



American Society of Clinical Oncology

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Oncology EHR Vendor Directory  
4<sup>th</sup> Quarter 2009

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<b>Company</b>	<b>Allscripts</b>	<b>Altos Solutions, Inc.</b>
<b>Product Name</b>	Allscripts Professional EHR and Allscripts Enterprise EHR	OncoEMR
<b>Location</b>	8529 Six Forks Road Raleigh, NC 27615	1522 Hillview Drive, Suite 420 Los Altos, CA 94024
<b>Ownership (Public/Private)</b>	Public	Private
<b>Number of Employees</b>	2500	26
<b>Years in Business</b>	Not provided	6 years
<b>Host (ASP/Client Server)</b>	ASP and Client Server	ASP or server
<b>Typical Customer</b>	1-25 physician practice	1-50 physician practice
<b>Number of Current Physician Users (MD/DO)</b>	150,000	350+ physicians
<b>Specialties</b>	Prenatal, Cardiology, Dermatology, ENT, Family Practice, Gastroenterology, Internal Medicine, Multi-Specialty, Nephrology, Neurology, OB/GYN, Orthopedics, Pediatrics, Pheumatology, Urology, Hematology, Ophthalmology	Medical oncology, hematology, pediatric oncology
<b>PM/EHR (Interfaced or Integrated)</b>	Integrated	Interfaces with other practice management systems
<b>What is considered a licensed user?</b>	Allscripts has provider licenses, mid-level and user licenses. Any user with access to Allscripts EHR will have a license.	Physician and non-physician practitioner (NP/PA). No charge for any other user.
<b>Price per Licensed User</b>	Not provided	\$8,000/physician/year; \$4,000/non-physician practitioner/year; no charge for other staff
<b>Interface Fees (Lab, Rx, Imaging)</b>	Not provided	Averages \$3,000-\$15,000
<b>Annual Fee</b>	Around 18%	Included in the subscription fee
<b>Implementation Fees (Range)</b>	Not provided	\$10,000/practice
<b>Data Backup</b>	Disaster recovery, redundant systems and nightly back ups	Disaster recovery; backed up nightly; multiple redundant sites, diesel generator backup; multiple redundant internet connections, disk storage on RAID-5 hot-swappable drives
<b>Includes Patient Portal</b>	Not provided	Yes
<b>Length of Contract</b>	5-year lease option or purchase from start	1 year subscription
<b>Cancellation Policy</b>	Subject to the individual contract terms.	Cancel on any anniversary
<b>Implementation Timeline (from contract signing to go-live, including any backlog)</b>	Not provided	1-3 months
<b>Website Address</b>	<a href="http://www.allscripts.com">www.allscripts.com</a>	<a href="http://www.altossolutions.com">www.altossolutions.com</a>
<b>Contact Information</b>	Jolie Rollins, Manager Pre-Sales 919-329-1239 jolie.rollins@allscripts.com	Keith Irwin, SVP Operations 925-425-0093 Kirwin@altossolutions.com
<b>ASCO Event Participant in</b>	2007 EHR Symposium, 2007 EHR Lab at Annual Meeting	2009 EHR Symposium, 2009 EHR Lab at Annual Meeting, 2008 EHR Lab at Annual Meeting, 2007 EHR Symposium, 2007 EHR Lab at Annual Meeting

