star Rating						
Prepared for the ICE Age	4.30	4.68	3.38	4.25	-	-
Total PM/EMR/PHR plus Company	4.60	4.53	4.29	4.34	3.96	3.99
Total PM/EHR Plus Company	4.55	4.52	4.33	4.24	4.10	4.07
Total EMR Plus Company	4.54	4.52	4.34	4.24	4.07	4.06
eRX Product	5.00	5.00	4.50	4.00	4.00	5.00
Product Functionality						
EHR	4.95	4.96	4.16	4.82	4.00	4.70
EMR	4.67	4.80	4.46	4.66	4.00	4.48
PMS	4.58	4.76	4.54	4.72	4.90	4.67
PHR	5.00	4.60	4.00	5.00	3.00	3.41
EMR Lite	4.82	5.00	5.00	5.00	5.00	5.00
Total PM/EHR	4.71	4.85	4.39	4.67	4.20	4.58
Total PM/EMR	4.66	4.87	4.54	4.58	4.50	4.62



AC Group Updated Report
Digital Medical Office of the Future Survey
Review of Top Selling EHR Vendors
Practices with more than 100 Providers

Overall Rating (5 = High, 1 = Low)	Epic Systems Corporation	NextGen Healthcare Information Systems, Inc.	Allscripts Enterprise	eClinicalWorks, LLC	GE Healthcare Flowcast	Sage Software Healthcare, Inc.
Product Delivery						
Installation and Configuration	4.80	4.80	4.70	3.20	4.50	4.00
Training	4.80	4.30	4.37	3.20	4.20	4.20
Timing of Implementation	4.00	4.20	4.50	4.20	3.50	4.20
Customization of Product	4.80	4.95	4.50	4.50	3.50	4.00
Flexibility	4.80	4.95	4.70	4.30	3.50	3.90
Total Product Delivery	<u>4.64</u>	<u>4.64</u>	<u>4.55</u>	<u>3.88</u>	<u>3.84</u>	<u>4.06</u>
Company Stability						
Management	5.00	4.75	4.90	4.50	4.80	4.00
Company	5.00	4.90	4.90	4.70	4.40	4.80
Future Revenues	5.00	4.90	4.90	4.90	4.00	4.10
Future Profitability	5.00	4.90	4.50	4.90	4.00	4.25
Number of Clients	2.00	5.00	3.90	5.00	3.00	4.30
Growth Opportunity	5.00	4.90	4.20	4.80	4.00	4.70
Corporate Vision	5.00	4.80	5.00	4.60	4.00	4.25
Strong References	5.00	4.40	5.00	4.20	4.80	4.00
Total Company Rating	4.63	4.82	4.66	4.70	4.13	4.30



AC Group Updated Report
Digital Medical Office of the Future Survey
Review of Top Selling EHR Vendors
Practices with 25 to 99 Providers

Overall Rating (5 = High, 1 = Low)	NextGen Healthcare Information Systems, Inc.	Medical Communica tion Systems	Greenway Medical Technolog ies	Allscripts Enterprise	McKesson Practice Partner	eClinicalWorks, LLC	Pulse Systems, Inc.	GE Healthcare Centricity
Tested Level (Confidence)	*****	*****	*****	*****	*****	*****	*****	***
Total Overall 5 Star Rating								
Prepared for the ICE Age	4.68	4.33	-	3.38	-	4.25	-	3.90
Total PM/EMR/PHR plus Company	4.53	4.50	4.25	4.29	4.29	4.34	4.26	4.23
Total PM/EHR Plus Company	4.52	4.43	4.32	4.33	4.27	4.24	4.21	4.20
Total EMR Plus Company	4.52	4.44	4.44	4.34	4.26	4.24	4.21	4.21
eRX Product	5.00	5.00	5.00	4.50	4.00	4.00	5.00	5.00
Product Functionality								
EHR	4.96	4.85	4.00	4.16	4.77	4.82	4.58	4.65
EMR	4.80	4.75	4.64	4.46	4.46	4.66	4.47	4.55
PMS	4.76	4.82	4.63	4.54	4.24	4.72	4.62	4.57
PHR	4.60	5.00	3.79	4.00	4.40	5.00	4.60	4.40
EMR Lite	5.00	5.00	5.00	5.00	5.00	5.00	4.67	4.67
Total PM/EHR	4.85	4.69	3.80	4.39	4.52	4.67	4.45	4.53
Total PM/EMR	4.87	4.65	4.15	4.54	4.51	4.58	4.34	4.58



AC Group Updated Report
Digital Medical Office of the Future Survey
Review of Top Selling EHR Vendors
Practices with 25 to 99 Providers

Overall Rating (5 = High, 1 = Low)	NextGen Healthcare Information Systems, Inc.	Medical Communication Systems	Greenway Medical Technologies	Allscripts Enterprise	McKesson Practice Partner	eClinicalWorks, LLC	Pulse Systems, Inc.	GE Healthcare Centricity
Product Delivery								
Installation and Configuration	4.80	4.56	4.70	4.70	4.50	3.20	4.00	4.70
Training	4.30	4.50	4.50	4.37	4.00	3.20	4.20	4.20
Timing of Implementation	4.20	4.20	4.10	4.50	4.10	4.20	4.00	3.50
Customization of Product	4.95	4.50	4.00	4.50	4.80	4.50	4.20	3.50
Flexibility	4.95	4.70	4.00	4.70	4.90	4.30	4.00	3.50
Total Product Delivery	<u>4.64</u>	<u>4.49</u>	<u>4.26</u>	<u>4.55</u>	<u>4.46</u>	<u>3.88</u>	<u>4.08</u>	<u>3.88</u>
Company Stability								
Management	4.75	4.00	4.40	4.90	4.90	4.50	4.20	4.80
Company	4.90	3.50	4.40	4.90	4.70	4.70	4.20	4.85
Future Revenues	4.90	4.20	4.20	4.90	4.30	4.90	4.30	4.20
Future Profitability	4.90	4.50	4.20	4.50	4.00	4.90	4.40	4.20
Number of Clients	5.00	3.00	4.00	3.90	4.80	5.00	3.20	5.00
Growth Opportunity	4.90	4.20	4.25	4.20	4.00	4.80	4.20	3.50
Corporate Vision	4.80	4.20	4.50	5.00	4.00	4.60	4.30	4.80
Strong References	4.40	4.00	4.90	5.00	4.10	4.20	4.00	4.10
Total Company Rating	4.82	3.95	4.36	4.66	4.35	4.70	4.10	4.43



