

2012-12 PM - EHR and Company Vendor Rankings

PM and EHR Vendor Ratings	e-MDs	eClinicalWorks	Aprima	Pulse	SequelMed
Company Name	e-MDs	eClinicalWorks, LLC	Aprima Medical Software, Inc	Pulse Systems, Inc.	Sequel Systems, Inc.
Last Evaluated	Dec-11	Dec-11	Dec-12	Dec-11	Dec-11
Address	9900 Spectrum Drive	112 Turnpike Road	3330 Keller Springs Rd suite 201	3017 N. Cypress	324 S. Service Road, Suite 119
City	Austin	Westboro	Carrollton	Wichita	Melville
State	TX	MA	TX	KS	New York
Zip	78717	01581		67226	11747
Web Site	www.e-mds.com	www.eclinicalworks.com	www.aprima.com	www.pulseinc.com	www.sequelmed.com
Main Phone	512-623-6926	508-836-2700	214-206-3663	316-636-5900	631.694.3600
FAX	512-335-4375	508-836-4466	866-960-6890	316-462-2828	631.694.3636
Toll Free Numbers	888-344-9836	866-888-6929		800-444-0882	800.965.2728
Contact Person Name and Title	Andrea Lesh, VP of Sales	Patty Looney, Sales Coordinator	David Shaw, VP Business Development	Rayma Korber, Marketing Manager	Ali Zahir - Manager, Business Development and Strategic Alliances
Contact Person Phone	512-623-6926	508-836-2700 ext. 248	704-895-8438	316-634-8619	631.694.3600 x454
Contact Person email address	alesh@e-mds.com	patty@eclinicalworks.com	dshaw@aprima.com	rkorber@pulseinc.com	azahir@sequelmed.com
Ownership	Private	Private	private	Privately held corporation	Privately Held
Year Started in PM/EHR	1996	1999	1998	1982	PM: 1995 EHR: 2004
Total Number of Employees	123	950	100	150	83
Total Number of Employees relating to PM/EHR products	123	350	100	150	83
Total staff dedicated to client PMS/EHR product support	30	450	14	61	25

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Company Name	e-MDs	eClinicalWorks, LLC	Aprima Medical Software, Inc	Pulse Systems, Inc.	Sequel Systems, Inc.
Last Evaluated	Dec-11	Dec-11	Dec-12	Dec-11	Dec-11
Current Products					
EHR Product Name	e-MDs Chart	eClinicalWorks EMR	iMedica PRM	Pulse Patient Relationship Management	SequelMed EHR
EHR Product Version	7.2	9	PRM 2008	Pluse 2012	v8.0
Total PMS/EHR Revenues for 2010	\$12M	185 Million	\$10 M to \$24M	\$12M	
Clients					
Total Number of PMS or EMR Clients (Separate Contracts)	2,200	7,000	850	450	252
Number of Clients using the combined PMS/EHR (Separate Contracts)	3,000	6,200	1,000	220	191
Number of Clients using EHR only (Separate Contracts)		1,200	35	-	150
Physician Users on EHR	8,000	60,000	4,500	2,800	300
Estimated % of practices with EHR					
Estimated % of practices with 1 - 2 providers	52%	40%	40%	5%	45%
Estimated % of practices with 2 - 5 providers	27%	30%	40%	15%	30%
Estimated % of practices with 6 - 9 providers	11%	15%	15%	25%	15%
Estimated % of practices with 10 - 19 providers	8%	10%	3%	25%	10%
Estimated % of practices with 20 - 49 providers	2%	3%	1%	20%	0%
Estimated % of practices with 50 - 99 providers	0%	1%	1%	10%	0%
Estimated % of practices with > 100 providers	0%	1%	0%	0%	0%
Total	100%	100%	100%	100%	100%