Company	<u>Argole Systems</u>	<u>CureMD Corporation</u>
Product Name	Akessa	CureMD
Location	Rockville, Maryland	55 Broad Street New York, NY 10004
Ownership (Public/Private)	Private	Private
Number of Employees	50+	365
Years in Business	5 years	Not provided
Host (ASP/Client Server)	Both options available	ASP and Client Server
Typical Customer	1-15 Oncologists/multispecialty	1-5 physician practice
Number of Current Physician Users (MD/DO)	14	4,800
Specialties	Oncology/hematology	Oncology
PM/EHR (Interfaced or Integrated)	Integrated	Integrated
What is considered a licensed user?	A healthcare provider	Application active user
Price per Licensed User	\$15,000	Physician: 400/month PA: 200/month Administration staff (NON EMR): free
Interface Fees (Lab, Rx, Imaging)	Varies	Free
Annual Fee	\$5,000	\$4,800/provider
Implementation Fees (Range)	Varies	\$2,500
Data Backup	Available	Provided
Includes Patient Portal	Yes	Not provided
Length of Contract	5 years	3 years
Cancellation Policy	60 Days	90 day notice
Implementation Timeline (from contract signing to go-live, including any backlog)	Varies	Less than one month
Website Address	<a href="http://www.argole.com">www.argole.com</a>	<a href="http://www.curemd.com">www.curemd.com</a>
Contact Information	<a href="mailto:info@argole.com">info@argole.com</a>	Bilal Hashmat, CIO 212-509-6200 sales@curemd.com
ASCO Event Participant in	2009 EHR Symposium	

<b>Company</b>	<b><u>DoX Systems</u></b>	<b><u>Elekta Impac Software</u></b>
<b>Product Name</b>	DoxCIS	MOSAIQ™
<b>Location</b>	3454 Oak Alley Ct., Ste. 100 Toledo, OH 43606-1354	100 Mathilda Place, Fifth Floor Sunnyvale, CA 94086
<b>Ownership (Public/Private)</b>	Private	Parent company, Elekta, is public
<b>Number of Employees</b>	18 + additional consultants	2500+
<b>Years in Business</b>	Not provided	19 years
<b>Host (ASP/Client Server)</b>	Client server	ASP or server
<b>Typical Customer</b>	1-25 physician practice	3-25 physician practice
<b>Number of Current Physician Users (MD/DO)</b>	Not provided	2500+ physicians
<b>Specialties</b>	Oncology, hematology, and clinical research	Medical oncology, radiation oncology, practice management, billing, cancer registry, pathology, laboratory, clinical trials, pharmacy, dynamic links to industry guidelines, data analysis and benchmarking tools
<b>PM/EHR (Interfaced or Integrated)</b>	Integrated and interfaced	Integrated single database system
<b>What is considered a licensed user?</b>	Physician	Staff that have specific use for product area of use; various modules may have site license.
<b>Price per Licensed User</b>	\$24,950 first physician license, \$4,950 each additional physician license	Not provided
<b>Interface Fees (Lab, Rx, Imaging)</b>	Varies	Not provided
<b>Annual Fee</b>	Annual maintenance contract optional	Not provided
<b>Implementation Fees (Range)</b>	Basic configuration & training included; travel & customization are extra	Not provided
<b>Data Backup</b>	Based on client's individual needs	Disaster recovery; Server-based: train staff on recovery; ASP-based: redundant systems
<b>Includes Patient Portal</b>	Not provided	In development
<b>Length of Contract</b>	License is perpetual RTU; maintenance contracts are annual	Not provided
<b>Cancellation Policy</b>	Subject to contract terms	Not provided
<b>Implementation Timeline (from contract signing to go-live, including any backlog)</b>	1-4 months	2-8 months
<b>Website Address</b>	<a href="http://www.doxsystems.com">www.doxsystems.com</a>	<a href="http://www.impact.com">www.impact.com</a>
<b>Contact Information</b>	Susan Bruno, Director of Marketing & Sales, 866-436-9797 x105, susan.bruno@doxsystems.com	David Lach Vice President of Sales, Western Region Phone: 858-674-6908 Michael S. Cogswell Vice President of Sales, Eastern Region Phone: 812-402-0802
<b>ASCO Event Participant in</b>	2009 EHR Lab at Annual Meeting	2009 EHR Symposium, 2009 EHR Lab at Annual Meeting, 2008 EHR Lab at Annual Meeting, 2007 EHR Symposium, 2007 EHR Lab at Annual Meeting