AC Group Updated Report
Digital Medical Office of the Future Survey
Review of Top Selling EHR Vendors
Practices with 10 to 24 Providers

Overall Rating (5 = High, 1 = Low)	NextGen Healthcare Information Systems, Inc.	Medical Communication Systems	Greenway Medical Technologies	e-MDs	GEMMS	McKesson Practice Partner	eClinicalWorks, LLC	Pulse Systems, Inc.
Tested Level (Confidence)	*****	*****	*****	*****	*****	*****	*****	***
Total Overall 5 Star Rating								
Prepared for the ICE Age	4.68	4.33	-	-	-	-	4.25	-
Total PM/EMR/PHR plus Company	4.53	4.50	4.25	4.28	4.22	4.29	4.34	4.26
Total PM/EHR Plus Company	4.52	4.43	4.32	4.29	4.29	4.27	4.24	4.21
Total EMR Plus Company	4.52	4.44	4.44	4.28	4.28	4.26	4.24	4.21
eRX Product	5.00	5.00	5.00	4.00	5.00	4.00	4.00	5.00
Product Functionality								
EHR	4.96	4.85	4.00	4.20	4.59	4.77	4.82	4.58
EMR	4.80	4.75	4.64	4.20	4.47	4.46	4.66	4.47
PMS	4.76	4.82	4.63	4.50	4.63	4.24	4.72	4.62
PHR	4.60	5.00	3.79	4.20	3.79	4.40	5.00	4.60
EMR Lite	5.00	5.00	5.00	4.00	4.82	5.00	5.00	4.67
Total PM/EHR	4.85	4.69	3.80	4.30	4.55	4.52	4.67	4.45
Total PM/EMR	4.87	4.65	4.15	4.20	4.56	4.51	4.58	4.34



AC Group Updated Report
Digital Medical Office of the Future Survey
Review of Top Selling EHR Vendors
Practices with 10 to 24 Providers

Overall Rating (5 = High, 1 = Low)	NextGen Healthcare Information Systems, Inc.	Medical Communication Systems	Greenway Medical Technologies	e-MDs	GEMMS	McKesson Practice Partner	eClinicalWorks, LLC	Pulse Systems, Inc.
Product Delivery								
Installation and Configuration	4.00	4.70	4.00	4.00	4.30	4.50	4.00	4.00
Training	4.20	4.20	4.00	4.00	4.10	4.20	4.00	4.50
Timing of Implementation	4.00	3.50	4.00	4.00	4.00	4.00	4.25	4.50
Customization of Product	4.20	3.50	4.60	4.60	4.00	3.20	4.00	4.50
Flexibility	4.00	3.50	4.60	4.60	4.08	3.20	4.10	4.00
Total Product Delivery	<u>4.08</u>	<u>3.88</u>	<u>4.24</u>	<u>4.24</u>	<u>4.10</u>	<u>3.82</u>	<u>4.07</u>	<u>4.30</u>
Company Stability								
Management	4.20	4.80	4.00	4.00	3.80	4.30	4.00	4.90
Company	4.20	4.85	3.90	3.90	3.75	4.90	4.20	4.80
Future Revenues	4.30	4.20	3.80	3.80	3.75	4.00	3.50	4.90
Future Profitability	4.40	4.20	4.20	4.20	3.50	4.00	3.50	4.70
Number of Clients	3.20	5.00	3.80	3.80	3.50	4.50	3.00	2.20
Growth Opportunity	4.20	3.50	4.20	4.20	3.50	4.00	3.85	4.00
Corporate Vision	4.30	4.80	4.00	4.00	4.80	4.30	4.00	4.20
Strong References	4.00	4.10	4.00	4.00	3.80	4.50	4.80	4.00
Total Company Rating	4.10	4.43	3.99	3.99	3.80	4.31	3.86	4.21



AC Group Updated Report
Digital Medical Office of the Future Survey
Review of Top Selling EHR Vendors
Practices with 3 to 9 Providers

Overall Rating (5 = High, 1 = Low)	NextGen Healthcare Information Systems, Inc.	Medical Communication Systems, Inc.	Greenway Medical Technologies	e-MDs	Streamline MD	McKesson Practice Partner	eClinicalWorks , LLC	Pulse Systems, Inc.
Tested Level (Confidence)	*****	*****	*****	*****	*****	*****	*****	***
Total Overall 5 Star Rating								
Prepared for the ICE Age	4.68	4.33	-	-	-	-	4.25	-
Total PM/EMR/PHR plus Company	4.53	4.50	4.25	4.28	4.31	4.29	4.34	4.26
Total PM/EHR Plus Company	4.52	4.43	4.32	4.29	4.26	4.27	4.24	4.21
Total EMR Plus Company	4.52	4.44	4.44	4.28	4.27	4.26	4.24	4.21
eRX Product	5.00	5.00	5.00	4.00	5.00	4.00	4.00	5.00
Product Functionality								
EHR	4.96	4.85	4.00	4.20	4.85	4.77	4.82	4.58
EMR	4.80	4.75	4.64	4.20	4.75	4.46	4.66	4.47
PMS	4.76	4.82	4.63	4.50	4.82	4.24	4.72	4.62
PHR	4.60	5.00	3.79	4.20	4.70	4.40	5.00	4.60
EMR Lite	5.00	5.00	5.00	4.00	5.00	5.00	5.00	4.67
Total PM/EHR	4.85	4.69	3.80	4.30	4.69	4.52	4.67	4.45
Total PM/EMR	4.87	4.65	4.15	4.20	4.65	4.51	4.58	4.34



