

2012-12 PM - EHR and Company Vendor Rankings

PM and EHR Vendor Ratings	eClinicalWorks	SequelMed	e-MDs	Pulse	CureMD
Company Name	eClinicalWorks, LLC	Sequel Systems, Inc.	e-MDs	Pulse Systems, Inc.	CureMD Corporation
Last Evaluated	Dec-11	Dec-11	Dec-11	Dec-11	Dec-11
Address	112 Turnpike Road	324 S. Service Road, Suite 119	9900 Spectrum Drive	3017 N. Cypress	55 Broad Street
City	Westboro	Melville	Austin	Wichita	New York
State	MA	New York	TX	KS	NY
Zip	01581	11747	78717	67226	10004
Web Site	www.eclinicalworks.com	www.sequelmed.com	www.e-mds.com	www.pulseinc.com	www.curemd.com
Main Phone	508-836-2700	631.694.3600	512-623-6926	316-636-5900	212 509 6200
FAX	508-836-4466	631.694.3636	512-335-4375	316-462-2828	212 509 6206
Toll Free Numbers	866-888-6929	800.965.2728	888-344-9836	800-444-0882	877 362 9549
Contact Person Name and Title	Patty Looney, Sales Coordinator	Ali Zahir - Manager, Business Development and Strategic Alliances	Andrea Lesh, VP of Sales	Rayma Korber, Marketing Manager	Bill Hashmat
Contact Person Phone	508-836-2700 ext. 248	631.694.3600 x454	512-623-6926	316-634-8619	718 360 0597
Contact Person email address	patty@eclinicalworks.com	azahir@sequelmed.com	alesh@e-mds.com	rkorber@pulseinc.com	bill.hashmat@curemd.com
Ownership	Private	Privately Held	Private	Privately held corporation	Private
Year Started in PM/EHR	1999	PM: 1995 EHR: 2004	1996	1982	1997
Total Number of Employees	950	83	123	150	357
Total Number of Employees relating to PM/EHR products	350	83	123	150	350
Total staff dedicated to client PMS/EHR product support	450	25	30	61	34

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Company Name	eClinicalWorks, LLC	Sequel Systems, Inc.	e-MDs	Pulse Systems, Inc.	CureMD Corporation
Last Evaluated	Dec-11	Dec-11	Dec-11	Dec-11	Dec-11
Current Products					
EHR Product Name	eClinicalWorks EMR	SequelMed EHR	e-MDs Chart	Pulse Patient Relationship Management	CureMD EMR
EHR Product Version	9	v8.0	7.2	Pluse 2012	V 10
Total PMS/EHR Revenues for 2010	185 Million		\$12M	\$12M	9.5 million
Clients					
Total Number of PMS or EMR Clients (Separate Contracts)	7,000	252	2,200	450	1,200
Number of Clients using the combined PMS/EHR (Separate Contracts)	6,200	191	3,000	220	3,400
Number of Clients using EHR only (Separate Contracts)	1,200	150		-	600
Physician Users on EHR	60,000	300	8,000	2,800	3,400
Estimated % of practices with EHR					
Estimated % of practices with 1 - 2 providers	40%	45%	52%	5%	10%
Estimated % of practices with 2 - 5 providers	30%	30%	27%	15%	15%
Estimated % of practices with 6 - 9 providers	15%	15%	11%	25%	15%
Estimated % of practices with 10 - 19 providers	10%	10%	8%	25%	25%
Estimated % of practices with 20 - 49 providers	3%	0%	2%	20%	15%
Estimated % of practices with 50 - 99 providers	1%	0%	0%	10%	10%
Estimated % of practices with > 100 providers	1%	0%	0%	0%	10%
Total	100%	100%	100%	100%	100%

