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Company	Allscripts ^{*∞}	Altos Solutions, Inc. ^{*∞}
Product Name	TouchWorks	OncoEMR
Location	222 Merchandise Market, Suite 2024 Chicago, IL 60654	1522 Hillview Drive, Suite 420 Los Altos, CA 94024
Ownership (Public/Private)	Public	Private
Number of Employees	1000	25
Host (ASP/Client Server)	ASP or Client Server	ASP or Client Server
Typical Customer	10-25 physician practice	1-50 physician practice
Number of Current Physician Users (MD/DO)	Not provided	100-200 physicians
Specialties	Medical oncology	Medical oncology, hematology, pediatric oncology
PM/EHR (Interfaced or Integrated)	Integrated with TouchWorks PM; interfaces with other practice management systems	Interfaces with other practice management systems
What is considered a licensed user?	Provider/clinical practitioner that bills for their services	Physician and non-physician practitioner (NP/PA). No charge for any other user.
Price per Licensed User	Not provided	\$6,000/physician/year; \$3,000/non-physician practitioner/year; no charge for other staff
Interface Fees (Lab, Rx, Imaging)	Not provided	Averages \$6,000 - \$15,000
Annual Fee	Not provided	Included in the subscription fee
Implementation Fees (Range)	Not provided	\$5,000/practice
Data Backup	Recommended nightly for all installations; for ASP, performed by host service	Disaster recovery; backed up nightly; multiple redundant sites, diesel generator backup; multiple redundant internet connections, disk storage on RAID-5 hot-swappable drives
Length of Contract	10 year license / annual renewable service agreement	1 year subscription
Cancellation Policy	Subject to contract terms	Cancel on any anniversary
Implementation Timeline (from contract signing to go-live, including any backlog)	3-6 months	1-3 months
Website Address	www.allscripts.com	www.altossolutions.com
Contact Information	Greg Hammack Dir., Specialty Markets, Clinical Solutions Group 847-680-3515 x4138 greg.hammack@allscripts.com	Keith Irwin Senior VP Operations 925-425-0093 Kirwin@altossolutions.com



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Company	<u>Ascent Integrated Medical Solutions</u>	<u>Cembex Care Solutions, LLC</u> ^{*∞}
Product Name	T.I.M.E (totally integrated Medical enterprise)	ChemoSAFE
Location	660 Bakers Bridge Ave, Suite 100 Franklin, TN 37067	2522 Highland Avenue Cincinnati, OH 45219
Ownership (Public/Private)	Private	Private
Number of Employees	30	25
Host (ASP/Client Server)	Both	ASP or Client Server
Typical Customer	10-100 physician practice, hospital and clinic	1-100 physician practice
Number of Current Physician Users (MD/DO)	50-100 physicians	1-50 physicians
Specialties	Medical oncology, hematology, pediatric oncology, radiation oncology, laboratory, practice management and multispecialty settings	Medical oncology, pediatric oncology, hematology, BMT
PM/EHR (Interfaced or Integrated)	Integrated via common technology platform	Integrated system; interfaces with other practice management systems
What is considered a licensed user?	Physician	Physician = full license Other Medicare provider = 1/2 license
Price per Licensed User	\$10,000/user	Approximately \$4,000/physician
Interface Fees (Lab, Rx, Imaging)	\$2,500-\$5,000	Averages \$5,000
Annual Fee	18% of license fee	18% annual support fee + optional \$185/month chemo regimen subscription
Implementation Fees (Range)	\$5,000-\$10,000/user	\$25,000 - \$50,000
Data Backup	On-site server - RAD1 tape backup, ASP mfg has backup redundancy	Disaster recovery; backed up nightly; Roll back scenario
Length of Contract	perpetual	1 year subscription
Cancellation Policy	ASP - 60 day notice	60 days
Implementation Timeline (from contract signing to go-live, including any backlog)	2-4 months	2-3 months
Website Address	<u>www.ascentmedsolutions.com</u>	<u>www.cembex.com</u>
Contact Information	John Lovelace, Exec VP, Sales 866-339-8463 info@ascentmedsolutions.com	Mark Butler National Sales Executive 513-262-8359 sales@cembex.com