AC Group Updated Report
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Practices with 3 to 9 Providers

Overall Rating (5 = High, 1 = Low)	NextGen Healthcare Information Systems, Inc.	Medical Communication Systems, Inc.	Greenway Medical Technologies	e-MDs	Streamline MD	McKesson Practice Partner	eClinicalWorks, LLC	Pulse Systems, Inc.
Product Delivery								
Installation and Configuration	4.50	4.80	4.56	4.70	4.50	4.56	4.50	3.20
Training	4.30	4.30	4.50	4.50	4.60	4.50	4.00	3.20
Timing of Implementation	4.30	4.20	4.20	4.10	4.70	4.20	4.10	4.20
Customization of Product	4.00	4.95	4.50	4.00	3.95	4.50	4.80	4.50
Flexibility	4.20	4.95	4.70	4.00	3.90	4.70	4.90	4.30
Total Product Delivery	<u>4.26</u>	<u>4.64</u>	<u>4.49</u>	<u>4.26</u>	<u>4.33</u>	<u>4.49</u>	<u>4.46</u>	<u>3.88</u>
Company Stability								
Management	4.40	4.75	4.00	4.40	4.80	4.00	4.90	4.50
Company	4.00	4.90	3.50	4.40	4.70	4.00	4.70	4.70
Future Revenues	3.80	4.90	4.20	4.20	4.30	4.00	4.30	4.90
Future Profitability	3.80	4.90	4.50	4.20	4.00	4.50	4.00	4.90
Number of Clients	3.00	5.00	3.00	4.00	4.80	3.50	4.80	5.00
Growth Opportunity	4.40	4.90	4.20	4.25	4.60	3.80	4.00	4.80
Corporate Vision	4.00	4.80	4.20	4.50	4.40	3.90	4.00	4.60
Strong References	4.65	4.40	4.00	4.90	4.85	3.50	4.10	4.20
Total Company Rating	4.01	4.82	3.95	4.36	4.56	3.90	4.35	4.70



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Practices with 1 or 2 Providers

Overall Rating (5 = High, 1 = Low)	Medical Communication Systems, Inc.	e-MDs	Streamline MD	McKesson Practice Partner	eClinicalWorks, LLC	Pulse Systems, Inc.	GE Healthcare Centricity	Meditab Software, Inc.
Tested Level (Confidence)	*****	*****	*****	*****	*****	***	*****	***
Total Overall 5 Star Rating								
Prepared for the ICE Age	4.33	-	-	-	4.25	-	3.90	3.90
Total PM/EMR/PHR plus Company	4.50	4.28	4.31	4.29	4.34	4.26	4.23	4.23
Total PM/EHR Plus Company	4.43	4.29	4.26	4.27	4.24	4.21	4.20	4.17
Total EMR Plus Company	4.44	4.28	4.27	4.26	4.24	4.21	4.21	4.17
eRX Product	5.00	4.00	5.00	4.00	4.00	5.00	5.00	4.00
Product Functionality								
EHR	4.85	4.20	4.85	4.77	4.82	4.58	4.65	4.52
EMR	4.75	4.20	4.75	4.46	4.66	4.47	4.55	4.58
PMS	4.82	4.50	4.82	4.24	4.72	4.62	4.57	4.79
PHR	5.00	4.20	4.70	4.40	5.00	4.60	4.40	4.60
EMR Lite	5.00	4.00	5.00	5.00	5.00	4.67	4.67	4.40
Total PM/EHR	4.69	4.30	4.69	4.52	4.67	4.45	4.53	4.63
Total PM/EMR	4.65	4.20	4.65	4.51	4.58	4.34	4.58	4.51



AC Group Updated Report
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Practices with 1 or 2 Providers

Overall Rating (5 = High, 1 = Low)	Medical Communication Systems, Inc.	e-MDs	StreamlineMD	McKesson Practice Partner	eClinicalWorks, LLC	Pulse Systems, Inc.	GE Healthcare Centricity	Meditab Software, Inc.
Product Delivery								
Installation and Configuration	4.50	4.56	4.50	4.56	4.50	3.20	4.00	4.70
Training	4.30	4.50	4.60	4.50	4.00	3.20	4.20	4.20
Timing of Implementation	4.30	4.20	4.70	4.20	4.10	4.20	4.00	3.50
Customization of Product	4.00	4.50	3.95	4.50	4.80	4.50	4.20	3.50
Flexibility	4.20	4.70	3.90	4.70	4.90	4.30	4.00	3.50
Total Product Delivery	<u>4.26</u>	<u>4.49</u>	<u>4.33</u>	<u>4.49</u>	<u>4.46</u>	<u>3.88</u>	<u>4.08</u>	<u>3.88</u>
Company Stability								
Management	4.40	4.00	4.80	4.00	4.90	4.50	4.20	4.80
Company	4.00	3.50	4.70	4.00	4.70	4.70	4.20	4.85
Future Revenues	3.80	4.20	4.30	4.00	4.30	4.90	4.30	4.20
Future Profitability	3.80	4.50	4.00	4.50	4.00	4.90	4.40	4.20
Number of Clients	3.00	3.00	4.80	3.50	4.80	5.00	3.20	5.00
Growth Opportunity	4.40	4.20	4.60	3.80	4.00	4.80	4.20	3.50
Corporate Vision	4.00	4.20	4.40	3.90	4.00	4.60	4.30	4.80
Strong References	4.65	4.00	4.85	3.50	4.10	4.20	4.00	4.10
Total Company Rating	4.01	3.95	4.56	3.90	4.35	4.70	4.10	4.43