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Company Name	eClinicalWorks, LLC	Sequel Systems, Inc.	e-MDs	Pulse Systems, Inc.	CureMD Corporation
Last Evaluated	Dec-11	Dec-11	Dec-11	Dec-11	Dec-11
Overall Rating (5 = High, 1 = Low)	*****	**	***	*****	*****
Total Overall 5 Star Rating					
Total PM/EMR/PHR plus Company	4.30	4.26	4.26	4.24	4.20
Total PM/EHR Plus Company	4.24	4.20	4.29	4.20	4.17
Total EMR Plus Company	4.24	4.20	4.28	4.20	4.16
eRX Product	4.00	4.50	4.00	5.00	5.00
Product Functionality					
EHR	4.60	4.68	4.00	4.58	4.48
Medical EMR Functionality	4.75	4.59	4.00	4.47	4.54
Behavioral Health Functionality	4.50	3.50	3.50	4.00	3.90
PMS	4.81	4.59	4.20	4.62	4.68
PHR	4.70	4.70	4.00	4.50	4.40
Total PM/EHR	4.71	4.61	4.10	4.45	4.56
Total PM/EMR	4.68	4.53	4.20	4.34	4.57
Product Delivery					
Installation and Configuration	3.20	4.10	4.50	4.00	4.10
Training	3.20	4.00	4.60	4.40	4.10
Timing of Implementation	4.20	3.95	4.70	4.00	4.00
Customization of Product	4.20	3.90	3.95	4.20	4.00
Flexibility	4.30	4.00	3.90	4.00	4.25
Total Product Delivery	<u>3.82</u>	<u>3.99</u>	<u>4.33</u>	<u>4.12</u>	<u>4.09</u>

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Company Name	eClinicalWorks, LLC	Sequel Systems, Inc.	e-MDs	Pulse Systems, Inc.	CureMD Corporation
Last Evaluated	Dec-11	Dec-11	Dec-11	Dec-11	Dec-11
Company Stability					
Management	4.50	4.10	4.80	4.20	3.80
Future Revenues	4.90	3.80	4.20	4.30	3.75
Number of Clients using EHR	4.95	3.95	4.80	3.20	3.10
EHR Growth Opportunity	4.80	4.00	4.60	4.20	3.20
Corporate EHR Vision	4.25	4.00	4.60	4.30	3.50
Strong References	4.20	4.25	4.85	4.00	3.80
Total Company Rating	4.64	3.96	4.50	4.10	3.55
Support and Client Satisfaction					
KLAS Rating - PM (Relative)	4.14	-		Not Listed	4.70
KLAS Rating - EHR (Relative)	4.34	-	4.62	Not Listed	4.65
AAFP Report	4.20		4.80	Not Listed	
Long-Term Support	4.50	4.00	4.20	4.00	4.20
ACG End User	3.00	4.33	4.70	4.00	3.80
End User Satisfaction	4.04	4.16	4.58	4.00	4.34
Ease of Use/Usability					
PM Ease of Use	4.10	4.50	4.50	4.60	4.10
EHR Ease of Use	4.40	4.20	4.50	4.50	4.10
Easy of Modification	4.80	4.40	3.50	4.35	4.50
Easy of Reporting	4.20	4.20	4.00	4.00	3.80
Ease of Use/Usability	4.38	4.33	4.13	4.36	4.13
Product Pricing/Contracting					
Initial First Year Costs	4.70	4.20	4.55	4.15	4.50
Second Year Costs	4.00	4.20	4.00	4.20	4.40
Negotiated Contracting Terms	4.60	4.20	4.50	4.00	4.00
Performance Guarantees	3.00	4.10	4.00	4.00	4.30
Total Pricing	3.94	4.14	4.23	4.12	4.30