Company	<u>GE Healthcare</u>	<u>GeniusDoc, Inc.</u>
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	85
Years in Business	Not provided	6 years
Host (ASP/Client Server)	Client Server	Client server
Typical Customer	All practice sizes	1-100 physician practice
Number of Current Physician Users (MD/DO)	30,000+	80 physicians
Specialties	Multi-specialty	Medical oncology, radiation oncology, hematology
PM/EHR (Interfaced or Integrated)	Integrated and interfaced	Fully 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.	MD/DO, NP, PA
Price per Licensed User	\$9,450 per provider license and \$3,150 per concurrent license	\$10,000 EMR/\$10,000 PM
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
Includes Patient Portal	Not provided	Yes
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.	Subject to contract terms
Implementation Timeline (from contract signing to go-live, including any backlog)	4-6 months	1-3 months
Website Address	<a href="http://www.gehealthcare.com/emr">www.gehealthcare.com/emr</a>	<a href="http://www.geniusdoc.com">www.geniusdoc.com</a>
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
ASCO Event Participant in		2009 EHR Symposium, 2009 EHR Lab at Annual Meeting

Company	<u>Integrated Clinical Care Corp.</u>	<u>IntelliDose, a division of IntrinsicQ, LLC</u>
Product Name	ICC Oncology Tools	IntelliDose
Location	419 Lafayette Street New York, NY 10003	404 Wyman Street, #100 Waltham, MA 02451
Ownership (Public/Private)	Private	Private
Number of Employees	18	75
Years in Business	The corporation 18 months-The product 5 years	11 years
Host (ASP/Client Server)	Client server/ASP	Client server
Typical Customer	Oncology private practice/outpatient department	Physician practices of all sizes, multi-specialties, community hospitals and academic medical centers
Number of Current Physician Users (MD/DO)	450 physicians	600+ physicians
Specialties	Oncology, OBGYN, ER, ICU, internal medicine, Orthopedic surgery, general surgery, podiatry, rehabilitation	Medical oncology, hematology, BMT, gynecological oncology, urology
PM/EHR (Interfaced or Integrated)	Interfaced and integrated	Interfaces with numerous PM/EHRs
What is considered a licensed user?	Everyone that uses the system, physicians, nurses, consultants, administrative assistants, unit coordinators, pharmacists, psychologists, social workers, students.	IntelliDose is licensed by physician
Price per Licensed User	Prices available on demand	\$10,000/physician
Interface Fees (Lab, Rx, Imaging)	Prices available on demand	Averages \$5,000 to \$10,000
Annual Fee	Prices available on demand	20% of license fees
Implementation Fees (Range)	Prices available on demand	Starting at \$9,250
Data Backup	Yes	Backed up nightly; Site's own back-up plan
Includes Patient Portal	Yes	Through EHR partners
Length of Contract	1 year	Perpetual
Cancellation Policy	90 days	Not provided
Implementation Timeline (from contract signing to go-live, including any backlog)	Implementation timeline depends on the size of the facility and the number of special requests.	3-4 months
Website Address	<a href="http://www.iclinicalcare.com">www.iclinicalcare.com</a>	<a href="http://www.intelldose.com">www.intelldose.com</a>
Contact Information	Mr. Morris Krymalowski at <a href="mailto:m.krymalowski@iclinicalcare.com">m.krymalowski@iclinicalcare.com</a>	Tim Kelley, VP of Sales 781-434-3341 info@intelldose.com
ASCO Event Participant in	2009 EHR Symposium	2009 EHR Symposium, 2008 EHR Lab at Annual Meeting, 2007 EHR Symposium, 2007 EHR Lab at Annual Meeting