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1	ABEL Medical Software Inc	ABELMed EHR-EMR/PM 9	01/28/09	01/28/11	2008				
2	Abraxas Medical Solutions	Abraxas EMR 4.1.	04/17/09	04/17/11	2008				
3	AcerMed EMR		None	None	None	Out of Business	1.00	1.00	\$\$\$
4	Advanced Data Systems Corporation	MedicsDocAssistant 4.0.1	02/09/09	02/09/11	2008				\$\$\$
5	Agastha, Inc.	Agastha Enterprise Healthcare Software v 1.2	05/21/09	05/21/11	2008				\$\$\$
6	Allen Systems Group, Inc. (ASG)	ASG-Medappz iSuite v4.0	03/20/09	03/20/11	2008				\$\$\$
7	AllMeds, Inc.	AllMeds EMR Version 8	06/17/09	06/17/11	2008	Oct-09	-	3.67	\$\$\$
8	AllscriptsMisys, LLC	Allscripts Professional EHR 8.2	01/08/09	01/08/11	2008	May-08	4.15	4.14	\$\$\$\$
9	AllscriptsMisys, LLC	Enterprise 11.1.6	03/26/09	03/26/11	2008	May-08	4.33	4.34	\$\$\$\$\$
10	AllscriptsMisys, LLC	Allscripts MyWay 2008	02/22/08	02/22/11	2007				\$\$\$
11	AllscriptsMisys, LLC	Misys EMR 9.10	02/22/08	02/22/11	2007	May-08	3.13	3.16	\$\$\$\$
12	AmazingCharts.com, Inc.	Amazing Charts 5	05/29/09	05/29/11	2008	May-08	-	3.60	\$\$
13	American Medical Software	Electronic Patient Charts 20	11/12/08	11/12/10	2008				\$\$\$
14	Amicore		None	None	None	Out of Business	1.00	1.00	\$\$\$



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15	Aprima Medical Software, Inc	Aprima 2010 2010	06/04/09	06/04/11	2008	Jan-09	4.02	4.00	\$\$\$
16	AssistMed, Inc.	EZChart 1.2.0.0	09/30/08	09/30/10	2008				\$\$\$
17	athenahealth, Inc	athenaClinicals 9.15.1	06/02/09	06/02/11	2008				\$\$\$
18	Axolotl Corporation	Axolotl's Elysium 9	05/19/09	05/19/11	2008	Jan-09	-	3.10	\$\$
19	Benchmark Systems	MD-Navigator Clinical 5.0	12/11/07	12/11/10	2007				\$\$\$
20	BizMatics Inc	Prognosis 1.81	04/30/07	04/30/10	2006	May-08	-	3.46	\$\$\$
21	BMD Services Inc.	E-Paperless Practice V2.01	04/30/07	04/30/10	2006				\$\$\$
22	Business Computer Applications, Inc	PEARL EMR 6.0	04/30/07	04/30/10	2006	Oct-05	-	3.10	\$\$\$
23	CareData	The CareData Solution 2.7	02/18/08	02/18/11	2007				\$\$\$
24	Catalis, Inc	Accelerator Graphical Health Record 4.4	01/29/07	01/29/10	2006				\$\$\$
25	CentriHealth, Inc.	CentriHealth Individual Health Record (IHR) Release 2009.1.17	07/01/09	07/01/11	2008				\$\$\$
26	Cerner Corporation	Cerner Millennium Powerchart/PowerWorks EMR 2007.19	04/22/09	04/22/11	2008	Jul-09	3.91	3.88	\$\$\$\$
27	CHARTCARE, Inc.		None	None	None	Oct-09	-	3.42	\$\$\$



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28	ChartLogic, Inc.	iAchieve EHR Version 2008	04/30/07	04/30/10	2006	Oct-09	3.60	3.54	\$\$\$
29	Clinisolutions Inc.		None	None	None	Out of Business	-	1.29	\$\$\$
30	Clinix Medical Information Services LLC	ClinixMD 7.1	01/29/07	07/29/10	2006				\$\$\$
31	Community Computer Service, Inc.	MEDENT 18.1	09/30/08	09/30/10	2008				\$\$\$\$
32	Complete Medical Solutions, LLC	MyWinmed EMR 1.2	06/25/09	06/25/11	2008				\$\$\$
33	Conceptual MindWorks, Inc.	Sevocity Version 08	05/26/09	05/26/11	2008				\$\$\$
34	Connexin Software Inc,	Office Practicum 8.1	04/10/09	04/10/11	2008				\$\$\$
35	CPSI (Computer Programs and Systems), Inc.	Medical Practice EMR 14	10/23/06	10/23/09	2006				\$\$\$
36	Criteria, LLC	Criteria 1.0.0	05/29/09	05/29/11	2008				\$\$\$
37	CureMD Corporation	CureMD EHR 10	04/29/09	04/29/11	2008	Oct-09	4.16	4.15	\$\$\$\$
38	Cyperrecords		None	None	None	Oct-09	-	3.43	\$\$
39	Daw Systems, Inc. - ScriptSure		None	None	None	Oct-09	-	3.30	\$
40	digiChart, Inc.	digiChart OBGYN 7.0	03/20/08	03/20/11	2007	Oct-09	-	3.04	\$\$\$\$
41	DocSite		None	None	None	Out of Business	-	3.05	\$\$\$