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Company	<u>CureMD Corporation</u>	<u>DocComply®</u>
Product Name	CureMD	DocOncology
Location	55 Broad Street New York, NY 10004	874 Pompton Avenue Cedar Grove, NJ 07009
Ownership (Public/Private)	Private	Private
Number of Employees	200	110
Host (ASP/Client Server)	ASP and Client Server	ASP
Typical Customer	1-5 physician practice	1-100 physician practice
Number of Current Physician Users (MD/DO)	1,200	Not provided
Specialties	Oncology	Medical oncology
PM/EHR (Interfaced or Integrated)	Integrated	Interfaced
What is considered a licensed user?	Application active user	Any billable provider
Price per Licensed User	Physician: 400/month PA: 200/month Administration staff (NON EMR): free	One-time licensing fee: \$35,000 first provider, \$25,000 thereafter (bundled price)
Interface Fees (Lab, Rx, Imaging)	Free	\$0 - \$25,000
Annual Fee	\$4,800/provider	\$3,500 per provider
Implementation Fees (Range)	\$2,500	Data conversion \$2,500
Data Backup	Not provided	Multiple backup options
Length of Contract	3 years	12 months
Cancellation Policy	90 day notice	30 days
Implementation Timeline (from contract signing to go-live, including any backlog)	Less than one month	2-4 months
Website Address	<u>www.curemd.com</u>	<u>www.doconology.com</u>
Contact Information	Bilal Hashmat CIO 212 509 6200 sales@curemd.com	Komal Choudhry Chief Operating Officer 866 463-2455 coo@doccomply.com



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Company	GE Healthcare	GeniusDoc, Inc.
Product Name	Centricity® Electronic Medical Record	GeniusDoc
Location	40 IDX Drive Burlington, VT 05402	2001 Santa Monica Blvd. Santa Monica, CA 90404
Ownership (Public/Private)	Public	Private
Number of Employees	46,000	25
Host (ASP/Client Server)	Client Server	Client Server
Typical Customer	All practice sizes	1-10 physician practice
Number of Current Physician Users (MD/DO)	30,000+	60
Specialties	Multi-specialty	Oncology, gastroenterology, cardiology, pediatrics, internal medicine
PM/EHR (Interfaced or Integrated)	Integrated and interfaced	Integrated
What is considered a licensed user?	A provider is defined as a billable provider of healthcare services. A concurrent license is defined as a simultaneous login to the application.	Physician, NP, PA
Price per Licensed User	\$9,450 per provider license and \$3,150 per concurrent license	\$20,000
Interface Fees (Lab, Rx, Imaging)	\$5,000 - \$30,000	Variable
Annual Fee	Around 20% of the list software price	20% of license fee
Implementation Fees (Range)	Variable; approximately \$55,000	Variable
Data Backup	Assistance with ensuring the customer has the proper hardware and back up tools	Local and remote back-up
Length of Contract	Agreements do not have a term, but remain in force unless either party terminates them in accordance with the agreement.	1 year
Cancellation Policy	GE has a cancellation policy for professional services (training and consulting). Cancellation for on-site services must be received by GE in writing 30 days prior to the service date. GE charges a 25% cancellation fee if 30 days notice is not provided.	25% down payment at contract signing, 50% refundable within 30 days
Implementation Timeline (from contract signing to go-live, including any backlog)	4-6 months	1-3 months
Website Address	www.gehealthcare.com/emr	www.geniusdoc.com
Contact Information	Jay Fisher Sales Inquiry Process Leader 802.859.6476 jay.fisher@ge.com	Shane Bien Director, Sales & Marketing 866-443-6362 shane@geniusdoc.com



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Company	<u>IMPAC Medical Systems, Inc.*∞</u>	<u>InteGreat - A MED3000 Company</u>
Product Name	MOSAIQ™	IC-Chart® Electronic Health Record
Location	100 Mathilda Place, Fifth Floor Sunnyvale, CA 94086	14988 North 78th Way, Suite 100 Scottsdale, AZ 85260
Ownership (Public/Private)	Public (via parent company, Elekta)	Private
Number of Employees	450+	10,500+
Host (ASP/Client Server)	ASP or Client Server	ASP or Client Server
Typical Customer	25-100 physician practice	30-150 physician practice
Number of Current Physician Users (MD/DO)	201+ physicians	2,300
Specialties	Medical oncology, radiation oncology, cancer registry, pathology, laboratory	Multi-specialty
PM/EHR (Interfaced or Integrated)	Integrated single database system	Interfaced (will be integrated in 2008)
What is considered a licensed user?	Staff that have specific use for product area of use; various modules may have site license.	Physician or non-physician practitioner (PA or NP)
Price per Licensed User	Not provided	Between \$4,500 and \$8,100
Interface Fees (Lab, Rx, Imaging)	Not provided	\$4,000 - \$9,000
Annual Fee	Not provided	25%+
Implementation Fees (Range)	Not provided	\$20,000 - \$100,000
Data Backup	Disaster recovery; Server-based: train staff on recovery; ASP-based: redundant systems	Different backup options available depending on individual price points.
Length of Contract	Not provided	5 or 7 years
Cancellation Policy	Not provided	90 days before term expires
Implementation Timeline (from contract signing to go-live, including any backlog)	4-6 months	6 months
Website Address	<u>www.impac.com</u>	<u>www.igreat.com</u>
Contact Information	Trevor McCartney Dir., Medical Oncology & Decision Support Sales 720-528-4098 tmccartney@impac.com	Dan Murray VP of Sales 480-609-5354 dan.murray@igreat.com