Company	<u>McKesson Specialty Care Solutions (A division of McKesson Corp.)</u>	<u>MDLAND International</u>
Product Name	Lynx Technology Platform	iClinic™ for Oncology
Location	401 Mason Road La Vergne, TN 37086	40 Exchange Place, 11th Floor NY 10005 New York,
Ownership (Public/Private)	Public	Private
Number of Employees	32,000	100+
Years in Business	176 years	10 years
Host (ASP/Client Server)	Software as a service	ASP (Client server optional)
Typical Customer	Community-based specialty practice	1-50 physicians
Number of Current Physician Users (MD/DO)	1,000+ physicians	1500+ physicians
Specialties	Oncology, rheumatology	Medical oncology, hematology, pediatric oncology, GI, cardiology, dermatology, OB/GYN, pediatrics, IM/FP, urology, neurology, and rehab/pain management
PM/EHR (Interfaced or Integrated)	Lynx Connective Solutions provides demographic, billing and infusion treatment order interfaces between oncology-specific EMRs and Lynx Mobile, McKesson's premiere inventory management and charge capture system.	Integrated practice management and billing; built-in PQRI and eRx
What is considered a licensed user?	Providers and associated staff	Physician, NP, PA
Price per Licensed User	Annual fee per practice	Please refer to annual fee
Interface Fees (Lab, Rx, Imaging)	N/A	Free
Annual Fee	Not provided	Primary physician \$6000 (\$500/month), \$1200 (\$100/month) per additional provider. Include all support, upgrade, maintenance and claim processing fee.
Implementation Fees (Range)	Not provided	\$3000 (setup, enrollment and training)
Data Backup	Fully redundant servers maintained by McKesson	Disaster recovery, multiple back-up, redundant sites
Includes Patient Portal	No	In development
Length of Contract	One year	12-months
Cancellation Policy	Not provided	30 days
Implementation Timeline (from contract signing to go-live, including any backlog)	Not provided	1-4 weeks
Website Address	<a href="http://www.mckesson.com/specialtydoctors">www.mckesson.com/specialtydoctors</a>	<a href="http://www.Mdland.com">www.Mdland.com</a>
Contact Information	Phone: 800-482-6700	Mike Mendoza, 212-363-8000 ext. 133, mmendoza@mdland.net or sales@mdland.com
ASCO Event Participant in	2009 EHR Symposium	2009 EHR Symposium, 2009 EHR Lab at Annual Meeting

Company	<u>MdTablet LLC</u>	<u>MED3000, Inc.</u>
Product Name	MdTablet	InteGreat Electronic Health Record
Location	100 Matwan Road, Suite 360 Matawan, NJ 07747	680 Andersen Dr., Foster Plaza 10 15220 Pittsburgh, PA
Ownership (Public/Private)	Private	Private
Number of Employees	160	10,500+
Years in Business	7 years	Not provided
Host (ASP/Client Server)	Both	ASP or Client Server
Typical Customer	We can adapt to all i.e. practices and hospitals 1-1000+ users	10-150 physician practice
Number of Current Physician Users (MD/DO)	500+ physicians	2,300
Specialties	Oncology, Hematology, IM, Peds, Dermatology, Cardiology, OBGYN, Endocrine, Allergy	Multi-specialty
PM/EHR (Interfaced or Integrated)	Integrated	Interfaced (will be integrated in 2009)
What is considered a licensed user?	MD and NP	Physician or non-physician practitioner (PA or NP)
Price per Licensed User	\$250-\$500 per month per license	Between \$4,500 and \$8,100
Interface Fees (Lab, Rx, Imaging)	\$6,500-\$10,000	\$4,000 - \$6,000
Annual Fee	17% of license fee	20%+
Implementation Fees (Range)	10-20% of license fee	\$20,000 - \$100,000
Data Backup	With MdTablet EMR, you have no need to perform manual or time-consuming backups of your patient records, because MdTablet uses Fibermedia Availability Services to provide uninterrupted and continuous access, storage, backup, and crisis management for all of your data. The MdTablet data environment utilizes RAID-5 drives, and provides incremental hourly backups, supported by full backups performed on a nightly basis. (Maximum 10 Providers) Charges include, usage of servers, network switches, storage, backup of all software and data, Windows and SWL server licenses	Different backup options available depending on individual price points.
Includes Patient Portal	Yes	Not provided
Length of Contract	4 year	5 or 7 years
Cancellation Policy	None	180 days before term expires
Implementation Timeline (from contract signing to go-live, including any backlog)	3 months	6 months
Website Address	<a href="http://www.mdtablet.com">www.mdtablet.com</a>	<a href="http://www.igreat.com">www.igreat.com</a> or <a href="http://www.MED3000.com">www.MED3000.com</a>
Contact Information	Victoria Ali 732-203-2620 Cell: 732-688-1772	Dan Murray VP of Sales 480-609-5354 dan.murray@igreat.com
ASCO Event Participant in	2009 EHR Symposium	

