

Vendor Directory

Electronic Health Records Lab
2011 Annual Meeting

American Society of Clinical Oncology
Oncology Professionals Hall

The information in the Vendor Directory was reported to ASCO by each EHR vendor, and is provided here for educational purposes only. Inclusion in the Vendor Directory should not be construed as an endorsement of the vendor or products mentioned. All information, including pricing information, is subject to change by the vendor and may vary substantially depending on the specific needs of a physician practice. Interested parties are advised to contact vendors directly with questions about the pricing, service features, and limitations of any EHR products. ASCO assumes no responsibility for the accuracy of any information in the Vendor Directory, or for any injury or damage to persons or property arising out of or related to any use of the information contained herein, or to any errors or omissions. Physician practices should contact vendors directly with questions about the pricing, service features, and limitations of any EHR products.



American Society of Clinical Oncology

Company	Altos Solutions, Inc.
Product Name	OncoEMR™
Location	1522 Hillview Drive, Suite 420 Los Altos, CA 94024
Ownership (Public/Private)	Private
Number of Employees	30+
Years in Business	6+ years
Host (ASP/Client Server)	ASP or locally hosted SaaS
Typical Customer	1 – 100+ physician practice
Number of Current Physician Users (MD/DO)	700+ users
Specialties	Medical oncology, hematology, pediatric oncology
PM/EHR (Interfaced or Integrated)	Interfaces with other practice management systems
What is considered a licensed user?	Physician and non-physician practitioner (NP/PA). No charge for any other user.
Price per Licensed User	\$10,000/physician/year; \$5,000/non-physician practitioner/year; No charge for other staff
Interface Fees (Lab, Rx, Imaging)	Averages \$4,000 – \$15,000
Annual Fee	Included in the subscription fee
Implementation Fees (Range)	\$15,000 – \$25,000/practice
Data Backup	Disaster recovery; backed up nightly; multiple redundant sites, diesel generator backup; multiple redundant internet connections, disk storage on RAID-5 hot-swappable drives
Includes Patient Portal	Yes for no additional cost.
Length of Contract	1 year subscription
Cancellation Policy	Cancel on any anniversary
Implementation Timeline (from contract signing to go-live, including any backlog)	2 – 3 months
Certified for Meaningful Use	Certified on 11/11/2010. Product number 30000001SXPBEAS.
Website Address	www.altossolutions.com
Contact Information	888-Onco-EMR (888-662-6367) sales@AltosSolutions.com

Company	Elekta, Inc. (formerly known as Elekta Impac Software)
Product Name	MOSAIQ® Integrated Oncology Management System
Location	4775 Peachtree Industrial Blvd., Suite 300, Bldg 300 Norcross, GA 30092
Ownership (Public/Private)	Public
Number of Employees	2400+
Years in Business	39 years
Host (ASP/Client Server)	ASP or server
Typical Customer	3 – 25 physician practice
Number of Current Physician Users (MD/DO)	2,500+ physicians
Specialties	Medical oncology, radiation oncology, practice management, billing, cancer registry, pathology, laboratory, clinical trials, pharmacy, dynamic links to industry guidelines, data analysis and benchmarking tools, consulting services, linear accelerators, stereotactic radiosurgery and radiotherapy solutions, oncology imaging solutions, particle therapy solutions, and HITECH/meaningful use consulting services.
PM/EHR (Interfaced or Integrated)	Integrated single database system plus able to interface with other practice management and billing systems
What is considered a licensed user?	Medical oncologist
Price per Licensed User	\$15,000 – \$25,000 per medical oncologist
Interface Fees (Lab, Rx, Imaging)	Ranges from \$5,000 – \$15,000
Annual Fee	No charge for first year. Ranges between \$8,900 – \$12,500 per med onc.
Implementation Fees (Range)	Ranges from \$30,000 – \$200,000+
Data Backup	Disaster recovery; Server-based: train staff on recovery; ASP-based: redundant systems
Includes Patient Portal	Available
Length of Contract	Ranges from 1 – 5 years
Cancellation Policy	License Fees refunded during warranty period if product does not perform substantially in accordance with documentation.
Implementation Timeline (from contract signing to go-live, including any backlog)	2 – 12 months
Certified for Meaningful Use	Certified on 2/25/2011. Product number 02252011-1018-6.
Website Address	www.elekta.com
Contact Information	David Lach, Vice President of Sales, Western Region (858-674-6908) Ron Gabianelli, Vice President of Sales, Eastern Region (301-739-6547)

