



American Society of Clinical Oncology

Oncology EHR Vendor Directory
3rd Quarter 2009

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Company	<u>Allscripts</u>	<u>Altos Solutions, Inc.</u>
Product Name	Allscripts Professional EHR and Allscripts Enterprise HER	OncoEMR
Location	8529 Six Forks Road Raleigh, NC 27615	1522 Hillview Drive, Suite 420 Los Altos, CA 94024
Ownership (Public/Private)	Public	Private
Number of Employees	2500	26
Host (ASP/Client Server)	ASP and Client Server	ASP or server
Typical Customer	1-25 physician practice	1-50 physician practice
Number of Current Physician Users (MD/DO)	150,000	250+ physicians
Specialties	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
PM/EHR (Interfaced or Integrated)	Integrated	Interfaces with other practice management systems
What is considered a licensed user?	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.
Price per Licensed User	Not provided	\$7,500/physician/year; \$3,750/non-physician practitioner/year; no charge for other staff
Interface Fees (Lab, Rx, Imaging)	Not provided	Averages \$3,000-\$15,000
Annual Fee	Around 18%	Included in the subscription fee
Implementation Fees (Range)	Not provided	\$5,000/practice
Data Backup	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
Length of Contract	5-year lease option or purchase from start	1 year subscription
Cancellation Policy	Subject to the individual contract terms.	Cancel on any anniversary
Implementation Timeline (from contract signing to go-live, including any backlog)	Not provided	1-3 months
Website Address	www.allscripts.com	www.altossolutions.com
Contact Information	Jolie Rollins, Manager Pre-Sales 919-329-1239 jolie.rollins@allscripts.com	Keith Irwin, SVP Operations, 925-425-0093 Kirwin@altossolutions.com
ASCO Event Participant in	2007 EHR Symposium, 2007 EHR Lab at Annual Meeting	2009 EHR Lab at Annual Meeting, 2008 EHR Lab at Annual Meeting, 2007 EHR Symposium, 2007 EHR Lab at Annual Meeting

Company	<u>CureMD Corporation</u>	<u>DoX Systems</u>
Product Name	CureMD	DoxCIS
Location	55 Broad Street New York, NY 10004	3454 Oak Alley Ct., Ste. 100 Toledo, OH 43606-1354
Ownership (Public/Private)	Private	Private
Number of Employees	365	18 + additional consultants
Host (ASP/Client Server)	ASP and Client Server	Client server
Typical Customer	1-5 physician practice	1-25 physician practice
Number of Current Physician Users (MD/DO)	4,800	Not provided
Specialties	Oncology	Oncology, hematology, and clinical research
PM/EHR (Interfaced or Integrated)	Integrated	Integrated and interfaced
What is considered a licensed user?	Application active user	Physician
Price per Licensed User	Physician: 400/month PA: 200/month Administration staff (NON EMR): free	\$24,950 first physician license, \$4,950 each additional physician license
Interface Fees (Lab, Rx, Imaging)	Free	Varies
Annual Fee	\$4,800/provider	Annual maintenance contract optional
Implementation Fees (Range)	\$2,500	Basic configuration & training included; travel & customization are extra
Data Backup	Provided	Based on client's individual needs
Length of Contract	3 years	License is perpetual RTU; maintenance contracts are annual
Cancellation Policy	90 day notice	Subject to contract terms
Implementation Timeline (from contract signing to go-live, including any backlog)	Less than one month	1-4 months
Website Address	www.curemd.com	www.doxsystems.com
Contact Information	Bilal Hashmat, CIO 212-509-6200 sales@curemd.com	Susan Bruno, Director of Marketing & Sales, 866-436-9797 x105, susan.bruno@doxsystems.com
ASCO Event Participant in		2009 EHR Lab at Annual Meeting