Company	<u>MedSym, Inc.</u>	<u>NextGen Healthcare Information Systems</u>
Product Name	HemOncProPM, HemOncProEHR and HemOncProLIS	NextGen EMR & NextGen EPM
Location	One Perimeter Park S, Suite 318 N Birmingham, AL 35243	795 Horsham Road Horsham, PA 19044
Ownership (Public/Private)	Private	Public
Number of Employees	120	580
Years in Business	12 years	Not provided
Host (ASP/Client Server)	Both	ASP and Client Server
Typical Customer	1-100 physician practice, hospital and clinic	All practice sizes
Number of Current Physician Users (MD/DO)	50-100+ physicians	36,000
Specialties	Medical oncology, hematology, pediatric oncology, radiation oncology, laboratory, practice management and multi-specialty settings	Multiple & Medical Oncology
PM/EHR (Interfaced or Integrated)	Integrated via single MS SQL technology platform	Integrated
What is considered a licensed user?	Physician	Physician & Mid-Level Practitioners
Price per Licensed User	\$21,000/user	Not provided
Interface Fees (Lab, Rx, Imaging)	\$2,500-\$5,000	Not provided
Annual Fee	18% of license fee	Not provided
Implementation Fees (Range)	\$5,000-\$10,000/user	Not provided
Data Backup	On-site server - RAD1 tape backup, ASP mfg has backup redundancy	Server redundancy using clustering technology, daily SQL maintenance plan and nightly backup strategy
Includes Patient Portal	No	Not provided
Length of Contract	Perpetual or subscription	50 years
Cancellation Policy	ASP - 60 day notice	Not provided
Implementation Timeline (from contract signing to go-live, including any backlog)	2-4 months	Not provided
Website Address	<a href="http://www.medsyminc.com">www.medsyminc.com</a>	<a href="http://www.nextgen.com">www.nextgen.com</a>
Contact Information	Preston James Executive Vice President 205-776-8183 <a href="mailto:pjames@medsyminc.com">pjames@medsyminc.com</a>	Larry Erdman Director of Oncology 215-657-7010 <a href="mailto:sales@nextgen.com">sales@nextgen.com</a>
ASCO Event Participant in	2009 EHR Symposium, 2009 EHR Lab at Annual Meeting, 2009 EHR Pilot Program, 2008 EHR Lab at Annual Meeting	2008 EHR Lab at Annual Meeting, 2007 EHR Lab at Annual Meeting

Company	<u>OnICS Inc.</u>	<u>PBFOnline/MedcomSoft</u>
Product Name	i-NOTZ	Medcomsoft Record
Location	Denver, Colorado	98 Pennzoil Drive Johnstown, PA 15909
Ownership (Public/Private)	Private	Private
Number of Employees	8	60-100
Years in Business	8 years	Not provided
Host (ASP/Client Server)	ASP	ASP and Client Server
Typical Customer	Cancer centers/oncology providers	1-25 physician practice
Number of Current Physician Users (MD/DO)	Beta Testing	Not Provided
Specialties	Radiation Oncologists, medical oncologists, surgeons	Multi-specialty
PM/EHR (Interfaced or Integrated)	Interfaced	Integrated
What is considered a licensed user?	Physicians	Any healthcare provider that bills for services or writes prescriptions requires a license
Price per Licensed User	N/A	\$9,995.00 each Provider(s)
Interface Fees (Lab, Rx, Imaging)	N/A	\$0 - \$5,000
Annual Fee	\$6,000 per user	\$250.00/monthly Provider(s)
Implementation Fees (Range)	Online training included in fees Implementation Partners quote separately for conversion and re-engineering	\$90/hr ; \$700/day
Data Backup	Secure HIPAA compliant servers	On-site or Off-site options are available
Includes Patient Portal	Optional	Not provided
Length of Contract	Annual	Licenses are typically purchased on a perpetual basis
Cancellation Policy	Initial 30 free trial. After which discretionary refunds pro rata to the unused period	Not applicable
Implementation Timeline (from contract signing to go-live, including any backlog)	Depending on the level of customization-three to four months	2-3 months
Website Address	<a href="http://www.onics-7.com">www.onics-7.com</a>	<a href="http://www.pbfonline.com">www.pbfonline.com</a>
Contact Information	<a href="mailto:info@onics-7.com">info@onics-7.com</a> 877-664-2747	Megan Peterson, Sales and Marketing 800-699-5533
ASCO Event Participant in	2009 EHR Symposium	