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Company	<u>IntrinsiQ, LLC</u>^{*∞}	<u>MedcomSoft</u>
Product Name	IntelliDose	Medcomsoft Record
Location	404 Wyman Street, #100 Waltham, MA 02451	5355 Hunter Road Atlanta, GA 30349
Ownership (Public/Private)	Private	Public
Number of Employees	65	60-100
Host (ASP/Client Server)	Client Server	ASP and Client Server
Typical Customer	5-7 physician practice	1-25 physician practice
Number of Current Physician Users (MD/DO)	201+ physicians	Not Provided
Specialties	Medical oncology, hematology, BMT, gynecological oncology, urology	Multi-specialty
PM/EHR (Interfaced or Integrated)	Interfaces with other practice management systems	Integrated
What is considered a licensed user?	The product is licensed by physician; users include physicians, nurses, administrators, etc.	Any healthcare provider that bills for services or writes prescriptions requires a license
Price per Licensed User	\$10,000/physician	\$9,500 1st Provider \$5,500 - Additional Provider(s)
Interface Fees (Lab, Rx, Imaging)	Averages \$5,000 - \$10,000	\$0 - \$5,000
Annual Fee	20% of software and interface license fees	\$2,400 - 1st Provider \$2,100 - Additional Provider(s)
Implementation Fees (Range)	Not provided	\$90/hr ; \$700/day
Data Backup	Backed up nightly; Site's own back-up plan	On-site or Off-site options are available
Length of Contract	5 year subscription with an evergreen clause	Licenses are typically purchased on a perpetual basis
Cancellation Policy	Not provided	Not applicable
Implementation Timeline (from contract signing to go-live, including any backlog)	3 months	2-3 months
Website Address	<u>www.intrinsiq.com</u>	<u>www.medcomsoft.com</u>
Contact Information	Preston James VP, Sales & Business Development 913-897-8102 preston.james@intrinsiq.com	Brett Quance VP of Sales and Marketing 877-673-0101



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Company	<u>Misys Healthcare Systems[∞]</u>	<u>NextGen Healthcare Information Systems[∞]</u>
Product Name	Misys EMR	NextGen EMR & NextGen EPM
Location	8529 Six Forks Road Raleigh, NC 27615	795 Horsham Road Horsham, PA 19044
Ownership (Public/Private)	Public	Public
Number of Employees	5500	550
Host (ASP/Client Server)	ASP and Client Server	ASP and Client Server
Typical Customer	6-10 physician practice	All practice sizes
Number of Current Physician Users (MD/DO)	20,000	30,000
Specialties	Oncology, hematology	Medical oncology
PM/EHR (Interfaced or Integrated)	Integrated	Integrated
What is considered a licensed user?	Misys EMR has provider licenses and user licenses. Any user with access to Misys EMR will have a license.	Physician & RN
Price per Licensed User	Not provided	Not provided
Interface Fees (Lab, Rx, Imaging)	Not provided	Not provided
Annual Fee	Around 18% (software updates and support)	Not provided
Implementation Fees (Range)	\$175/hour; 40 hours for first doctor, 8 hours for each additional doctor	Not provided
Data Backup	Disaster recovery, redundant systems and nightly back ups	Server redundancy using clustering technology, daily SQL maintenance plan and nightly backup strategy
Length of Contract	5-year lease option or purchase from start	50 years
Cancellation Policy	Subject to the individual contract terms.	Not provided
Implementation Timeline (from contract signing to go-live, including any backlog)	Not provided	Not provided
Website Address	www.misyshealthcare.com	www.nextgen.com
Contact Information	Jolie Rollins Manager Pre-Sales 919-329-1239 jolie.rollins@misys.com	Larry Erdman Director of Oncology 215-657-7010 sales@nextgen.com