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Company Name	e-MDs	eClinicalWorks, LLC	Aprima Medical Software, Inc	Pulse Systems, Inc.	Sequel Systems, Inc.
Last Evaluated	Dec-11	Dec-11	Dec-12	Dec-11	Dec-11
Overall Rating (5 = High, 1 = Low)	***	*****	* * * * *	*****	**
Total Overall 5 Star Rating					
Total PM/EMR/PHR plus Company	4.26	4.25	4.24	4.24	4.23
Total PM/EHR Plus Company	4.29	4.19	4.28	4.20	4.17
Total EMR Plus Company	4.28	4.18	4.28	4.20	4.17
eRX Product	4.00	4.00	4.00	5.00	4.50
Product Functionality					
EHR	4.00	4.37	4.18	4.58	4.65
Medical EMR Functionality	4.00	4.35	4.32	4.47	4.55
Behavioral Health Functionality	3.50	4.50	3.80	4.00	3.50
PMS	4.20	4.64	4.49	4.62	4.49
PHR	4.00	4.70	3.96	4.50	4.70
Total PM/EHR/PHR	4.10	4.42	4.32	4.45	4.55
Total PM/EMR	4.20	4.32	4.32	4.34	4.52
Product Delivery					
Installation and Configuration	4.50	3.20	4.20	4.00	4.10
Training	4.60	3.20	4.20	4.40	4.00
Timing of Implementation	4.70	4.20	4.30	4.00	3.95
Customization of Product	3.95	4.20	4.25	4.20	3.90
Flexibility	3.90	4.30	4.50	4.00	4.00
Total Product Delivery	<u>4.33</u>	<u>3.82</u>	<u>4.29</u>	<u>4.12</u>	<u>3.99</u>

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Company Name	e-MDs	eClinicalWorks, LLC	Aprima Medical Software, Inc	Pulse Systems, Inc.	Sequel Systems, Inc.
Last Evaluated	Dec-11	Dec-11	Dec-12	Dec-11	Dec-11
Company Stability					
Management	4.80	4.10	4.70	4.20	4.10
Future Revenues	4.20	4.90	4.50	4.30	3.80
Number of Clients using EHR	4.80	4.95	4.25	3.20	3.95
EHR Growth Opportunity	4.60	4.80	4.23	4.20	4.00
Corporate EHR Vision	4.60	4.25	4.60	4.30	4.00
Strong References	4.85	4.20	4.00	4.00	4.15
Total Company Rating	4.50	4.59	4.29	4.10	3.95
Support and Client Satisfaction					
KLAS Rating - PM (Relative)		4.14		Not Listed	-
KLAS Rating - EHR (Relative)	4.62	4.34	4.41	Not Listed	-
AAFP Report	4.80	4.20	3.50	Not Listed	
Long-Term Support	4.20	3.50	4.25	4.00	4.00
ACG End User	4.70	3.00	4.50	4.00	3.95
End User Satisfaction	4.58	3.84	4.17	4.00	3.98
Ease of Use/Usability					
PM Ease of Use	4.50	4.25	4.10	4.60	4.50
EHR Ease of Use	4.50	4.40	4.40	4.50	4.20
Easy of Modification	3.50	4.60	4.95	4.35	4.40
Easy of Reporting	4.00	4.75	4.25	4.00	4.20
Ease of Use/Usability	4.13	4.50	4.43	4.36	4.33
Product Pricing/Contracting					
Initial First Year Costs	4.55	4.70	4.10	4.15	4.20
Second Year Costs	4.00	4.00	4.15	4.20	4.20
Negotiated Contracting Terms	4.50	4.60	4.45	4.00	4.20
Performance Guarantees	4.00	3.00	4.00	4.00	4.10
Total Pricing	4.23	3.94	4.20	4.12	4.14

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PM and EHR Vendor Ratings	CureMD	Amazing Charts	Allscripts Prof.	SucessEHS	AthenaHealth
Company Name	CureMD Corporation	Amazing Charts, Inc.	Allscripts-Misys Healthcare Solutions, Inc. Professional	EHS	athenaClinicals 11.6
Last Evaluated	Dec-11	Dec-11	Dec-11	Dec-11	Oct-11
Address	55 Broad Street	610 Ten Rod Rd, #2	222 Merchandise Mart Plaza	One Metroplex Drive #500	
City	New York	North Kingstown	Chicago	Birmingham	
State	NY	RI	IL	AL	
Zip	10004	2852	60654	35209	
Web Site	www.curemd.com	www.amazingcharts.com	www.allscripts.com	www.ehsmed.com	www.athenahealth.com
Main Phone	212 509 6200	401-667-7661	1-800-654-0889	205.871.1031	800.981.5084
FAX	212 509 6206	401-294-2328	(443) 335-2325	205.871.1185	
Toll Free Numbers	877 362 9549	866-382-5932	1-800-654-0889	888.879.7302	
Contact Person Name and Title	Bill Hashmat	Jonathan Bertman, MD, FAAFP	SCOTT YUNGLING	Michael Nguyen	
Contact Person Phone	718 360 0597	866-382-5932	805-636-2472	480.284.4900	
Contact Person email address	bill.hashmat@curemd.com	jon@amazingcharts.com	Scott.Yungling@allscripts.com	miken@ehsmed.com	
Ownership	Private	Corporation	Publicly-held	Privately-Held	Publicly-held
Year Started in PM/EHR	1997	2001	2008	1995	
Total Number of Employees	357	12	2,840	220	
Total Number of Employees relating to PM/EHR products	350	12	1,744	173	
Total staff dedicated to client PMS/EHR product support	34	5	837	74	