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42	Doctations, Inc.	Doctations v1.0106062008	06/24/08	06/24/11	2007				\$\$\$
43	Document Storage Systems, Inc. (DSS)	vxVista V1.0	04/30/07	04/30/10	2006				\$\$\$
44	Dr. I-Net Corporation		None	None	None	May-05	-	2.00	\$\$\$
45	Dr. Notes (out of Business)		None	None	None	Out of Business	-	1.00	\$\$\$
46	eCast Corporation	eCast EMR 7.0	09/21/07	09/21/10	2007	Oct-09	-	3.65	\$\$\$
47	eClinicalWorks	eClinicalWorks 8.0	09/30/08	09/30/10	2008	Oct-09	4.24	4.24	\$\$\$
48	Eclipsys Corporation	Sunrise Ambulatory 4.5C SP5	04/22/08	04/22/11	2007	Oct-09	3.60	3.75	\$\$\$\$
49	Eclipsys Practice Solutions	Eclipsys PeakPractice 1093	01/22/09	01/22/11	2008	Oct-09	3.54	3.50	\$\$\$\$
50	Eclipsys Practice Solutions	MediNotes "e" 5.2	01/24/08	01/24/11	2007	May-08	-	3.53	\$\$\$
51	EHS, Inc	CareRevolution 5.2a	06/20/08	06/20/11	2007				\$\$\$\$
52	Electronic Claims Processing Inc. d/b/a PBF Online	MedcomSoft Record UE (V 4.5)	05/15/08	05/15/11	2007				\$\$\$
53	e-MDs	e-MDs Solution Series 6.3	02/03/09	02/03/11	2008	Oct-09	4.29	4.28	\$\$\$
54	eMedicalFiles, Inc	MDAware 2.2	04/30/07	04/30/10	2006	Out of Business	-	1.18	\$\$\$
55	Encite, Inc	TouchChart 3.3	01/29/07	01/29/10	2006				\$\$\$



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56	EncounterPRO Healthcare Resources, Inc.	EncounterPRO EHR 5	07/18/06	01/18/10	2006				\$\$\$
57	Epic Systems Corporation	EpicCare Ambulatory EMR Spring 2008	09/30/08	09/30/10	2008	Oct-09	4.55	4.54	\$\$\$\$\$
58	Experior Healthcare Systems		None	None	None	Jan-09	3.35	3.30	\$\$\$
59	Gateway Electronic Medical Management Systems (GEMMS)	GEMMS ONE G1.07	10/28/08	10/28/10	2008	Jan-09	4.29	4.28	\$\$\$
60	GE Healthcare	Centricity Electronic Medical Record 9.2	06/11/09	06/11/11	2008	Oct-09	4.20	4.21	\$\$\$\$\$
61	GE Healthcare	Centricity Enterprise 6.7	06/24/08	06/24/11	2007	Oct-09	4.10	4.07	\$\$\$\$\$
62	GE Healthcare	Centricity Practice Solution 9.0	06/24/08	06/24/11	2007	Oct-09	3.97	3.95	\$\$\$\$\$
63	Glenwood Systems LLC	GlanceEMR 3.0	05/11/09	05/11/11	2008				\$\$\$
64	gloStream, Inc.	gloEMR 5.0	04/10/09	04/10/11	2008			3.4	\$\$\$
65	gMed, Inc.	gCare 4.0 Release 6.3	06/17/08	06/17/11	2007	Oct-09	4.15	4.13	\$\$\$\$\$
66	Greenway Medical Technologies, Inc.	PrimeSuite PrimeSuite 2008	09/30/08	09/30/10	2008	Jan-09	4.32	4.44	\$\$\$\$\$
67	Health Highway		None	None	None	Jan-09	-	3.33	\$\$\$
68	Health Probe		None	None	None	Jan-09	-	3.29	\$\$\$
69	Health Systems Technology, Inc	MedPointe 9	05/07/09	05/07/11	2008				\$\$\$



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70	Healthland, Inc.	Physician Practice Documentation (PPD) 9.0.0	06/13/08	06/13/11	2007				\$\$\$
71	HealthPort	HealthPort EMR V9.0	05/01/08	05/01/11	2007	Jan-09	3.59	3.58	\$\$\$
72	HealthTec Software, Inc	HealthTec Fusion 4.4	01/29/07	01/29/10	2006				\$\$\$
73	Healthvision Corporation					Oct-08	-	3.69	\$\$
74	Henry Schein Medical Systems	MicroMD EMR 7.0	12/19/08	12/19/10	2008	Jul-07	3.21	3.24	\$\$\$
75	HIT Services Group	Acumen EHR 5	12/11/07	12/11/10	2007				\$\$\$
76	Holt Systems Inc.					May-08	-	3.36	\$\$\$
77	Indian Health Service	Resource and Patient Management System 2008	06/30/08	06/30/11	2007				\$\$\$
78	INFINITE SOFTWARE SOLUTIONS INC. [D/B/A: MD-REPORTS]	MD-REPORTS 9i	07/08/09	07/08/11	2008				\$\$\$
79	Ingenix	Ingenix CareTracker 6.2	06/11/08	06/11/11	2007				\$\$\$
80	Integritas, Inc.	STIX EHR Release 9.1	04/09/09	04/09/11	2008				\$\$\$
81	Integrity On Site LLC, dba DocuTAP	DocuTAP EMR and Practice Management Solution 2.8.2	06/06/08	06/06/11	2007				\$\$\$
82	Intelligent Medical Systems, Inc.		None	None	None	May-05	-	3.30	\$\$\$
83	Intivia, Inc.	InSync 4.1	06/26/08	06/26/11	2007				\$\$\$



