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HIGHLIGHTS

Mergers and Aquisitions in the EHR Industry

The advantages and disadvantages of using a web based EHR. We get into detail!

Specialty Face-Off Pediatrics

"They are saying: 'Look, what's in this for me? My practice is working OK as it is. I need to have some benefit,' Leavitt said. "And they are right."

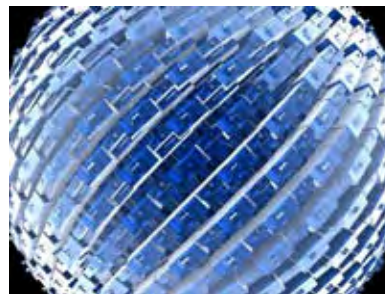
Secretary Michael Leavitt, October 30th, 2007

The Fall Edition of EHR Scope starts our quarterly analysis of the mergers and acquisitions activity in this industry. Compliments of The Corum Group, a firm specializing in technology M&A, we have an extensive listing of activities in the recent past. Expect the pace to pick-up as the hundreds of smaller companies vie to be picked up by larger entities. There are dozens of new companies added to the Compendium in this issue. However, the total number of companies has only increased by 10. This is because quite a number of companies have closed, merged, or been acquired.

What does this mean for you as a physician who uses their technology? It depends on a variety of circumstances, and in the next edition we will address some of the exit strategies that you should consider when purchasing your software. Related to this, you need to know who owns the software you are using. Maybe you are

interested in open source software? Two articles address the issue of open source vs. proprietary. Clearly there are advantages to each, and if you are going to have mission critical functionality being run by software in your office, you certainly should get a clear understanding of the benefits and drawbacks of the various models.

Further on the subject of who owns your software, your data, and where it resides, we begin to address the issue of Software as a Service. This interesting delivery model has many adherents, and can be a major advantage, particularly for small offices that do not have on-site IT



support.

Finally, in the first of our 'Specialty Face Off', this issue provides insight into the methods that two different products are using to satisfy the workflow of a pediatric office. Each quarter we will be showcasing another, analyzing their specific needs.

