

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 30,000 providers** and **100,000 plus users** 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 2008 revenues were approximately **\$85 million**;
- The company maintains a 30% profit margin to fuel future investments;
- At 850 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.



2008 & 2007



Commitment

- eClinicalWorks has its footprint in vision centers, 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**.
- Every practice reaps the benefits of eClinicalWorks' experience with implementations of all sizes and for all specialties, along with its commitment to excellence in technology and service.

Stimulus

- The American Reinvestment and Recovery Act (ARRA) of 2009 and Health Information Technology for Economic and Clinical Health (HITECH) Act allocates funds to healthcare providers who demonstrate 'meaningful use' of EMRs, with the Federal government's net cost anticipated at about \$19.5 billion. Below is the projected Medicare payment schedule, with payments also available under Medicaid.
- eClinicalWorks Vision EMR allows providers to achieve 'meaningful use' and take advantage of the incentives under the Act.

| Medicare Bonus Payments | | | | | | | |
|-------------------------|----------|----------|----------|----------|---------|---------|----------|
| Year of first filing | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | TOTAL |
| 2011 | \$18,000 | \$12,000 | \$8,000 | \$4,000 | \$2,000 | \$0 | \$44,000 |
| 2012 | \$0 | \$18,000 | \$12,000 | \$8,000 | \$4,000 | \$2,000 | \$44,000 |
| 2013 | \$0 | \$0 | \$15,000 | \$12,000 | \$8,000 | \$4,000 | \$39,000 |
| 2014 | \$0 | \$0 | \$0 | \$12,000 | \$8,000 | \$4,000 | \$24,000 |
| 2015 or Later | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |

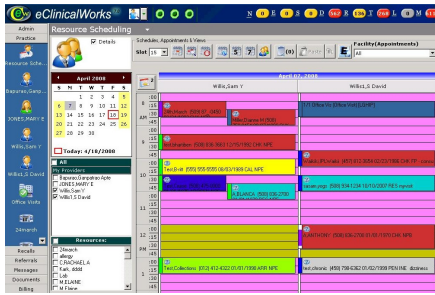
eClinicalWorks

The eClinicalWorks Unified EMR/PM Solution

eClinicalWorks improves patient care while streamlining front- and back-office administrative functions:

- Create a satisfying patient encounter—becoming a competitive differentiator for healthcare organizations.
- Enhance the patient's experience from check-in to check-out; the comprehensive Front, Mid and Back office management tools minimize encounter handoffs and provide the patient with a hassle-free physical flow through the office.
- Provide an intuitive and user-friendly GUI to all levels of users.

Front-Office Management - Patient Registration & Appointment Scheduling



- Manage busy schedules electronically—create, modify and cancel appointments with one click of the mouse.
- Manage patient information using “1-click” patient lookup, check-in and check-out.

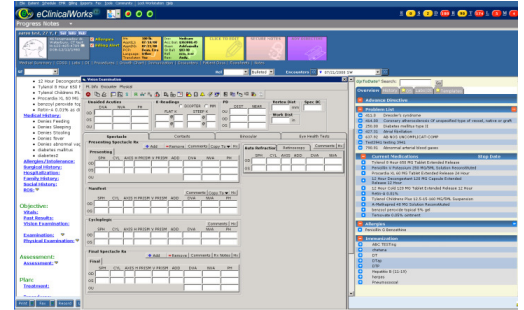
Mid-office Management - Electronic Medical Records

- Providers stay connected while on the go using eClinicalWorks mobility features.
- Subjective, Objective, Assessment, Plan (S.O.A.P.) templates and all the functionality for electronic records incorporated into the EMR.
- Print or fax prescriptions for spectacle, contact and rigid-gas permeable lenses.

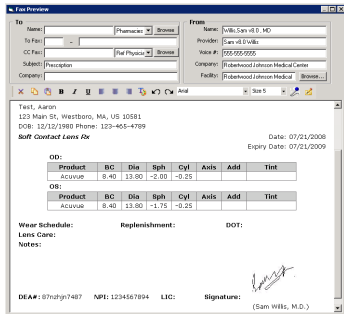
- Issue prescriptions electronically, by either fax or printed scripts with real-time drug interaction checks.
- **Interface with Topcon Auto Kerato-Refractometer, Non-contact Tonometer and Lensmeter.**

Back-office Management - Electronic Billing

- Submit claims electronically to medical and vision insurances; track claim status.
- Easily create daily, monthly and yearly financial reports.



Document Management - Scan, Fax and Email Documents



- Eliminate the expense of paper filing systems—scan paper records into patient encounters.
- Receive incoming faxes, patient referrals and lab results electronically into the system and file into patient records.

eClinicalWorks Patient Portal

The Web-based Patient Portal allows patients and doctors to communicate quickly, easily and securely, over the Internet:

- Patients log into their personalized Web sites using secure passwords and may enter their medical history, send messages, benefit from a Web consult, refill prescriptions, check lab requests, and schedule appointments.

- Doctors can instantly send customized health-maintenance reminders, procedure due dates, statements and lab results electronically to specific patients.

| | |
|-------------------------|----------------------|
| License Fee | \$5,000* onetime fee |
| Support and Maintenance | \$1,200/year* |
| Hosting | \$100/month* |
| E-Prescribing | \$25*/month* |
| Patient Portal | \$75*/month* |

* Per Vision Center with two full-time Optometrist

How to get on eCW

Step 1 – Sign Contract

- Contact eCW sales at vision@eclinicalworks.com to set up a demo
- Sign Contract

Step 2 - Implementation and Training

- Procure and set up Hardware
- Install eCW application
- Enrollment for Billing (optional)
- Onsite Training

Step 3 - You are live on eCW!