2012-12 PM - EHR and Company Vendor Rankings

Company Name	CureMD Corporation	Amazing Charts, Inc.	Allscripts-Misys Healthcare Solutions, Inc. Professional	EHS	athenaClinicals 11.6
Last Evaluated	Dec-11	Dec-11	Dec-11	Dec-11	Oct-11
Current Products					
EHR Product Name	CureMD EMR	Amazing Charts	Allscripts Professional EHR	Care Revolution	athenaClinicals 11.6
EHR Product Version	V 10	3.7	Version 9.1	5.3	athenaClinicals 11.6
Total PMS/EHR Revenues for 2010	9.5 million		\$ 1,184,800,000	\$ 29,000,000	\$ 309,703,000
Clients					
Total Number of PMS or EMR Clients (Separate Contracts)	1,200	1,972	2,094	650	5,000
Number of Clients using the combined PMS/EHR (Separate Contracts)	3,400		1,096	650	3,000
Number of Clients using EHR only (Separate Contracts)	600	1,972	1,360	None	None
Physician Users on EHR	3,400	2,000	8,500	3,800	3,000
Estimated % of practices with EHR					
Estimated % of practices with 1 - 2 providers	10%	80%	40%	60%	39%
Estimated % of practices with 2 - 5 providers	15%	15%	40%	20%	42%
Estimated % of practices with 6 - 9 providers	15%	5%	10%	10%	15%
Estimated % of practices with 10 - 19 providers	25%	<1%	5%	5%	3%
Estimated % of practices with 20 - 49 providers	15%	0%	5%	3%	1%
Estimated % of practices with 50 - 99 providers	10%	0%	0%	1%	0%
Estimated % of practices with > 100 providers	10%	0%	0%	1%	0%
Total	100%	100%	100%	100%	100%

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Company Name	CureMD Corporation	Amazing Charts, Inc.	Allscripts-Misys Healthcare Solutions, Inc. Professional	EHS	athenaClinicals 11.6
Last Evaluated	Dec-11	Dec-11	Dec-11	Dec-11	Oct-11
Overall Rating (5 = High, 1 = Low)	*****	**	*****	***	**
Total Overall 5 Star Rating					
Total PM/EMR/PHR plus Company	4.19	4.11	4.10	4.05	4.01
Total PM/EHR Plus Company	4.17	4.17	4.08	4.19	4.20
Total EMR Plus Company	4.16	4.16	4.05	4.18	4.16
eRX Product	5.00	4.00	4.00	4.00	4.00
Product Functionality					
EHR	4.48	3.56	4.04	4.45	3.61
Medical EMR Functionality	4.54	3.71	4.01	4.15	3.65
Behavioral Health Functionality	3.90	2.00	2.50	4.20	3.25
PMS	4.68	3.81	4.23	4.35	4.33
PHR	4.40	3.70	4.00	3.00	2.72
Total PM/EHR/PHR	4.56	3.77	4.24	4.28	3.89
Total PM/EMR	4.57		4.34	4.36	3.78
Product Delivery					
Installation and Configuration	4.10	4.25	4.20	4.00	4.40
Training	4.10	4.40	4.20	4.00	4.40
Timing of Implementation	4.00	4.00	3.94	4.10	4.50
Customization of Product	4.00	3.50	3.20	4.20	3.75
Flexibility	4.15	3.50	3.20	4.40	3.70
Total Product Delivery	<u>4.07</u>	<u>3.93</u>	<u>3.75</u>	<u>4.14</u>	<u>4.15</u>