Company	GeniusDoc, Inc.
Product Name	GeniusDoc Oncology EHR
Location	2001 Santa Monica Blvd. Santa Monica, CA 90404
Ownership (Public/Private)	Private
Number of Employees	220
Years in Business	9 years
Host (ASP/Client Server)	Client server
Typical Customer	1 – 100 physician practice
Number of Current Physician Users (MD/DO)	600+ physicians
Specialties	Medical oncology, radiation oncology, hematology
PM/EHR (Interfaced or Integrated)	Fully integrated
What is considered a licensed user?	MD/DO, NP, PA
Price per Licensed User	Free EMR w/ Revenue Cycle Management or \$10,000 EMR, \$10,000 PM
Interface Fees (Lab, Rx, Imaging)	Quest, Labcorp, Bioreference and other commercial labs included.
Annual Fee	No annual fee w/ Revenue Cycle Management or 20% of license fee.
Implementation Fees (Range)	Variable based on size of practice
Data Backup	Local and remote back-up
Includes Patient Portal	Yes – w/ Subscription
Length of Contract	Perpetual
Cancellation Policy	Subject to contract terms
Implementation Timeline (from contract signing to go-live, including any backlog)	1 – 3 months
Certified for Meaningful Use	Certified.
Website Address	www.geniusdoc.com
Contact Information	Shane Bien, Director, Sales & Marketing 866-443-6362 shane@geniusdoc.com

Company	Integrated Clinical Care
Product Name	ICC Oncology Tools
Location	419 Lafayette Street New York, NY 10003
Ownership (Public/Private)	Private
Number of Employees	25
Years in Business	The corporation: 3 years The product: 10 years
Host (ASP/Client Server)	Thin client solution, ASP in 2011
Typical Customer	Oncology private practice / Outpatient department
Number of Current Physician Users (MD/DO)	1,000+ physicians
Specialties	Oncology, ER, ICU, pediatric , Surgery, , Rehabilitation
PM/EHR (Interfaced or Integrated)	Interfaced and integrated
What is considered a licensed user?	Everyone that uses the system, including physicians, nurses, consultants, administrative assistants, unit coordinators, pharmacists, psychologists, social workers, students
Price per Licensed User	Prices available on demand
Interface Fees (Lab, Rx, Imaging)	Prices available on demand
Annual Fee	Prices available on demand
Implementation Fees (Range)	Depends on practice size
Data Backup	Daily backups and real-time patient records redundancy with GIS (Grid Independent Server)
Includes Patient Portal	Yes; interfaced or add-on module
Length of Contract	1-5 years
Cancellation Policy	90 days
Implementation Timeline (from contract signing to go-live, including any backlog)	Depending on implementation site – starting with 2 weeks.
Certified for Meaningful Use	In progress (guaranteed to customer)
Website Address	www.iclinicalcare.com
Contact Information	John Fair 888-422-4404 (toll free) 656-871-9557 j.fair@iclinicalcare.com)

Company	MDLand International
Product Name	iClinic® Comprehensive EHR for Oncology
Location	15 East 32 nd Street, 2 nd Floor New York, NY 10016
Ownership (Public/Private)	Private
Number of Employees	100+
Years in Business	12 years
Host (ASP/Client Server)	ASP and Cloud-based SaaS Model
Typical Customer	1 – 50 physicians
Number of Current Physician Users (MD/DO)	5,000+ providers (US and International ready)
Specialties	Medical oncology, hematology, pediatric oncology, GI, cardiology, dermatology, OB/GYN, pediatrics, IM/FP, urology, neurology, and rehab/PMR
PM/EHR (Interfaced or Integrated)	Integrated practice management and electronic billing; built-in PQRS and eRx
What is considered a licensed user?	Physician, NP, PA
Price per Licensed User	Included in the annual fee
Interface Fees (Lab, Rx, Imaging)	\$2500-\$5,000 for lab and imaging. Rx is included.
Annual Fee	\$570/month for the first provider and \$470/month for the second provider. Includes all support, upgrade and maintenance.
Implementation Fees (Range)	\$5,000-\$8,000
Data Backup	Disaster recovery, multiple back-ups, SAN storage
Includes Patient Portal	Yes
Length of Contract	12 months
Cancellation Policy	30 days
Implementation Timeline (from contract signing to go-live, including any backlog)	1 – 4 weeks
Certified for Meaningful Use	Certified on 1/6/2011 for a complete EHR (product number CC-1112-395900-2). Also certified for a modular EHR (product number CC-1112-395900-1).
Website Address	www.MDLand.com
Contact Information	1-888-635-2638 or 212-363-8000 sales@mdland.net

