

# eClinicalWorks

## About eClinicalWorks

eClinicalWorks is an established leader in the ambulatory Electronic Medical Records (EMR) and Practice Management (PM) industry. The company's unified EMR/PM solution manages patient flow from check-in to check-out and streamlines processes regardless of practice size, specialty and number of locations. eClinicalWorks has an established customer base of more than 15,000 medical providers across all 50 states, and revenues for 2006 were approximately \$40 million. eClinicalWorks' private and investor-free corporate structure lends itself to serving customers in a timely and agile manner.

eClinicalWorks can be customized instantly and does not require months of template building or structuring that impact physician's productivity. Customers in private physician groups, community projects, hospital systems and Federally Qualified Health Clinics all rely on eClinicalWorks to manage their clinical processes. These healthcare providers are realizing the powerful benefits eClinicalWorks unified solution offers, including improved efficiency, increased revenue and decreased medical errors.



## The Top 10 Reasons Why eClinicalWorks is Unique

- **Experience** eClinicalWorks has experience working with private physician groups, community projects, hospital systems and Federally Qualified Health Centers. The company has built the knowledge it takes to implement the entire solution in more than 100 sites a month.
- **Focus** Focus remains only on a unified EMR and Practice Management solution. The bulk of revenues are invested in support and development instead of sales and marketing. Every quarter new functionality is developed that has been requested by users.
- **Ease of Use** The Unified Solution is easily customizable and does not require large implementation projects or budgets. Data can be entered easily through handwriting or voice recognition. Templates can be customized and allows for maintaining a list of reusable information.
- **Customer Satisfaction** Customers are a top priority. eClinicalWorks was cited by *Medical Economics* as having the best support available. Customers are so satisfied with eClinicalWorks' Unified Solution 100% of them would recommend eClinicalWorks to others. (Information provided by KLAS 2006 Mid-Year Report).
- **Modern Technology** eClinicalWorks has been developed using modern web-based architecture of HTTP and XML. End-users can choose to deploy the system either in house or with ASP. The technology will scale and securely allow users to access the system without the need of third party systems like Citrix or a terminal server.
- **Innovation** eClinicalWorks is continuously innovating and adding functionality requested by customers. Product releases are produced on a regular basis, filled with enhancements suggested by customers.
- **Support Numerous Specialties** Today, eClinicalWorks supports over 40 specialties. The company continues to create inroads with each specialty by working to make the Unified Solution even more applicable to each market.
- **Private and Profitable** eClinicalWorks is a private company with the size to scale to match any requirement. Without worry from investors (no venture capitalists or Wall Street), the company's concentration is solely on customers. This agility will help make any project a success.
- **Cost** eClinicalWorks has consistently been recognized as a great value—offering the industry-leading solution at a high-quality of service by optimizing internal efficiency. Total cost for implementation and licenses is 50% less than the industry average. Not requiring any third party licenses reduces the total cost of ownership.
- **Ongoing Cost of Ownership** The ongoing costs of upgrades are reduced with eClinicalWorks. Auto upgrade technology is used over the internet. Upgrades occur during off hours with no down time and no human interference, thus reducing costs.

## **Awards & Recognition**

**Inc. 500:** Fourth fastest-growing software company in the United States (2007)

**Healthcare Informatics 100:** Ranked third for largest percentage revenue increase (2007)

**Boston Business Journal's 40 Under 40 Executive Award** presented to Girish Kumar Navani (2006)

**Certification Commission for Healthcare Information Technology (CCHIT) Certified** for Version 7.0, Release 2 (2006)

**Frost and Sullivan's Customer Value Enhancement** (2006) and **Best Bang for Buck Awards** (2004)

**American College of Rheumatology Five-Star Rated EMR Solution** (2003)

**KLAS Top 20 Year-End, Best-in-KLAS Report:** #1 in Ambulatory EMR (1-5 Physicians) (2006, 2005, 2004)

### **TEPR**

#1 in EMR for Medium to Large Practices (2006)

Top Rated EMR for Small Practices (2006)

#1 in the Pediatric Specialty Category (2006)

#1 in EMR Systems for Small Practices (2005)

Top Rated EMR for Medium to Large Practices (2005)

#1 in e-Prescription Management Systems (2005)

#1 in Medical Records Document Imaging/Management Systems (2004)

#1 in Practice Management Systems (2004)

#1 in EMR for Small/Solo Practices (2003)

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## **Sample Key Clients**

### **Massachusetts eHealth Collaborative ([www.maehc.org](http://www.maehc.org))**

The Massachusetts eHealth Collaborative (MAeHC) was formed in 2004 as an initiative of the physician community to bring together the state's major health care stakeholders for the purpose of establishing an EHR system in Massachusetts. MAeHC is sponsored by Blue Cross Blue Shield (BCBS) with various facilities located throughout Massachusetts. The Collaborative is made up of 180 practices, 174 which selected eClinicalWorks.

### **Electronic Health Record of Rhode Island ([www.ehrri.com](http://www.ehrri.com))**

The Electronic Health Record of Rhode Island (EHRRI) was formed to facilitate physician adoption of EHR, decrease costs and errors, improving efficiency and quality of healthcare delivery, and assist physicians to succeed in a pay-for-performance environment. EHRRI is comprised of 1300 physicians, which consists of over 500 small practices.

### **Summa Health System ([www.summahealth.org](http://www.summahealth.org))**

Summa Health System was formed in Ohio to provide the highest quality, compassionate care to patients and to contribute to a healthier community. They have decided to implement eClinicalWorks EMR and Practice Management in order to provide the very best healthcare. Summa is made up of 1,100 providers within three Ohio hospitals including Akron City, St. Thomas and Cuyahoga Falls General.

### **Urban Health Plan Inc. ([www.urbanhealthplan.org](http://www.urbanhealthplan.org))**

Urban Health Plan is a federally funded corporation with various facilities located in the Bronx district of New York City. The group comprises of 70 providers providing a number of healthcare specialty services to patients. Urban Health Plan Inc. plans to grow and continually move forward in direction to improve efficiency, better patient