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Company Name	CureMD Corporation	Amazing Charts, Inc.	Allscripts-Misys Healthcare Solutions, Inc. Professional	EHS	athenaClinicals 11.6
Last Evaluated	Dec-11	Dec-11	Dec-11	Dec-11	Oct-11
Company Stability					
Management	3.80	4.20	3.80	4.25	4.85
Future Revenues	3.75	4.20	3.90	4.40	4.90
Number of Clients using EHR	3.10	4.50	4.20	4.10	4.20
EHR Growth Opportunity	3.20	4.50	3.80	4.20	4.35
Corporate EHR Vision	3.50	4.00	4.10	4.10	4.70
Strong References	3.80	4.90	4.15	4.00	4.20
Total Company Rating	3.55	4.34	4.12	4.23	4.60
Support and Client Satisfaction					
KLAS Rating - PM (Relative)	4.70		4.63	Not Listed	4.95
KLAS Rating - EHR (Relative)	4.65	4.54	4.58	Not Listed	4.20
AAFP Report		4.40	3.60	Not Listed	
Long-Term Support	4.20	4.00	4.10	4.00	4.00
ACG End User	3.80	4.70	4.00	4.40	4.10
End User Satisfaction	4.34	4.41	4.18	4.20	4.31
Ease of Use/Usability					
PM Ease of Use	4.10		4.30	4.20	4.95
EHR Ease of Use	4.10	4.50	4.10	4.20	3.95
Easy of Modification	4.50	4.00	4.20	4.20	3.95
Easy of Reporting	3.80	4.00	4.15	4.30	4.05
Ease of Use/Usability	4.13	4.17	3.95	4.23	4.23
Product Pricing/Contracting					
Initial First Year Costs	4.50	5.00	4.15	4.10	4.15
Second Year Costs	4.40	5.00	3.80	4.10	4.00
Negotiated Contracting Terms	4.00	4.10	4.20	4.40	4.40
Performance Guarantees	4.30	3.95	4.15	4.00	3.50
Total Pricing	4.30	4.31	4.16	4.12	4.06

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PM and EHR Vendor Ratings	MCS	AdvancedMD	Caretracker	OmniMD	Allscripts WyWay
Company Name	Medical Communication Systems, Inc.	ADP - AdvancedMD	Ingenix, Inc.	OmniMD	Allscripts MyWay
Last Evaluated	Dec-11	Dec-11	Feb-11	Dec-11	Out of Business
Address	1 Woodbridge Center Dr., Suite 812	10876 s. River Front Pkwy, Ste 400	12125 Technology Drive	303 South Broadway, Suite 101	222 Merchandise Mart Plaza
City	Woodbridge	S. Jordan	Eden Prairie	Tarrytown	Chicago
State	NJ	UT	MN	New York	IL
Zip	07095	84095	55344	10591	60654
Web Site	www.medcomsys.com	www.advancedmd.com	www.ingenix.com	http://www.omnimd.com	www.allscripts.com
Main Phone	732-607-2400	801-984-9500	952/833-7100	914-332-5590	1-800-654-0889
FAX	732-676-7667		952/833-7079	914-332-5766	
Toll Free Numbers	800-741-0981	800-825-0224 ext 2	888/445-8745		1-800-654-0889
Contact Person Name and Title	Udayan Mandavia, President	Drew Godwin, Director, Billing Services Team	Mari Heimuli	Hitender Soni - Director of Business Development	Marty Zarrouk, Product Marketing
Contact Person Phone	347-423-8433	801-984-9588	800-765-6696	914-332-5590 extension 107	919-329-1116
Contact Person email address	udayan@medcomsys.com	dgodwin@advancedmd.com	mari.heimuli@ingenix.com , sarah.vergin@ingenix.com	AZoller@omnimd.com	marty.zarrouk@allscripts.com
Ownership	Private	Privately Held	Public	Private Limited	Publicly-held
Year Started in PM/EHR	EHR-2003 / PM-2009	1999 PM / 1997 EHR	2006	1989	2008
Total Number of Employees	136	205	10,000	125	2,840
Total Number of Employees relating to PM/EHR products	136	No Data Provided	275	76	1,744
Total staff dedicated to client PMS/EHR product support	21		187	12	837

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Company Name	Medical Communication Systems, Inc.	ADP - AdvancedMD	Ingenix, Inc.	OmniMD	Allscripts MyWay
Last Evaluated	Dec-11	Dec-11	Feb-11	Dec-11	Out of Business
Current Products		AdvancedMD EHR			
EHR Product Name	mMD.net	v6.5	Ingenix CareTracker EMR	OmniMD™ - EMR	Allscripts MyWay 2009 SP1
EHR Product Version	9.3	AdvancedMD PM	7.0	OmniMD - 8.X	2009 SP1
Total PMS/EHR Revenues for 2010	\$10 - 24 M	\$21.7m		\$7.2 M	\$ 1,184,800,000
Clients					
Total Number of PMS or EMR Clients (Separate Contracts)	1,090	No Data Provided	-	500+	223
Number of Clients using the combined PMS/EHR (Separate Contracts)	120		309	350+	223
Number of Clients using EHR only (Separate Contracts)	970		1	250+	223
Physician Users on EHR	3,400		845	2,000	1,500
Estimated % of practices with EHR					
Estimated % of practices with 1 - 2 providers	69%	No Data Provided	90%	81%	50%
Estimated % of practices with 2 - 5 providers	13%		0%	12%	25%
Estimated % of practices with 6 - 9 providers	8%		7%	5%	25%
Estimated % of practices with 10 - 19 providers	5%		3%	2%	0%
Estimated % of practices with 20 - 49 providers	4%		0%	0%	0%
Estimated % of practices with 50 - 99 providers	1%		0%	0%	0%
Estimated % of practices with > 100 providers	0%		0%	0%	0%
Total	100%		0%	100%	100%