Company	<u>Elekta Impac Software</u>	<u>GE Healthcare</u>
Product Name	MOSAIQ™	Centricity® Electronic Medical Record
Location	100 Mathilda Place, Fifth Floor Sunnyvale, CA 94086	40 IDX Drive Burlington, VT 05402
Ownership (Public/Private)	Parent company, Elekta, is public	Public
Number of Employees	2500+	46,000
Host (ASP/Client Server)	ASP or server	Client Server
Typical Customer	3-25 physician practice	All practice sizes
Number of Current Physician Users (MD/DO)	2500+ physicians	30,000+
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	Multi-specialty
PM/EHR (Interfaced or Integrated)	Integrated single database system	Integrated and interfaced
What is considered a licensed user?	Staff that have specific use for product area of use; various modules may have site license.	A provider is defined as a billable provider of healthcare services. A concurrent license is defined as a simultaneous login to the application.
Price per Licensed User	Not provided	\$9,450 per provider license and \$3,150 per concurrent license
Interface Fees (Lab, Rx, Imaging)	Not provided	\$5,000 - \$30,000
Annual Fee	Not provided	Around 20% of the list software price
Implementation Fees (Range)	Not provided	Variable; approximately \$55,000
Data Backup	Disaster recovery; Server-based: train staff on recovery; ASP-based: redundant systems	Assistance with ensuring the customer has the proper hardware and back up tools
Length of Contract	Not provided	Agreements do not have a term, but remain in force unless either party terminates them in accordance with the agreement.
Cancellation Policy	Not provided	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.
Implementation Timeline (from contract signing to go-live, including any backlog)	2-8 months	4-6 months
Website Address	www.impac.com	www.gehealthcare.com/emr
Contact Information	David Lach VP of Sales, Western Region, 858-674-6908 Michael S. Cogswell VP of Sales, Eastern Region, 812-402-0802	Jay Fisher, Sales Inquiry Process Leader 802.859.6476 jay.fisher@ge.com
ASCO Event Participant in	2009 EHR Lab at Annual Meeting, 2008 EHR Lab at Annual Meeting, 2007 EHR Symposium, 2007 EHR Lab at Annual Meeting	

Company	<u>GeniusDoc, Inc.</u>	<u>IntelliDose, a division of IntrinsicQ, LLC</u>
Product Name	GeniusDoc	IntelliDose
Location	2001 Santa Monica Blvd. Santa Monica, CA 90404	404 Wyman Street, #100 Waltham, MA 02451
Ownership (Public/Private)	Private	Private
Number of Employees	65	70
Host (ASP/Client Server)	Client server	Client Server
Typical Customer	1-100 physician practice	Physician practices of all sizes, multi-specialties, community hospitals and academic medical centers
Number of Current Physician Users (MD/DO)	70 physicians	501 + physicians
Specialties	Medical oncology, radiation oncology, hematology	Medical oncology, hematology, BMT, gynecological oncology, urology
PM/EHR (Interfaced or Integrated)	Fully integrated	Interfaces with many PM/EHRs
What is considered a licensed user?	MD/DO, NP, PA	The product is licensed by physician; users include physicians, nurses, administrators, etc.
Price per Licensed User	\$10,000 EMR/\$10,000 PM	\$10,000/physician
Interface Fees (Lab, Rx, Imaging)	Variable	Averages \$5,000 to \$10,000
Annual Fee	20% of license fee	20% of license fees
Implementation Fees (Range)	Variable	Not provided
Data Backup	Local and remote back-up	Backed up nightly; site's own back-up plan
Length of Contract	1 year	Perpetual
Cancellation Policy	Subject to contract terms	Not provided
Implementation Timeline (from contract signing to go-live, including any backlog)	1 month	3-4 months
Website Address	www.geniusdoc.com	www.intelldose.com
Contact Information	Shane Bien, Director, Sales & Marketing 866-443-6362 shane@geniusdoc.com	Tim Kelley, VP of Sales 781-434-3341, info@intelldose.com
ASCO Event Participant in	2009 EHR Lab at Annual Meeting	2008 EHR Lab at Annual Meeting, 2007 EHR Symposium, 2007 EHR Lab at Annual Meeting

