

MEDITECH Clients Face Transition Decision

OVERVIEW

20%

2015 EMR Market Share

21%

2015 % Market Share of Stage 6 & 7 Hospitals

#2

Ranked #2 for hospitals achieving Meaningful Use

GALEN MEDITECH TECHNICAL & PROFESSIONAL SERVICES



Project Planning & Governance



Optimization



Upgrade Services



Optimization of Existing Platform



Technical Services



Go-Live Support & Staff Augmentation

MOBILE-BASED WEB AMBULATORY

Avera Health Case Study



Desktop-based Solution



Mobile-based Web Ambulatory

6,100 CLICKS
PER CLINIC DAY



4 HOURS SPENT

VS

2,140 TAPS/SWIPES
PER CLINIC DAY



1.5 HOURS SPENT

*Based on 20 visits

COST EFFECTIVENESS

What does it cost to sustain your investment over the long term?

MEDITECH

Competitor

Operating expense as a percentage of total costs

VS

Operating expense as a percentage of total costs

2.5%-3%

4%-5%

So what does it mean?

A difference of 2% in an organization with a \$300 million expense-operating budget equates to:

\$6 MILLION
A YEAR

Over 5-10 years, it equates to

\$30-60 MILLION
IN ADDITIONAL COSTS

Source: HIMSS Analytics

For more information on:

DATA MIGRATION

OPTIMIZATION

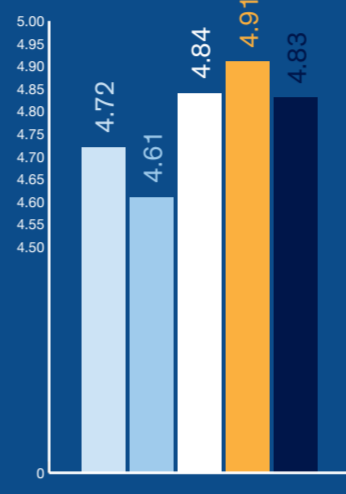
WEB-BASED AMBULATORY

6.x MIGRATION

Visit galenhealthcare.com

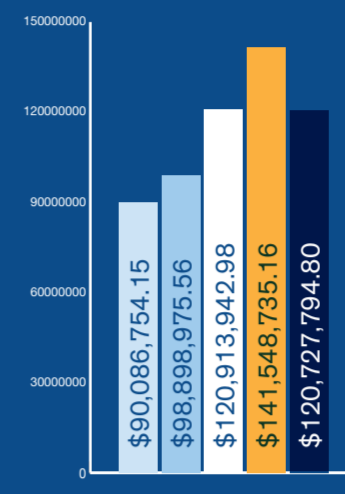
CLIENT PROFILE

AVERAGE OF EMRAM SCORE (TECHNOLOGY)



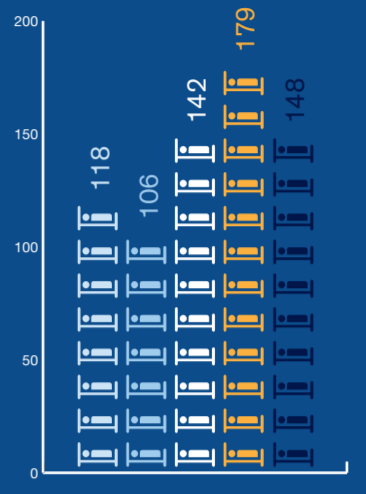
MEDITECH VERSION

AVERAGE OF NET PATIENT REVENUE



MEDITECH VERSION

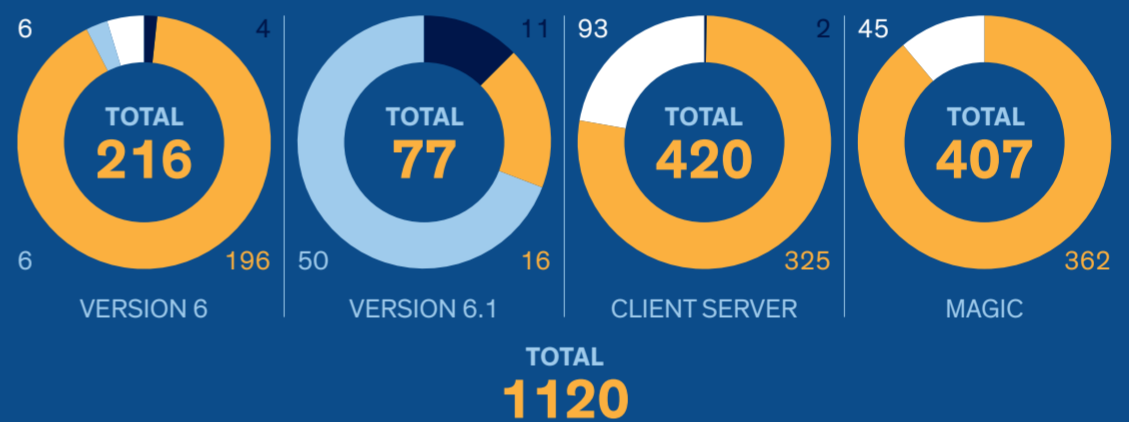
AVERAGE OF BEDS (LICENSED)



MEDITECH VERSION

EMR VENDOR STATUS

Replaced Vendor (White), Installing Vendor (Grey), Contracted Vendor (Yellow), Installed Vendor (Orange)



HEALTH SYSTEMS PER STATE/PROVINCE