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PM and EHR Vendor Ratings	SuiteMed LLC	Amazing Charts	AthenaHealth	Aprima	AdvancedMD
Company Name	SuiteMed LLC	Amazing Charts, Inc.	athenaClinicals 11.6	Aprima Medical Software, Inc	ADP - AdvancedMD
Last Evaluated	Dec-11	Dec-11	Oct-11	Dec-12	Dec-11
Address	333 Hegenberger Road Suite 800	610 Ten Rod Rd, #2		3330 Keller Springs Rd suite 201	10876 s. River Front Pkwy, Ste 400
City	Oakland	North Kingstown		Carrollton	S. Jordan
State	CA	RI		TX	UT
Zip	94621	2852			84095
Web Site	www.SuiteMed.com	www.amazingcharts.com	www.athenahealth.com	www.aprima.com	www.advancedmd.com
Main Phone	510-632-8021	401-667-7661	800.981.5084	214-206-3663	801-984-9500
FAX	510-632-8021	401-294-2328		866-960-6890	
Toll Free Numbers	866-994-6367	866-382-5932			800-825-0224 ext 2
Contact Person Name and Title	Mark Kozak Dir of Business Dev	Jonathan Bertman, MD, FAAFP		David Shaw, VP Business Development	Drew Godwin, Director, Billing Services Team
Contact Person Phone	215-750-3749	866-382-5932		704-895-8438	801-984-9588
Contact Person email address	mkozak@suitemed.com	jon@amazingcharts.com		dshaw@aprima.com	dgodwin@advancedmd.com
Ownership	Corporation	Corporation	Publicly-held	private	Privately Held
Year Started in PM/EHR	2008	2001		1998	1999 PM / 1997 EHR
Total Number of Employees	190	12		100	205
Total Number of Employees relating to PM/EHR products	90	12		100	No Data Provided
Total staff dedicated to client PMS/EHR product support	26	5		14	

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Company Name	SuiteMed LLC	Amazing Charts, Inc.	athenaClinicals 11.6	Aprima Medical Software, Inc	ADP - AdvancedMD
Last Evaluated	Dec-11	Dec-11	Oct-11	Dec-12	Dec-11
Current Products					AdvancedMD EHR
EHR Product Name	Intelligent Medical Software (IMS)	Amazing Charts	athenaClinicals 11.6	iMedica PRM	v6.5
EHR Product Version	IMS 2007	3.7	athenaClinicals 11.6	PRM 2008	AdvancedMD PM
Total PMS/EHR Revenues for 2010	\$5 - \$9 M		\$ 309,703,000	\$10 M to \$24M	\$21.7m
Clients					
Total Number of PMS or EMR Clients (Separate Contracts)	686	1,972	5,000	241	No Data Provided
Number of Clients using the combined PMS/EHR (Separate Contracts)	493		3,000	134	
Number of Clients using EHR only (Separate Contracts)	21	1,972	None	35	
Physician Users on EHR	1,700	2,000	3,000	2,500	
Estimated % of practices with EHR					
Estimated % of practices with 1 - 2 providers	46%	80%	39%	40%	No Data Provided
Estimated % of practices with 2 - 5 providers	30%	15%	42%	40%	
Estimated % of practices with 6 - 9 providers	17%	5%	15%	15%	
Estimated % of practices with 10 - 19 providers	5%	<1%	3%	3%	
Estimated % of practices with 20 - 49 providers	2%	0%	1%	1%	
Estimated % of practices with 50 - 99 providers	0%	0%	0%	1%	
Estimated % of practices with > 100 providers	0%	0%	0%	0%	
Total	100%	100%	100%	100%	

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Company Name	SuiteMed LLC	Amazing Charts, Inc.	athenaClinicals 11.6	Aprima Medical Software, Inc	ADP - AdvancedMD
Last Evaluated	Dec-11	Dec-11	Oct-11	Dec-12	Dec-11
Overall Rating (5 = High, 1 = Low)	* * *	* *	* *	* * * *	* * * *
Total Overall 5 Star Rating					
Total PM/EMR/PHR plus Company	4.15	4.11	4.01	4.00	3.81
Total PM/EHR Plus Company	4.07	4.17	4.20	4.20	3.90
Total EMR Plus Company	4.06	4.16	4.16	4.18	3.91
eRX Product	4.00	4.00	4.00	4.00	4.00
Product Functionality					
EHR	4.52	3.56	3.61	3.87	3.27
Medical EMR Functionality	4.58	3.71	3.65	4.02	3.46
Behavioral Health Functionality	4.20	2.00	3.25	3.80	
PMS	4.79	3.81	4.33	4.43	3.57
PHR	4.70	3.70	2.72	2.60	3.19
Total PM/EHR	4.63	3.77	3.89	4.13	3.43
Total PM/EMR	4.51		3.78	4.18	3.35
Product Delivery					
Installation and Configuration	4.00	4.25	4.40	4.00	4.50
Training	4.00	4.40	4.40	4.20	4.20
Timing of Implementation	4.10	4.00	4.50	4.20	4.10
Customization of Product	4.10	3.50	3.75	4.25	4.20
Flexibility	4.40	3.50	3.70	4.50	4.20
Total Product Delivery	<u>4.12</u>	<u>3.93</u>	<u>4.15</u>	<u>4.23</u>	<u>4.24</u>