Company	<u>MDLAND International</u>	<u>MdTablet LLC</u>
Product Name	iClinic™ for Oncology	MdTablet
Location	40 Exchange Place, 11th Floor New York, NY 10005	100 Matwan Road, Suite 360 Matawan, NJ 07747
Ownership (Public/Private)	Private	Private
Number of Employees	100+	160
Host (ASP/Client Server)	ASP (Client server optional)	Both
Typical Customer	1-50 physicians	We can adapt to all (practices and hospitals, 1-1000+ users)
Number of Current Physician Users (MD/DO)	1500+ physicians	500+
Specialties	Medical oncology, hematology, pediatric oncology, GI, cardiology, dermatology, OB/GYN, pediatrics, IM/FP, urology, neurology, and rehab/pain management	Oncology, hematology, IM, peds, dermatology, cardiology, OBGYN, endocrine/allergy
PM/EHR (Interfaced or Integrated)	Integrated practice management and billing; built-in PQRI and eRx	Integrated
What is considered a licensed user?	Physician, NP, PA	MD and NP
Price per Licensed User	Please refer to annual fee	\$250-\$500 per month per license
Interface Fees (Lab, Rx, Imaging)	Free	\$6500-10,000
Annual Fee	Primary physician \$6000 (\$500/month), \$1200 (\$100/month) per additional provider. Include all support, upgrade, maintenance and claim processing fee.	17% of license fee
Implementation Fees (Range)	\$3000 (setup, enrollment and training)	10-20% of license fee
Data Backup	Disaster recovery, multiple back-up, redundant sites	Fibermedia Availability Services provide uninterrupted and continuous access, storage, backup, and crisis management, RAID-5 drives, incremental hourly backups, full backups performed on a nightly basis.
Length of Contract	12-months	4 years
Cancellation Policy	30 days	None
Implementation Timeline (from contract signing to go-live, including any backlog)	1-4 weeks	3 months
Website Address	<u>www.Mdland.com</u>	<u>www.mdtablet.com</u>
Contact Information	Mike Mendoza, 212-363-8000 ext. 133, mmendoza@mdland.net or sales@mdland.com	Victoria Ali, 732-203-2620 or cell 732-688-1772
ASCO Event Participant in	2009 EHR Lab at Annual Meeting	

Company	MED3000, Inc.	MedSym, Inc.
Product Name	InteGreat Electronic Health Record	HemOncProPM, HemOncProEHR and HemOncProLIS
Location	680 Andersen Dr., Foster Plaza 10 Pittsburgh, PA 15220	One Perimeter Park S, Suite 318 N Birmingham, AL 35243
Ownership (Public/Private)	Private	Private
Number of Employees	10,500+	30
Host (ASP/Client Server)	ASP or Client Server	Both
Typical Customer	10-150 physician practice	1-100 physician practice, hospital and clinic
Number of Current Physician Users (MD/DO)	2,300	50-100+ physicians
Specialties	Multi-specialty	Medical oncology, hematology, pediatric oncology, radiation oncology, laboratory, practice management and multi-specialty settings
PM/EHR (Interfaced or Integrated)	Interfaced (will be integrated in 2009)	Integrated via single MS SQL technology platform
What is considered a licensed user?	Physician or non-physician practitioner (PA or NP)	Physician
Price per Licensed User	Between \$4,500 and \$8,100	\$15,000/user
Interface Fees (Lab, Rx, Imaging)	\$4,000 - \$6,000	\$2,500-\$5,000
Annual Fee	20%+	18% of license fee
Implementation Fees (Range)	\$20,000 - \$100,000	\$5,000-\$10,000/user
Data Backup	Different backup options available depending on individual price points.	On-site server - RAD1 tape backup, ASP mfg has backup redundancy
Length of Contract	5 or 7 years	Perpetual or subscription
Cancellation Policy	180 days before term expires	ASP - 60 day notice
Implementation Timeline (from contract signing to go-live, including any backlog)	6 months	2-4 months
Website Address	www.igreat.com or www.MED3000.com	www.medsyminc.com
Contact Information	Dan Murray VP of Sales 480-609-5354 dan.murray@igreat.com	Preston James, Executive Vice President, 205-776-8183, pjames@medsyminc.com
ASCO Event Participant in		2009 EHR Lab at Annual Meeting, 2009 EHR Pilot Program, 2008 EHR Lab at Annual Meeting

Company	<u>NextGen Healthcare Information Systems</u>	<u>PBFOnline/MedcomSoft</u>
Product Name	NextGen EMR & NextGen EPM	Medcomsoft Record
Location	795 Horsham Road Horsham, PA 19044	98 Pennzoil Drive Johnstown, PA 15909
Ownership (Public/Private)	Public	Private
Number of Employees	580	60-100
Host (ASP/Client Server)	ASP and Client Server	ASP and Client Server
Typical Customer	All practice sizes	1-25 physician practice
Number of Current Physician Users (MD/DO)	36,000	Not Provided
Specialties	Multiple & Medical Oncology	Multi-specialty
PM/EHR (Interfaced or Integrated)	Integrated	Integrated
What is considered a licensed user?	Physician & Mid-Level Practitioners	Any healthcare provider that bills for services or writes prescriptions requires a license
Price per Licensed User	Not provided	\$9,995.00 each Provider(s)
Interface Fees (Lab, Rx, Imaging)	Not provided	\$0 - \$5,000
Annual Fee	Not provided	\$250.00/monthly Provider(s)
Implementation Fees (Range)	Not provided	\$90/hr ; \$700/day
Data Backup	Server redundancy using clustering technology, daily SQL maintenance plan and nightly backup strategy	On-site or Off-site options are available
Length of Contract	50 years	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)	Not provided	2-3 months
Website Address	www.nextgen.com	www.pbfonline.com
Contact Information	Larry Erdman Director of Oncology 215-657-7010 sales@nextgen.com	Megan Peterson, Sales and Marketing 800-699-5533
ASCO Event Participant in	2008 EHR Lab at Annual Meeting, 2007 EHR Lab at Annual Meeting	