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84	Intuitive Medical Software	UroChart EHR 3.0	03/13/09	03/13/11	2008	May-09	-	3.98	\$\$\$
85	iSALUS Healthcare	OfficeEMR 2009	06/15/09	06/15/11	2008				\$\$\$
86	JMJ Technologies		None	None	None	May-05	-	3.50	\$\$\$
87	Kryptiq		None	None	None	Oct-05	-	-	\$\$
88	LighthouseMD		None	None	None	May-08	3.43	3.40	\$\$\$
89	LSS Data Systems (Lake Superior Software)	Medical and Practice Management (MPM) Suite Client/Server 5.6	05/21/09	05/21/11	2008	Feb-09	3.66	3.65	\$\$\$\$
90	Marshfield Clinic	CattailsMD Version 5.9	06/04/09	06/04/11	2008				\$\$\$
91	McKesson Provider Technologies	Lytec MD 2009	09/30/08	09/30/10	2008	Jan-09	4.273200241	4.26	\$\$\$\$
92	McKesson Provider Technologies	Medisoft Clinical 15	09/30/08	09/30/10	2008	Jan-09	4.27	4.26	\$\$\$\$
93	McKesson Provider Technologies	Practice Partner 9.3	09/30/08	09/30/10	2008	Jan-09	4.273200241	4.26	\$\$\$\$
94	McKesson Provider Technologies	Horizon Ambulatory Care 9.4	07/18/06	01/18/10	2006	Jul-07	3.75	3.71	\$\$\$\$\$
95	MDLAND	MDLAND Electronic Health Record and Practice Management Systems 8.0	04/30/07	04/30/10	2006				\$\$\$
96	MDTablet LLC	MDTABLET 2.6.7	04/30/07	04/30/10	2006	Oct-09	3.39	3.40	\$\$\$
97	MED3000, Inc.	InteGreat EHR Release 6.3	06/25/09	06/25/11	2008	Jan-09	4.09	4.10	\$\$\$



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98	Medappz, LLC	iSuite 4.0	03/20/09	03/20/11	2008				\$\$\$
99	MedAZ.net	MEDAZ 60720.001	01/29/07	01/29/10	2006				\$\$\$
100	MedConnect	MedConnect EHR 1.0	06/30/09	06/30/11	2008				\$\$\$
101	Medflow, Inc.	Medflow EMR Version 7.1	05/19/09	05/19/11	2008				\$\$\$
102	Medical Communications Systems, Inc. (MCS)	mMD.Net EHR 9.0.9	07/18/06	01/18/10	2006	Jan-09	4.43	4.44	\$\$\$
103	Medical Informatics Engineering	WebChart 4.23	07/18/06	01/18/10	2006	Apr-09	-	3.99	\$\$\$
104	Medical Messenger	Medical Messenger Astral Jet EMR 3.7.1	04/30/07	04/30/10	2006				\$\$\$
105	Medical Office Online, Inc.		None	None	None	May-05	3.28	3.26	\$\$\$
106	Medicat, LLC	Medicat 8.8	01/29/07	01/29/10	2006				\$\$\$
107	Medicmatics Inc	XUMIX VERSION 1.0	07/18/09	07/18/11	2008				\$\$\$
108	Medi-EMR		None	None	None	Jan-09	3.38	3.34	\$\$\$
109	MedInformatix, Inc.	MedInformatix V7.0	10/28/08	10/28/10	2008	Apr-06	3.32	3.27	\$\$\$\$
110	MediSYS for Physicians, Inc.	MediSYS EHR 1.0	06/30/09	06/30/11	2008				\$\$\$
111	Meditab Software, Inc.	Intelligent Medical Software (IMS) 12	05/07/09	05/07/11	2008	Apr-09	4.17	4.17	\$\$\$\$



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112	MedLink International, Inc	MedLink TotalOffice 3.1	09/30/08	09/30/10	2008				\$\$\$
113	MedNet System	emr4MD Version 6.0.2	06/22/09	06/22/11	2008	May-06	-	3.90	\$\$\$
114	MedPlexus, Inc.	MedPlexus EHR 9.2.0.0	09/30/08	09/30/10	2008				\$\$\$
115	MedSym Inc.	HemOncPro 4.2	01/29/07	01/29/10	2006				\$\$\$
116	meridianEMR	meridianEMR 3.6.1	04/30/07	04/30/10	2006	Feb-09	3.69	3.66	\$\$\$
117	Mountain Medical Technologies, Inc.		None	None	None	Dec-09	-	3.85	\$\$\$
118	MTBC (Medical Transcription Billing Corporation)	MTBC EMR 4.0	05/11/09	05/11/11	2008				\$\$\$
119	NCG Medical Systems, Inc.	dChart EMR 4.5	01/29/07	01/29/10	2006				\$\$\$
120	Netsmart Technologies	Avatar PM 2006 Release 02	10/23/06	10/23/09	2006				\$\$\$
121	NexTech Systems Inc.	NexTech Practice 2010 9.3	06/24/09	06/24/11	2008				\$\$\$
122	NextGen Healthcare Information Systems, Inc.	NextGen EMR 5.5.27	09/30/08	09/30/10	2008	Jul-09	4.52	4.52	\$\$\$\$\$
123	Nightingale Informatix Corporation	Nightingale On-Demand V8.2	02/22/08	02/22/11	2007	May-08	-	2.34	\$\$\$
124	Noteworthy Medical Systems	NetPractice EHR 7.0	04/02/09	04/02/11	2008	Dec-08	3.94	3.92	\$\$\$\$\$
125	Noteworthy Medical Systems	NetPracticeEHRweb 7.0	06/16/09	06/16/11	2008				\$\$\$