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Company Name	SuiteMed LLC	Amazing Charts, Inc.	athenaClinicals 11.6	Aprima Medical Software, Inc	ADP - AdvancedMD
Last Evaluated	Dec-11	Dec-11	Oct-11	Dec-12	Dec-11
Company Stability					
Management	4.00	4.20	4.85	4.70	4.20
Future Revenues	3.80	4.20	4.90	3.90	4.00
Number of Clients using EHR	3.80	4.50	4.20	3.00	4.20
EHR Growth Opportunity	3.90	4.50	4.35	4.23	4.20
Corporate EHR Vision	4.00	4.00	4.70	4.60	4.00
Strong References	4.00	4.90	4.20	4.00	4.50
Total Company Rating	3.91	4.34	4.60	4.05	4.18
Support and Client Satisfaction					
KLAS Rating - PM (Relative)	Not Listed		4.95		
KLAS Rating - EHR (Relative)	Not Listed	4.54	4.20	4.41	4.42
AAFP Report	Not Listed	4.40		3.40	
Long-Term Support	3.80	4.00	4.00	4.25	4.00
ACG End User	3.80	4.70	4.10	4.50	4.00
End User Satisfaction	3.80	4.41	4.31	4.14	4.14
Ease of Use/Usability					
PM Ease of Use	4.10		4.95	4.10	4.00
EHR Ease of Use	4.20	4.50	3.95	4.40	4.00
Easy of Modification	4.25	4.00	3.95	5.00	3.00
Easy of Reporting	4.50	4.00	4.05	4.00	4.00
Ease of Use/Usability	4.26	4.17	4.23	4.38	3.75
Product Pricing/Contracting					
Initial First Year Costs	4.20	5.00	4.15	4.00	4.00
Second Year Costs	4.00	5.00	4.00	4.15	4.00
Negotiated Contracting Terms	3.50	4.10	4.40	4.45	3.50
Performance Guarantees	3.50	3.95	3.50	4.00	4.00
Total Pricing	3.74	4.31	4.06	4.20	3.80

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PM and EHR Vendor Ratings	PracticeOne	Caretracker	MCS
Company Name	PracticeOne, LLC	Ingenix, Inc.	Medical Communication Systems, Inc.
Last Evaluated	Dec-11	Feb-11	Dec-11
Address	580 Howard Avenue, 1st Floor	12125 Technology Drive	1 Woodbridge Center Dr., Suite 812
City	Somerset	Eden Prairie	Woodbridge
State	NJ	MN	NJ
Zip	08873	55344	07095
Web Site	www.practiceone.com	www.ingenix.com	www.medcomsys.com
Main Phone	877-363-3797	952/833-7100	732-607-2400
FAX	732-302-0767	952/833-7079	732-676-7667
Toll Free Numbers	877-363-3797	888/445-8745	800-741-0981
Contact Person Name and Title	Marc E. Klar, VP Marketing	Mari Heimuli	Udayan Mandavia, President
Contact Person Phone	877-363-3797, Ext. 2922	800-765-6696	347-423-8433
Contact Person email address	marc.klar@practiceone.com	mari.heimuli@ingenix.com , sarah.vergin@ingenix.com	udayan@medcomsys.com
Ownership	Private	Public	Private
Year Started in PM/EHR	2008	2006	EHR-2003 / PM-2009
Total Number of Employees	60	10,000	136
Total Number of Employees relating to PM/EHR products	50	275	136
Total staff dedicated to client PMS/EHR product support	25	187	21