Company	MedSym Solutions
Product Name	MedSym EHR/PM (formerly HemOncPro EHR/PM)
Location	One Perimeter Park S, Suite 350 N Birmingham, AL 35243
Ownership (Public/Private)	Private
Number of Employees	100+
Years in Business	13 years
Host (ASP/Client Server)	ASP and Client Server models
Typical Customer	1 – 10+ physician practice, community and hospital-based
Number of Current Physician Users (MD/DO)	140+ physicians on EHR and PM
Specialties	Medical oncology, hematology Radiation Therapy, Internal Medicine, ENT, Urgent Care
PM/EHR (Interfaced or Integrated)	Integrated - single database or interfaced with customer PM
What is considered a licensed user?	Physician and Physician Extenders (Reduced License Fee)
Price per Licensed User	One – time license fee of \$20,000/user for integrated EHR/PM, \$13,000 for EHR only (discounted with revenue service options)
Interface Fees (Lab, Rx, Imaging)	Variable
Annual Fee	ASP \$5,400-\$6,000 1 st MD; \$2,400-\$3,000 each add'l Client Server \$3,600-\$4,200 1 st MD; \$2,400 - \$3,000 each add'l
Implementation Fees (Range)	Approximately \$15,000-\$20,000 1 st MD; \$5,000-\$10,000 each add'l
Data Backup	ASP – data hosted in secured data center with power and internet redundancy. Backups performed daily. Disaster recovery in redundant data center.
Includes Patient Portal	Integration with Microsoft HealthVault
Length of Contract	Perpetual license or subscription
Cancellation Policy	60 day notice
Implementation Timeline (from contract signing to go-live, including any backlog)	2-4 months for both EHR and PM
Certified for Meaningful Use	Certified 2/30/2011. Product number IG-2421-11-0031.
Website Address	Medsymsolutions.com
Contact Information	Sales: 866-339-8463 sales@medsymsolutions.com

Company	Rabbit Healthcare Systems
Product Name	Rabbit Integrated Systems
Location	10801 N MoPac Expy, Suite 1-130 Austin, TX 78759
Ownership (Public/Private)	Private
Number of Employees	20
Years in Business	7 years
Host (ASP/Client Server)	Client Server, SAAS
Typical Customer	1-15 physician providers with single and multiple sites; hospital infusion centers
Number of Current Physician Users (MD/DO)	500+ physicians
Specialties	Oncology, Hematology, Internal Medicine, Pain Management, Nutrition
PM/EHR (Interfaced or Integrated)	An integrated EHR/LIS/PM solution
What is considered a licensed user?	Physician or mid-level provider (PA or NP)
Price per Licensed User	Scaled per physician or mid-level provider
Interface Fees (Lab, Rx, Imaging)	Averages \$2,500 – \$7,500
Annual Fee	\$7,200 for MD. \$6,000 for NPs.
Implementation Fees (Range)	Dependent on scale of engagement.
Data Backup	Full system support for onsite or cloud based storage to Rabbit Vault
Includes Patient Portal	Microsoft HealthVault
Length of Contract	5 year subscription
Cancellation Policy	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)	Depends on practice; generally 1 – 6 months
Certified for Meaningful Use	Certified in 2010. Product number 12232010-2463-8.
Website Address	www.rabbithealthcaresystems.com
Contact Information	Cate Gardner, Director of Sales and Marketing 512-338-3338 cate@rabbithealthcaresystems.com