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Company	<u>Pulse Systems, Inc.</u>	<u>Rabbit Healthcare Systems</u> ^{*∞}
Product Name	Pulse Patient Relationship Management 3.1.1	Rabbit EMR ver 4.0
Location	3017 N. Cypress Wichita, KS 67226	11044 Research Blvd., Ste. D-400 Austin, TX 78759
Ownership (Public/Private)	Private	Private
Number of Employees	105	10
Host (ASP/Client Server)	ASP or Client Server	Client Server
Typical Customer	1-100	1-5 physician practice
Number of Current Physician Users (MD/DO)	3,100	1-50 physicians
Specialties	Oncology, Hematology	Medical oncology and hematology
PM/EHR (Interfaced or Integrated)	Integrated	Integrated system; interfaces with other practice management systems
What is considered a licensed user?	A provider that bills for their services	Physician or non-physician practitioner (PA or NP)
Price per Licensed User	\$10,000	\$10,000/registered user
Interface Fees (Lab, Rx, Imaging)	\$1,000 - \$5,000 per interface	Averages \$2,500 - \$7,500
Annual Fee	\$2,500 per licensed user	\$450/month/registered users
Implementation Fees (Range)	Dependent on number of licensed users	\$4,000 - \$10,000
Data Backup	Remote, Server based	Backed up nightly; Redundant systems
Length of Contract	5 years	5 year subscription
Cancellation Policy	Subject to terms of contract	30% down payment due at contract signing, 50% of down payment refundable within 30 days of contract signing.
Implementation Timeline (from contract signing to go-live, including any backlog)	3 months	2-4 months
Website Address	<u>www.pulseinc.com</u>	<u>www.rabbitrecords.com</u>
Contact Information	Rayma Korber Marketing Manager 316-634-8619 rkorber@pulseinc.com	Brad Vassberg President 512-338-3338 brad@rabbitrecords.com



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Company	Smart ID Works, LLC	US Oncology∞
Product Name	Smart Oncology Office	iKnowMed
Location	6500 Fulton ST E Grand Rapids, MI 49301	16825 Northchase Drive, Suite 1300 Houston, TX 77060
Ownership (Public/Private)	Private	Private
Number of Employees	18+	10,000
Host (ASP/Client Server)	ASP hosted or installed at practice	ASP
Typical Customer	Any size practice	11-25 physician practice
Number of Current Physician Users (MD/DO)	75+ physicians	329 Full EMR
Specialties	Medical oncology, hematology, pediatric oncology	Medical oncology
PM/EHR (Interfaced or Integrated)	Interfaced	Interfaced
What is considered a licensed user?	MD, DO, NP, PA that writes orders	Physician or mid level provider
Price per Licensed User	\$6,000 retail / year (ASP model)	See implementation fee and maintenance fees
Interface Fees (Lab, Rx, Imaging)	\$1,000 - \$7,000+	Included with Implementation & Maintenance Fees
Annual Fee	\$6,000 retail / provider (ASP model)	Varies depending on level of US Oncology affiliation
Implementation Fees (Range)	\$2,000 - \$8,000+	Varies depending on level of US Oncology affiliation
Data Backup	Live redundant backup	Nightly Backups
Length of Contract	Yearly	Continued affiliation with US Oncology
Cancellation Policy	Cancel at anytime	n/a
Implementation Timeline (from contract signing to go-live, including any backlog)	3-4 months	4 months
Website Address	www.smartidworks.com	www.usoncology.com
Contact Information	Andy Popp 616-682-9906 apopp@smartidworks.com	Cindy Chavez Vice President 303-550-4185 cynthia.chavez@usoncology.com



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Company	Varian*∞	<u>Visual MED Clinical Solutions Corp.</u>
Product Name	ARIA	VisualONCOLOGY
Location	3100 Hansen Way Palo Alto, CA 94304	1035 Laurier West Montreal, QC, Canada
Ownership (Public/Private)	Public	Public
Number of Employees	4,000	33 + consultants
Host (ASP/Client Server)	ASP or Client Server	Both
Typical Customer	25-100 physician practice or hospital-owned	All
Number of Current Physician Users (MD/DO)	201+ physicians	100-200 physicians
Specialties	Medical oncology, radiation oncology, BMT, hematology, pediatric oncology, brachytherapy, surgical, cancer screening, post-treatment follow-up, palliative care	All specialties
PM/EHR (Interfaced or Integrated)	Integrated system; interfaces with other practice management systems	Integrated
What is considered a licensed user?	A concurrent user is anyone who is logged in to the application.	Not provided
Price per Licensed User	Various user license models. Ranges from a concurrent user for \$6,500 to a physician user license of \$25,000.	Not provided
Interface Fees (Lab, Rx, Imaging)	Averages \$4,000 - \$12,000	Not provided
Annual Fee	Concurrent user: 15% of software total annually; Physician-based: \$10k/physician annually	Not provided
Implementation Fees (Range)	\$60,000 - \$250,000+	Not provided
Data Backup	Different backup options available depending on individual price points.	Disaster recovery, constant back ups, redundant and fault tolerant servers, 100 % data access etc.
Length of Contract	5 year subscription	Not provided
Cancellation Policy	Not provided	Not provided
Implementation Timeline (from contract signing to go-live, including any backlog)	2-18 months	6 months
Website Address	www.varian.com	www.visualmedsolutions
Contact Information	Bruce Birdsell Software Sales Manager, North America 770-500-7596 bruce.birdsell@varian.com	Dr. A. Gelston 646-457-2104