2012-12 PM - EHR and Company Vendor Rankings

Company Name	Medical Communication Systems, Inc.	ADP - AdvancedMD	Ingenix, Inc.	OmniMD	Allscripts MyWay
Last Evaluated	Dec-11	Dec-11	Feb-11	Dec-11	Out of Business
Overall Rating (5 = High, 1 = Low)	* * * *	* * * *	* *	* *	* * * * *
Total Overall 5 Star Rating					
Total PM/EMR/PHR plus Company	3.89	3.81	3.58	3.57	3.38
Total PM/EHR Plus Company	3.77	3.90	3.66	3.58	3.29
Total EMR Plus Company	3.79	3.91	3.65	3.47	3.28
eRX Product	4.20	4.00	5.00	5.00	3.00
Product Functionality					
EHR	4.25	3.27	3.40	3.50	3.68
Medical EMR Functionality	4.08	3.46	3.71	3.50	4.01
Behavioral Health Functionality					2.50
PMS	4.01	3.57	4.35	4.12	4.40
PHR	4.75	3.19	3.00	3.50	4.00
Total PM/EHR/PHR	3.92	3.43	3.77	4.26	4.09
Total PM/EMR	3.93	3.35	3.68	4.23	4.00
Product Delivery					
Installation and Configuration	3.20	4.50	4.00	4.00	3.75
Training	2.50	4.20	3.50	3.50	3.90
Timing of Implementation	4.00	4.10	3.50	3.50	2.85
Customization of Product	4.50	4.20	3.50	3.50	3.10
Flexibility	3.90	4.20	3.50	3.50	3.00
Total Product Delivery	<u>3.62</u>	<u>4.24</u>	<u>3.60</u>	<u>3.60</u>	<u>3.32</u>

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Company Name	Medical Communication Systems, Inc.	ADP - AdvancedMD	Ingenix, Inc.	OmniMD	Allscripts MyWay
Last Evaluated	Dec-11	Dec-11	Feb-11	Dec-11	Out of Business
Company Stability					
Management	3.85	4.20	3.50	3.00	2.85
Future Revenues	3.20	4.00	3.50	3.00	2.75
Number of Clients using EHR	3.40	4.20	3.80	3.50	3.25
EHR Growth Opportunity	3.50	4.20	3.50	3.00	2.25
Corporate EHR Vision	3.50	4.00	3.50	3.00	3.00
Strong References	2.00	4.50	3.50	3.50	2.50
Total Company Rating	3.12	4.18	3.54	3.13	3.06
Support and Client Satisfaction					
KLAS Rating - PM (Relative)	Not Listed		-	-	
KLAS Rating - EHR (Relative)	Not Listed	4.42	-	-	2.90
AAFP Report					2.00
Long-Term Support	3.00	4.00	3.00	3.00	3.50
ACG End User	4.50	4.00		3.00	2.50
End User Satisfaction	3.75	4.14	3.00	3.00	2.67
Ease of Use/Usability					
PM Ease of Use	3.50	4.00	4.20	4.20	3.80
EHR Ease of Use	3.50	4.00	4.20	3.80	3.80
Easy of Modification	4.40	3.00	5.00	3.00	3.10
Easy of Reporting	3.50	4.00	5.00	4.00	3.40
Ease of Use/Usability	3.73	3.75	4.60	3.75	3.53
Product Pricing/Contracting					
Initial First Year Costs	4.50	4.00	4.00	4.10	3.95
Second Year Costs	4.50	4.00	3.00	4.00	3.40
Negotiated Contracting Terms	4.20	3.50	3.00	3.50	2.80
Performance Guarantees	4.10	4.00	3.00	3.00	2.50
Total Pricing	4.26	3.80	3.20	3.62	3.09