Company	Smart ID Works, LLC
Product Name	Smart Oncology Office
Location	6500 Fulton St. E Grand Rapids, MI 49301
Ownership (Public/Private)	Private
Number of Employees	18+
Years in Business	Since 2004
Host (ASP/Client Server)	ASP hosted or installed at practice
Typical Customer	Any size practice
Number of Current Physician Users (MD/DO)	100+ physicians
Specialties	Medical oncology, hematology, pediatric oncology
PM/EHR (Interfaced or Integrated)	Interfaced
What is considered a licensed user?	MD, DO, NP, PA that writes orders
Price per Licensed User	\$5,000 retail/year (ASP model)
Interface Fees (Lab, Rx, Imaging)	\$1,000 – \$7,000+
Annual Fee	See price per Licensed User
Implementation Fees (Range)	\$2,000 – \$8,000+
Data Backup	Live redundant backup
Includes Patient Portal	Yes
Length of Contract	Yearly
Cancellation Policy	Cancel at anytime
Implementation Timeline (from contract signing to go-live, including any backlog)	2 – 3 months
Certified for Meaningful Use	June 2011
Website Address	www.smartidworks.com
Contact Information	Andy Popp 616-682-9906 apopp@smartidworks.com

Company	US Oncology McKesson Specialty Care Solutions
Product Name	iKnowMed EHR
Location	10101 Woodloch Forest Drive The Woodlands, TX
Ownership (Public/Private)	Public
Number of Employees	35,000+
Years in Business	Product developed in 1996; US Oncology acquired iKnowMed in 2004
Host (ASP/Client Server)	ASP
Typical Customer	1 – 250 Physician Practice
Number of Current Physician Users (MD/DO)	950+ Physicians
Specialties	All oncology specialties
PM/EHR (Interfaced or Integrated)	Interfaces with many practice management systems
What is considered a licensed user?	Physicians and mid-level providers
Price per Licensed User	Contact iKnowMed
Interface Fees (Lab, Rx, Imaging)	Contact iKnowMed
Annual Fee	Contact iKnowMed
Implementation Fees (Range)	Contact iKnowMed
Data Backup	Every 15 minutes
Includes Patient Portal	Yes
Length of Contract	3-5 years
Cancellation Policy	Contact iKnowMed
Implementation Timeline (from contract signing to go-live, including any backlog)	3 months
Certified for Meaningful Use	Certified.
Website Address	www.iknowmed.com
Contact Information	866-216-5053 ikm@usoncology.com

Company	Varian Medical Systems
Product Name	ARIA [®] Oncology Information System
Location	3100 Hansen Way Palo Alto, CA 94304
Ownership (Public/Private)	Public
Number of Employees	5,000
Years in Business	62 years
Host (ASP/Client Server)	ASP or server
Typical Customer	7 – 100+ physician practice or hospital-owned
Number of Current Physician Users (MD/DO)	2,500+ physicians
Specialties	Medical oncology, radiation oncology, BMT, hematology, pediatric oncology, clinical trials, cancer screening, palliative care, active patient portal*, cancer survivorship & follow-up care*, brachytherapy, proton therapy, and surgical
PM/EHR (Interfaced or Integrated)	Integrated and interfaces with other practice management systems
What is considered a licensed user?	A user is anyone who is logged in to the application
Price per Licensed User	Not provided
Interface Fees (Lab, Rx, Imaging)	Not provided
Annual Fee	Not provided
Implementation Fees (Range)	Not provided
Data Backup	Different backup options available depending on customer configuration and preference.
Includes Patient Portal	Available for purchase: Active Patient Portal, and Cancer Survivorship & Follow-Up Care provided through partnership
Length of Contract	5 year Software Support Agreement (SSA)
Cancellation Policy	Not provided
Implementation Timeline (from contract signing to go-live, including any backlog)	2 – 15 months
Certified for Meaningful Use	Certified. Product number 04282011-1209-8.
Website Address	www.varian.com/aria
Contact Information	Bruce Birdsell, Software Sales Manager North America 770-500-7596 bruce.birdsell@varian.com