<b>Company</b>	<b><u>Pulse Systems, Inc.</u></b>	<b><u>Rabbit Healthcare Systems</u></b>
<b>Product Name</b>	Pulse Patient Relationship Management 3.1.1	Rabbit EMR ver 5.0
<b>Location</b>	3017 N. Cypress Wichita, KS 67226	10801 N MoPac Expressway, Suite 130 Austin, TX 78759
<b>Ownership (Public/Private)</b>	Private	Private
<b>Number of Employees</b>	105	15
<b>Years in Business</b>	Not provided	5 years
<b>Host (ASP/Client Server)</b>	ASP or Client Server	Client/Server
<b>Typical Customer</b>	1-100	1-10 physician providers with single and multiple sites
<b>Number of Current Physician Users (MD/DO)</b>	4600+	50-100 physicians
<b>Specialties</b>	Oncology, Hematology	Medical oncology and hematology, rheumatology, urology, pain management, internal medicine
<b>PM/EHR (Interfaced or Integrated)</b>	Integrated	Integrated EHR/PM/LIS (1 database solution); Interfaces with other practice management systems via HL7
<b>What is considered a licensed user?</b>	A provider that bills for their services	Physician or mid-level provider (PA or NP)
<b>Price per Licensed User</b>	\$375 per Physician per month	Scaled per physician or mid-level provider
<b>Interface Fees (Lab, Rx, Imaging)</b>	\$1,000 - \$5,000 per interface	Averages \$2,500 - \$7,500
<b>Annual Fee</b>	Included in Monthly Fee above	\$450/month - per physician \$350/month - per mid level provider
<b>Implementation Fees (Range)</b>	Dependent on number of licensed users	\$4,000 - \$10,000
<b>Data Backup</b>	Remote, Server based	Backed up nightly. Redundant systems and offsite backup available.
<b>Includes Patient Portal</b>	Not provided	Not provided
<b>Length of Contract</b>	5 years	5 year subscription
<b>Cancellation Policy</b>	Subject to terms of contract	30% down payment due at contract signing, 50% of down payment refundable within 30 days of contract signing.
<b>Implementation Timeline (from contract signing to go-live, including any backlog)</b>	3 months	1-2 months
<b>Website Address</b>	<a href="http://www.pulseinc.com">www.pulseinc.com</a>	<a href="http://www.rabbitrecords.com">www.rabbitrecords.com</a>
<b>Contact Information</b>	Rayma Korber Marketing Manager 316-634-8619 rkorber@pulseinc.com	512-338-3338      info@rabbitrecords.com
<b>ASCO Event Participant in</b>		2009 EHR Symposium, 2009 EHR Lab at Annual Meeting, 2009 EHR Pilot Program, 2008 EHR Lab at Annual Meeting, 2007 EHR Symposium, 2007 EHR Lab at Annual Meeting

