

Greenway

Contact:

Name:	Jared Lisenby
Phone:	404-467-9753
email:	jaredlisenby@greenwaymedical.com
# of years in business: current brand	10
Product	PrimeSuite 2007
Version (2007 CCHIT minimum)	R2
Business Model	Client Server & Application Service Provider (ASP)
Average time of implementation	60-90 days from contract execution; 120+ hours depending on practice size
System Features (all electronic)	
Order Entry (lab/radiology)	Yes
e-Prescribing	Yes
System Reporting on Pt Data	Yes
Results Reporting from lab/rad	Yes
Patient Portal	Yes

PRICING

Software	\$2,000 per user (PM/EMR combined) 1x fee (minimum 5 transferable licenses) (regular \$2,500)
EHR Template Customization	3,000+ templates, user enabled customization
Licensing (per MD, DO, NP, PA)	See software above
<i>Renewal required?</i>	No
<i>Frequency?</i>	One time fee
<i># of staff included</i>	Each staff must have license - minimum 5 transferable licenses at purchase
Training	\$150/hr plus travel or \$175/hr travel included
Trainer	Included in training
Implementation	Included in training
Practice Management Interface	N/A
e-Prescribing Interface Setup	\$0
<i>e-Prescribing Ongoing</i>	\$60 per month, per provider
Lab Interface Setup	\$6,000 - \$8,000 per lab for bi-directional
<i>Lab Ongoing</i>	\$25 per month, per physician, per lab
Radiology Interface Setup	\$6,000 - \$8,000 per company for bi-directional
<i>Radiology Ongoing</i>	\$25, per month, per physician, per lab
Support	~21% of software fee, billed monthly (minimum \$600 per month)
<i>Frequency?</i>	Monthly
<i>Support provided via:</i>	Phone / email
Maintenance	Included in support fee
Upgrades	Included in support fee
<i>Training for upgrades?</i>	Available via release notes
Hardware & Peripherals	From \$8,835 (depends on # of users/offices) incl: OS, Zeta Fax & back-up software
<i>Server</i>	(regular \$9,300)
<i>Workstation</i>	\$1,205 (regular \$1,268)
<i>Monitor</i>	Included with workstation
<i>Other (please specify)</i>	See below
Demographics Conversion	\$2,400 to \$6,000 depending on practice size
Other 3rd party products	See below
ASP (1-2 provider practice only)	\$500/mo/prov-unlimited users (reg. \$600); 100 remote training hours \$10,000

List any and all other costs associated for your product:

3rd Party Databases: Adams Anatomy (drawing images) - \$15/month/physician; First Data Bank - our drug database products provide context-relevant drug information - \$15/month/physician (not necessary if eRx is selected); Unicor (Correct Coding) - Unifying coding, compliance, and reimbursement - starts at \$25/month/physician (scaled based on # of physicians); Optional Mobile Solution - PrimeMobile is module within PrimeSuite that allows the use of smart phones and other handheld devices - IQMax is partner to provide service; PrimePatient - patient portal - cost depends on service needed and # of providers; EDI Services: Unlimited claims submission - \$60/month/physician, Electronic Remittance Advice - \$20/month/physician. Additional Hardware: Toshiba Tablet PC - \$1,686, Dockport 485 Scanner - \$338; Fujitsu 5120c Scanner - \$904, Wireless LAN Kit - \$433, STX Webcam - \$45.

List any other unique features for your product:

Proven ROI: Average ROI is \$65,000 per physician per year. Specialty Specific Templates - over 3,000 templates for 30 specialties. Advanced Technology: PrimeSuite is based on MicroSoft's .NET platform. Support available 24x7x365. 2006 & 2007 Best in KLAS for EHR (6-25 physicians).