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			Date Certified	Certification Expires	Certification	Last Updated by AC Group	5 Star Ranking - PM/EHR Plus Company	5 Star Ranking EMR Only Plus Company	Price
126	Nuesoft Technologies, Inc.	NueMD EHR 5.2	05/05/08	05/05/11	2007				\$\$\$
127	Nuesoft Technologies, Inc.	Nuevita EHR 5.2	05/05/08	05/05/11	2007				\$\$\$
128	Ochsner Clinic Foundation	Ochsner Clinical Workstation 1.9.8	06/30/08	06/30/11	2007				\$\$\$
129	OD Professional		None	None	None	May-06	3.34	3.31	\$\$\$
130	OIS	OIS EMR 4.1	04/17/09	04/17/11	2008				\$\$\$
131	OmniMD	OmniMD EMR 6.0.5	04/30/07	04/30/10	2006	Oct-09	3.58	3.47	\$\$\$
132	Orion		None	None	None	May-04	-	3.50	\$\$\$
133	Partners Healthcare System	Longitudinal Medical Record (LMR) 5.1.1	04/30/07	04/30/10	2006				\$\$\$
134	Pegasus Healthcare Holdings		None	None	None	Jan-09	-	3.54	\$\$\$
135	Physician Advantage	GenesysMD EHR 2.0	07/27/07	07/27/10	2007				\$\$\$
136	Point and Click Solutions, Inc.	OpenChart 8.0	04/30/07	04/30/10	2006				\$\$\$
137	Polaris Management, Inc.	EpiChart 5.2	04/30/07	04/30/10	2006				\$\$\$
138	PracticeIT		None	None	None	Jan-09	-	2.91	\$\$
139	PracticeOne	e-Medsys - Electronic Health Record (EHR) 5.2	04/17/09	04/17/11	2008	Jan-09	3.78	3.76	\$\$\$\$
140	PracticeXpert		None	None	None	May-06	-	3.77	\$\$\$



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141	Praxis EMR, Inc	Praxis V4.0	07/31/06	01/31/10	2006				\$\$\$
142	Prime Clinical Systems	Patient Chart Manager 5.5	06/24/09	06/24/11	2008				\$\$\$
143	Pulse Systems	Pulse Patient Relationship Management 4.1	09/30/08	09/30/10	2008	Jan-09	4.21	4.21	\$\$\$
144	Purkinje	CareSeries EHR 2.0	07/27/07	07/27/10	2007	Jan-09		2.50	\$\$\$
145	Quest EHR		None	None	None	Apr-09	-	3.24	\$\$\$
146	QuickMed, Inc.		None	None	None	May-05	-	3.10	\$\$\$
147	Sage	Sage Intergy EHR v5.5	04/09/09	04/09/11	2008	Jan-09	4.07	4.06	\$\$\$\$\$
148	San Diego Hospitalist Physician Corp.	Xpert EMR 2.0	05/14/09	05/14/11	2008				\$\$\$
149	Scribe Healthcare Technologies, LLC		None	None	None	Jan-09	-	-	\$\$
150	Secure Infosys, LLC	MyEMR 2.0	06/24/09	06/24/11	2008				\$\$\$
151	Sequel Systems, Inc.	SequelMed EMR V7.50	04/30/07	04/30/10	2006				\$\$\$
152	Silk Information Systems, Inc.	SILK 4.2	02/06/09	02/06/11	2008				\$\$\$
153	SOAPware, Inc.	SOAPware 2008 SOAPware 2008	06/12/08	06/12/11	2007				\$\$
154	Spring Medical Systems, Inc.	SpringCharts EHR 9.5	01/29/07	07/29/10	2006	May-07	-	3.56	\$\$



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155	SSIMED	EMRge 7.0 Release 1.0	06/20/08	06/20/11	2007	May-08	3.67	3.63	\$\$\$ \$
156	STI Computer Services, Inc.	ChartMaker Clinical Version 3.2	03/23/09	03/23/11	2008				\$\$\$
157	StreamlineMD, LLC	StreamlineMD 9.0.9	07/18/06	01/18/10	2006	Aug-09	4.26	4.27	\$\$\$ \$
158	Stryker Imaging		None	None	None	May-08	3.70	3.65	\$\$\$
159	SuiteMed	SuiteMed Intelligent Medical Software 12	05/07/09	05/07/11	2008	Jan-09	4.17	4.17	\$\$\$ \$
160	Symphony Corporation	Symphony Plus EMRx 1.00	05/21/09	05/21/11	2008				\$\$\$
161	SynaMed, LLC	SynaMed EMR 5.487	04/30/07	04/30/10	2006	May-07	3.43	3.45	\$\$\$ \$
162	Total OutSource, Inc.	ezEMRxPrivate 7.00	05/21/09	05/21/11	2008				\$\$\$
163	TransMed Network, Inc.	TransMed CS 3.0	06/20/08	06/20/11	2007				\$\$\$
164	UNI/CARE Systems, Inc	Pro-Filer 2007.0.0	04/30/07	04/30/10	2006				\$\$\$
165	Universal EMR Solutions	Physician's Solution 3.0	04/30/07	04/30/10	2006				\$\$\$
166	Universal Software Solutions, Inc.	VersaSuite 7.5	01/29/07	01/29/10	2006				\$\$\$
167	US Department of Defense (DOD)	AHLTA 3.3	04/30/07	04/30/10	2006				\$\$\$ \$
168	Utech Products, Inc.	Endosoft 3.0.3.5	04/30/07	04/30/10	2006				\$\$\$
169	VersaForm Systems Corp		None	None	None	May-08	-	2.95	\$\$\$



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170	VIP Medicine, LLC	SmartClinic 16	09/30/08	09/30/10	2008				\$\$\$
171	Visionary Medical Systems, Inc.	Visionary Dream EHR 7.1	01/29/07	07/29/10	2006	Jan-09	3.46	3.45	\$\$\$\$
172	Waiting Room Solutions	Waiting Room Solutions Practice Management System 3	04/30/07	04/30/10	2006				\$\$\$
173	Wellogic and GBA Health Network Systems	Wellogic Consult and GBA MEDfx Release X and MEDfx v3.0	03/26/08	03/26/11	2007	May-08	-	3.88	\$\$\$
174	Workflow.com	Workflow EHR 2.1	04/30/07	04/30/10	2006	Jan-09		2.55	\$\$\$
175	WorldVistA	WorldVistA EHR VOE/ 1.0	04/30/07	04/30/10	2006				\$\$\$



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Summary:

Duplication of patient records will be increasingly problematic for medical care delivery as organizations move toward the community electronic medical record and the establishment of a community Personal Health Record (PHR). As the EHR becomes the rule rather than the exception, and information from multiple facilities and systems is linked, the unique patient identifier will increasingly become the required method for a file and retrieval system for patient records directly used by clinicians. The ability of Health Information Exchange (HIE) to identify and ameliorate the creation and presence of undesired multiple identifiers and records for patients will be further eroded by expanded automation and lack of access to hard-copy for final assessment. The IntelliFinger™ solution can eliminate these problems.