Company	<u>Pulse Systems, Inc.</u>	<u>Rabbit Healthcare Systems</u>
Product Name	Pulse Patient Relationship Management 3.1.1	Rabbit EMR ver 5.0
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	15
Host (ASP/Client Server)	ASP or Client Server	Client/Server
Typical Customer	1-100	1-10 physician providers with single and multiple sites
Number of Current Physician Users (MD/DO)	4600+	50-100 physicians
Specialties	Oncology, Hematology	Medical oncology and hematology, rheumatology, urology, pain management, internal medicine
PM/EHR (Interfaced or Integrated)	Integrated	Integrated EHR/PM/LIS (1 database solution); Interfaces with other practice management systems via HL7
What is considered a licensed user?	A provider that bills for their services	Physician or mid-level provider (PA or NP)
Price per Licensed User	\$375 per Physician per month	Scaled per physician or mid-level provider
Interface Fees (Lab, Rx, Imaging)	\$1,000 - \$5,000 per interface	Averages \$2,500 - \$7,500
Annual Fee	Included in Monthly Fee above	\$450/month - per physician \$350/month - per mid level provider
Implementation Fees (Range)	Dependent on number of licensed users	\$4,000 - \$10,000
Data Backup	Remote, Server based	Backed up nightly. Redundant systems and offsite backup available.
Length of Contract	5 years	5 year subscription
Cancellation Policy	Subject to terms of contract	30% downpayment due at contract signing, 50% of downpayment refundable within 30 days of contract signing.
Implementation Timeline (from contract signing to go-live, including any backlog)	3 months	1-2 months
Website Address	www.pulseinc.com	www.rabbitrecords.com
Contact Information	Rayma Korber Marketing Manager 316-634-8619 rkorber@pulseinc.com	512-338-3338 info@rabbitrecords.com
ASCO Event Participant in		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+
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
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	<u>www.rationalhealthsystems.com</u>	<u>www.smartidworks.com</u>
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 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	16825 Northchase Drive, Suite 1300 Houston, TX 77060	3100 Hansen Way, Palo Alto, CA 94304
Ownership (Public/Private)	Private	Public
Number of Employees	10,000	5,000
Host (ASP/Client Server)	ASP	ASP or server
Typical Customer	11-25 physician practice	25-100 physician practice or hospital-owned
Number of Current Physician Users (MD/DO)	329 Full EMR	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?	Physician or mid level provider	A concurrent user is anyone who is logged in to the application
Price per Licensed User	See implementation fee and maintenance fees	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)	Included with Implementation & Maintenance Fees	Averages \$4,000 - \$12,000
Annual Fee	Varies depending on level of US Oncology affiliation	Concurrent user: 15% of software total annually; Physician-based: \$10k/physician annually
Implementation Fees (Range)	Varies depending on level of US Oncology affiliation	\$60,000-\$250,000+
Data Backup	Nightly Backups	Different backup options available depending on individual price points.
Length of Contract	Continued affiliation with US Oncology	5-10 year subscription
Cancellation Policy	n/a	Not provided
Implementation Timeline (from contract signing to go-live, including any backlog)	4 months	2-18 months
Website Address	www.usoncology.com	www.varian.com
Contact Information	Cindy Chavez Vice President 303-550-4185 cynthia.chavez@usoncology.com	Bruce Birdsell, Software Sales Manager, North America 770-500-7596 bruce.birdsell@varian.com
ASCO Event Participant in	2007 EHR Lab at Annual Meeting	2009 EHR Lab at Annual Meeting, 2008 EHR Lab at Annual Meeting, 2007 EHR Symposium, 2007 EHR Lab at Annual Meeting