eClinicalWorks

eClinicalWorks® is a leader in ambulatory clinical solutions. The company's unified Electronic Medical Records (EMR) and Practice Management (PM) system manages patient flow from check-in to check-out and streamlines processes regardless of practice size, specialty and number of locations. Its solutions extend the use of electronic health records beyond practice walls with the latest technologies and create community-wide records. eClinicalWorks has an established customer base of **more than 34,000 providers** and **100,000 plus medical professionals** across all 50 states. The company has the flexibility and functionality required to deliver healthcare that is both efficient and effective, making quality medical care and transportability of patient health records a reality.

Corporate Strength

- Profitable and privately held – no pressure from outside investors or stockholders gives eClinicalWorks the flexibility to establish its own products and services;
- FY 2009 revenues exceeded **$100 million**;
- The company maintains a 30% profit margin to fuel future investments;
- At 925 employees strong, eClinicalWorks dedicates **45% of its staff** to product support, one of the highest employee/customer ratios in the industry;
- Unlike its competitors, eClinicalWorks develops, deploys and maintains *ONE* unified EMR/PM solution; and
- A Harvard Business School case study, titled "eClinicalWorks: The Paths to Growth," has been written about eClinicalWorks and is now included in an entrepreneurial healthcare class taught by Robert F. Higgins.
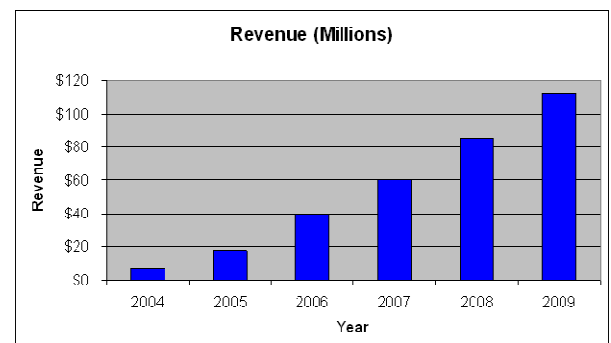

Inc. 500

2008 & 2007

Commitment

- eClinicalWorks has its footprint in physician offices, hospital networks, independent physicians associations and departments of health. Its commitment to its customers is the same – providing every customer the same state-of-the-art technology and excellence in customer service that has garnered numerous awards.
- eClinicalWorks has been a national award-winner year after year, including being named to the **Healthcare Informatics** 100 and **Inc. 500** lists. Its customers have received the **HIMSS Nicholas E. Davies Award of Excellence**.
- The company has been rated highly in two separate **IDC Health Insights** reports, published in November 2009, which examine the ambulatory EMR/EHR market for all size practices.
- Every practice, whether an individual practice or part of a group, IPA, or hospital system, reaps the benefits of eClinicalWorks' experience with implementations of all sizes and for all specialties, along with eClinicalWorks' commitment to excellence in technology and service.
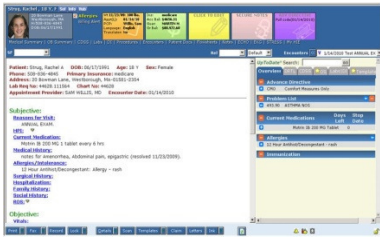
Affordability

- Pricing is based on number of providers, not users, reducing the number of licenses required per practice;
- Use of a common client UI, Web server and database server reduces cost of ownership versus the competitors' architecture;
- No separate database licenses required;
- Fax server software is embedded in the application; and
- Customers realize a significant reduction in overall cost of ownership with eClinicalWorks versus competitive products when required hardware, third-party database and operating system software licenses, and maintenance of legacy products are taken into consideration.

Revenue (Millions)

eClinicalWorks

eClinicalWorks Unified EMR/PM

Designed for practices of all sizes, users can easily review and complete patient histories, past visits, current medications. eClinicalWorks' unified EMR/PM provides the ability to manage patient flow, access patient records in-house or remotely, communicate electronically with referring physicians, send secure notes and clinical data, and streamline the medical billing process. Its registry reporting and clinical decision support features actively help providers give the best medical care possible.

Patient Portal

eClinicalWorks' Patient Portal is quick and easy, allowing patients and doctors to communicate securely via the Internet. Doctors can instantly send patients reminders, statements and lab results electronically. The portal allows patients to enter medical history on-line, send messages, conduct Web consults, refill prescriptions, check lab results and schedule appointments.
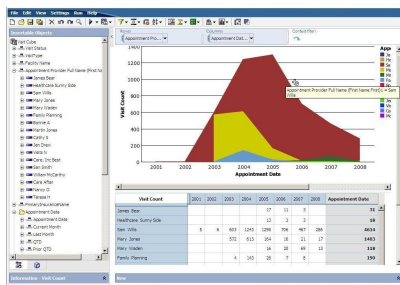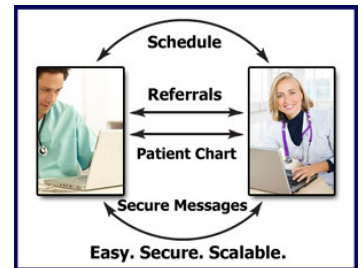
eClinicalWorks Electronic Health eXchange (eEHX)

eClinicalWorks eEHX facilitates a holistic view of a patient's ambulatory record encouraging community- wide reporting and registry that facilitate outcomes analysis and increases compliance. eEHX creates a new breed of personal health records, providing both the physician and patient with more control over healthcare. Features include: Hospital Interfaces, Physician-to-Physician Communication, eReferrals, Community of Care Record (CCR), and Registry Reporting.

eClinicalWorks P2P

eClinicalWorks P2P revolutionizes interoperability for practice-to-practice, provider-to-provider and peer-to-peer communications. It is an interoperable, scalable and secure way to communicate while enhancing patient care.

eClinicalWorks Enterprise Business Optimizer (eBO)

eBO uses meta-data to give the practice more flexibility through the creation of customized reports and by performing clinical and financial analysis. Intelligence aspects of eBO allow for the automatic creation of reports, optimizing the practice.

eClinicalMobile

eClinicalMobile allows providers to access the system anywhere through their smart phone, including iPhone™ and BlackBerry®. The screen has been optimized for easier viewing and to load quickly on these handheld devices. Functions include, checking schedules, reviewing telephone and Web messages, e-prescribing, looking up patient medical records, examining lab results; and charge capture at the point of service.

eClinicalMessenger

eClinicalMessenger is a messaging service that utilizes Voice-over-Internet Protocol (VoIP) to enable physician practices to send voice and text messages, in batches or singularly, to patients for aspects of care including appointment reminders, lab results, diagnostic imaging and statements.

easeMD SYSTEMS
The physician's software solution

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