Conclusion:

Technology is only a tool and, if used effectively, can improve the flow of information and, potentially, improve the efficiency of the physician's practice. However, in reality, if "change" is not embraced, the probability of success is very low. We learned in the 1980's that we needed to change the process of billing for services – or we would not be paid in a timely and effective manner. Therefore, the practice of medicine, from the business point of view, changed. Now, with newer technologies, government regulations, and the right financial incentive, physicians will begin embracing new levels of technology that were not available just 5 years ago. But where does a physician in a small practice turn to learn about the 100's of technology choices? The physician can spend hours searching and evaluating all of the opportunities. Or maybe, in the near future, physicians will be able to look towards leaders within their own medical specialty for guidance and knowledge.

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More about the Author:



Mr. Anderson is one of the nation's premier IT research futurists dedicated to health care. He is one of the leading national speakers on healthcare and physician practices and has spoken at more than 350 conferences and meetings since 2000. He has spent the last 30+ years focusing on Healthcare – not just technology questions, but strategic, policy, and organizational considerations. He tracks industry trends, conducts member surveys and case studies, assesses best practices, and performs benchmarking studies.

Besides serving at the CEO of AC Group, Mr. Anderson served as the interim CIO for the Taconic IPA in 2004-05 (a 500 practice, 2,300+ physician IPA located in upper New York). Prior to joining AC Group, Inc. in February of 2000, Mr. Anderson was the worldwide head and VP of healthcare for META Group, Inc., the Chief Information Officer (CIO) with West Tennessee Healthcare, the Corporate CIO for the Sisters of Charity of Nazareth Health System, the Corporate Internal IT Consultant with the Sisters of Providence (SOP) Hospitals, and the

Executive Director for Management Services for Denver Health and Hospitals and Harris County Hospital District.

His experience includes 36+ years working with Healthcare organizations, 20+ years working with physician offices, 7 years in the development of physician-based MSO's, 17 years with multi-facility Health Care organizations, 15 years Administrative Executive Team experience, 6 years as a member of the Corporate Executive Team, and 9 years in healthcare turnaround consulting. Mr. Anderson received his BS in Business, is completing his MBA in Health Care Administration, and is a Fellow with HIMSS. Additionally, he serves on numerous healthcare advisory positions and has developed programs including:

- o Developer of the Six-levels of Healthcare IT for Hospitals and the Physician Office
- o Researcher and producer of the 2002-2009 PMS/EHR Functional rating system
- o Advisory Board and Content Chairman – Future Healthcare, 2007-09
- o Advisory Board and Content Chairman – Physician and Hospital Bonding Summit, 2008
- o Advisory Board and Content Chairman - Healthcare IT Outsourcing Summit, 2002-08
- o Advisory Board and Content Chairman - Patient Safety and CPOE Summit, 2002-06
- o Advisory Board and Content Chairman – Consumer Driven Healthcare Conference, 2003, 2004
- o Advisory Board and CPOE Chairman - Reducing Medication Errors, 2003, 2004, 2005
- o Advisory Board of TETHIC 2003, 2004, 2005
- o Advisory Board of NMHCC 2000, 2001, 2002, 2003, 2004, 2005
- o Advisory Board of TCBI Healthcare Conference 2000 - 09
- o Advisory Board of TEPR and MRI, 2000-09
- o Past President of Local HIMSS Boards – Houston, Tennessee, Southwest TX, Kentucky
- o Editorial Board of Healthcare Informatics 2001 - 06
- o Judge, MSHUG ISA, 1999-2005, TEPR Awards, 2001-2009, TETHIE 2003-05, HDSC 2003-05
- o National HIMSS Chapters Committee 2001 - 04
- o National HIMSS Fellows Committee 2001, 2002, 2004
- o National HIMSS Programs Workgroup Committee 2001, 2002, 2003, 2004, 2007
- o Chair HIMSS HIE Education Task Force - 2007-08
- o Member of HIMSS RHIO Best Practices - 2007-08

More about AC Group:

AC Group, Inc. (ACG), formed in 1996, is a healthcare technology advisory and research firm designed to save participants precious time and resources in their technology decision-making. AC Group is one of the leading companies, specializing in the evaluation, selection, and ranking of vendors in the PMS/EMR/EHR healthcare marketplace. Twice per year, AC Group publishes a detailed report on vendor PMS/EHR functional, usability, and company viability. This evaluation decision tool has been used by more than 5,000 physicians since 2002. Additionally, AC Group has conducted more than 200 PMS/EHR searches, selections, and contract negotiations for small physician offices to large IPA since 2003.

More than 500 healthcare organizations worldwide have approached their most critical IT challenges with the help of trusted advisors from ACG. Since 1972, ACG advisors have been helping healthcare professionals make better strategic and tactical decisions. This unmatched combination of market research and real-world healthcare assessment gives clients the tools they need to eliminate wasteful technology spending, avoid the inefficiency of trial and error, and discover a superior alternative to "guess" decisions. For our healthcare physician clients, ACG provides independent advisory and consultative services designed to assist physicians in evaluating and selecting technology to enable the creation of the "The Digital Medical Office of the Future".