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Company Name	PracticeOne, LLC	Ingenix, Inc.	Medical Communication Systems, Inc.
Last Evaluated	Dec-11	Feb-11	Dec-11
Current Products			
EHR Product Name	e-Medsys EHR	Ingenix CareTracker EMR	mMD.net
EHR Product Version	5.1	7.0	9.3
Total PMS/EHR Revenues for 2010			\$10 - 24 M
Clients			
Total Number of PMS or EMR Clients (Separate Contracts)	300	-	1,090
Number of Clients using the combined PMS/EHR (Separate Contracts)	65	309	120
Number of Clients using EHR only (Separate Contracts)	-	1	970
Physician Users on EHR	3,300	845	3,400
Estimated % of practices with EHR			
Estimated % of practices with 1 - 2 providers	25%	90%	69%
Estimated % of practices with 2 - 5 providers	25%	0%	13%
Estimated % of practices with 6 - 9 providers	25%	7%	8%
Estimated % of practices with 10 - 19 providers	10%	3%	5%
Estimated % of practices with 20 - 49 providers	5%	0%	4%
Estimated % of practices with 50 - 99 providers	5%	0%	1%
Estimated % of practices with > 100 providers	5%	0%	0%
Total	100%	0%	100%

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Company Name	PracticeOne, LLC	Ingenix, Inc.	Medical Communication Systems, Inc.
Last Evaluated	Dec-11	Feb-11	Dec-11
Overall Rating (5 = High, 1 = Low)	* * * *	* *	* * * *
Total Overall 5 Star Rating			
Total PM/EMR/PHR plus Company	3.73	3.58	3.56
Total PM/EHR Plus Company	3.78	3.66	3.39
Total EMR Plus Company	3.76	3.65	3.42
eRX Product	5.00	5.00	4.20
Product Functionality			
EHR	4.20	3.40	4.25
Medical EMR Functionality	3.80	3.71	4.08
Behavioral Health Functionality			
PMS	3.45	4.35	4.01
PHR	3.40	3.00	4.75
Total PM/EHR	3.90	3.77	3.92
Total PM/EMR	3.90	3.68	3.93
Product Delivery			
Installation and Configuration	4.50	4.00	3.20
Training	4.20	3.50	2.50
Timing of Implementation	3.90	3.50	4.00
Customization of Product	4.20	3.50	4.50
Flexibility	4.20	3.50	3.90
Total Product Delivery	<u>4.20</u>	<u>3.60</u>	<u>3.62</u>

2012-12 PM - EHR and Company Vendor Rankings

Company Name	PracticeOne, LLC	Ingenix, Inc.	Medical Communication Systems, Inc.
Last Evaluated	Dec-11	Feb-11	Dec-11
Company Stability			
Management	4.20	3.50	2.80
Future Revenues	4.00	3.50	3.00
Number of Clients using EHR	3.20	3.80	3.40
EHR Growth Opportunity	4.20	3.50	2.80
Corporate EHR Vision	4.00	3.50	3.50
Strong References	4.50	3.50	2.00
Total Company Rating	4.05	3.54	2.88
Support and Client Satisfaction			
KLAS Rating - PM (Relative)	-	-	Not Listed
KLAS Rating - EHR (Relative)	4.42	-	Not Listed
AAFP Report			
Long-Term Support	4.00	3.00	3.00
ACG End User	4.00		2.00
End User Satisfaction	3.10	3.00	2.50
Ease of Use/Usability			
PM Ease of Use	4.00	4.20	3.50
EHR Ease of Use	4.00	4.20	3.50
Easy of Modification	4.00	5.00	4.40
Easy of Reporting	3.00	5.00	3.50
Ease of Use/Usability	3.75	4.60	3.73
Product Pricing/Contracting			
Initial First Year Costs	4.00	4.00	4.50
Second Year Costs	4.00	3.00	4.50
Negotiated Contracting Terms	3.50	3.00	2.50
Performance Guarantees	3.50	3.00	2.00
Total Pricing	3.70	3.20	3.50