Company	<u>Rational Health Systems</u>	<u>Smart ID Works, LLC</u>
Product Name	Segal Oncology System	Smart Oncology Office
Location	240 McDougall Ave., Montreal, QC, Canada H2V 3P2	6500 Fulton ST E Grand Rapids, MI 49301
Ownership (Public/Private)	Private	Private
Number of Employees	22 + consulting	18+
Years in Business	Not provided	5 years
Host (ASP/Client Server)	Client server	ASP hosted or installed at practice
Typical Customer	Oncology center/hospital	Any size practice
Number of Current Physician Users (MD/DO)	100-200 physicians	75+ physicians
Specialties	Oncology and related specialties	Medical oncology, hematology, pediatric oncology
PM/EHR (Interfaced or Integrated)	Interfaced	Interfaced
What is considered a licensed user?	Not provided	MD, DO, NP, PA that writes orders
Price per Licensed User	Not provided	\$5,000 retail/year (ASP model)
Interface Fees (Lab, Rx, Imaging)	Not provided	\$1,000 - \$7,000+
Annual Fee	Not provided	\$5,000 retail / provider (ASP model)
Implementation Fees (Range)	Not provided	\$2,000 - \$8,000+
Data Backup	Disaster recovery, real-time backups, redundant and fault tolerant servers	Live redundant backup
Includes Patient Portal	Not provided	Send data to personal health records
Length of Contract	Not provided	Yearly
Cancellation Policy	Not provided	Cancel at anytime
Implementation Timeline (from contract signing to go-live, including any backlog)	6 months	3-4 months
Website Address	<a href="http://www.rationalhealthsystems.com">www.rationalhealthsystems.com</a>	<a href="http://www.smartidworks.com">www.smartidworks.com</a>
Contact Information	Art Gelston, M.D., 646-457-2104	Andy Popp 616-682-9906 apopp@smartidworks.com
ASCO Event Participant in	2009 EHR Lab at Annual Meeting, 2008 EHR Lab at Annual Meeting	2009 EHR Symposium, 2009 EHR Lab at Annual Meeting, 2008 EHR Lab at Annual Meeting, 2007 EHR Lab at Annual Meeting

Company	<u>US Oncology</u>	<u>Varian</u>
Product Name	iKnowMed	ARIA
Location	10101 Woodloch Forest The Woodlands, TX 77380	3100 Hansen Way, Palo Alto, CA 94304
Ownership (Public/Private)	Private	Public
Number of Employees	10,000+	5,000
Years in Business	Developed in 1996, US Oncology acquired iKnowMed in 2004	50 years
Host (ASP/Client Server)	ASP	ASP or server
Typical Customer	3-100 physician practice	25-100 physician practice or hospital-owned
Number of Current Physician Users (MD/DO)	900 physicians	2000+ physicians
Specialties	Medical oncology	Medical oncology, radiation oncology, BMT, hematology, pediatric oncology, brachytherapy, surgical, cancer screening, post-treatment follow-up, palliative care, survivorship
PM/EHR (Interfaced or Integrated)	Interfaced	Integrated and interfaces with other practice management systems
What is considered a licensed user?	Physicians and mid level providers	A concurrent user is anyone who is logged in to the application
Price per Licensed User	Contact iKnowMed	Various user license models. Ranges from a concurrent user for \$6,500 to a physician user license of \$25,000.
Interface Fees (Lab, Rx, Imaging)	Contact iKnowMed	Averages \$4,000 - \$12,000
Annual Fee	Contact iKnowMed	Concurrent user: 15% of software total annually; Physician-based: \$10k/physician annually
Implementation Fees (Range)	Contact iKnowMed	\$60,000-\$250,000+
Data Backup	Nightly Backups	Different backup options available depending on individual price points.
Includes Patient Portal	Contact iKnowMed	Provided through partnership
Length of Contract	Contact iKnowMed	5-10 year subscription
Cancellation Policy	Contact iKnowMed	Not provided
Implementation Timeline (from contract signing to go-live, including any backlog)	4-6 months	2-18 months
Website Address	<a href="http://www.iknowmed.com">www.iknowmed.com</a>	<a href="http://www.varian.com">www.varian.com</a>
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ASCO Event Participant in	2009 EHR Symposium, 2007 EHR Lab at Annual Meeting	2009 EHR Symposium, 2009 EHR Lab at Annual Meeting, 2008 EHR Lab at Annual Meeting, 2007 EHR Symposium, 2007 EHR Lab at Annual Meeting