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## **Microsoft Names Winners of Industry Solution Awards for Healthcare**

### **Awards Recognize Independent Software Vendors' Innovations for the Healthcare Industry; Seven Microsoft Solution Developers Win Top Honors**

**LAS VEGAS -- Oct. 3, 2000** -- Microsoft Corp. today named seven leading software vendors as winners of the 2000 Industry Solution Awards for Healthcare. The awards, given at Windows<sup>®</sup> on Healthcare 2000, the sixth annual conference and exhibition of the Microsoft<sup>®</sup> Healthcare Users Group (MS-HUG), recognize developers of healthcare software applications that best use Microsoft technology -- specifically the Microsoft Windows 2000 operating system, Microsoft SQL Server<sup>™</sup> and enterprise platform technology.

An independent panel of judges selected seven winners from 21 finalists, based on their use of Microsoft technology tested on a range of measurable-business-benefit scenarios. Finalists were asked to demonstrate that their customer application offered the best features and functionality for the healthcare industry. The awards were presented at a ceremony this afternoon.

"We are pleased to have had so many companies apply for the awards this year," said Mark McDougall, executive director of MS-HUG. "These vendors' solutions are available now and will allow customers to enjoy the greatest benefit derived from Microsoft technology. It is exciting to have innovative solutions available to the healthcare industry to increase productivity and efficiency in today's ever-changing healthcare environment."

"We are excited about the diverse range of innovative solutions that will help healthcare organizations improve quality of care and reduce cost," said Davide Vigano, director of Public Sector and Healthcare for Microsoft. "Our customers and partners enjoy the greatest benefit from the Microsoft .NET Platform. The winning solutions demonstrate the interoperability and scalability of Microsoft's unique family of enterprise servers and offer the healthcare industry powerful, flexible solutions that maximize productivity and business value."

#### **2000 Industry Solution Awards for Healthcare by Category**

Three finalists were chosen from seven categories by a preliminary judging panel of industry executives and analysts. The finalists then demonstrated their solutions in front of the judges' panel at the Windows on Healthcare conference. The following are the winners in each category:

##### ***Acute Care-Administrative/Financial Systems***

**Passport Health Communications Inc. — Passport OneSource.** As a result of utilizing Passport OneSource, the Cooper Health System, Camden in N.J., was able to increase its accuracy rate to 97 percent, a 29 percent improvement from its previous accuracy rate. In addition, the hospital reduced its rate of rejected claims from 24 percent to 3 percent, an 88 percent decrease.

##### ***Acute Care-Clinical/Patient Information Systems***

**Spacelabs Medical Inc. — Caremaster Data Repository.** For St. Cloud Hospital in St. Cloud, Minn., moving to Caremaster Data Repository empowered it to double and quadruple its performance, reduce costs

-- by more than \$120,000 in the medical records department alone -- and dramatically simplify its administrative processes.

#### ***Ambulatory Care-Administrative/Financial Systems***

**MDeverywhere Inc. -- EveryCharge.** Austin Neurological Clinic in Austin, Texas, is utilizing MDeverywhere's EveryCharge, a personal digital assistant-based electronic charge capture tool armed with a proprietary rules engine that can be applied at the point of care. The service enables physicians to code visits with increased accuracy, resulting in fewer lost and miscoded claims, faster reimbursement, and reduced overall physicians' costs.

#### ***Ambulatory Care-Clinical/Patient Information Systems***

**ParkStone Medical Information Systems Inc. — ParkStone System.** The ParkStone system uses wireless Pocket PC technology to deliver a formulary and medication management tool that constantly exchanges information and software updates over a wireless network. The system allows Internal Medicine Associates of South Florida, Miami, to increase physician productivity and decrease pharmacy utilization expenses, thus increasing revenue and profitability and improving quality of care and patient satisfaction.

#### ***Managed Care***

**QCSI — QMACS.** QMACS is a comprehensive payer solution designed to successfully administer all lines of a medical business: Indemnity, PPO, HMO, Medicare and Medicaid. For Schaller Anderson Inc., Phoenix, Ariz., it has helped reduce the manual processes for claims processing and enabled users to work faster and more efficiently.

#### ***Smart Devices***

**ParkStone Medical Information Systems Inc. — ParkStone System.** The ParkStone system uses wireless Pocket PC technology to deliver a formulary and medication management tool that constantly exchanges information and software updates over a wireless network. The system allows Internal Medicine Associates of South Florida, Miami, to increase physician productivity and decrease pharmacy utilization expenses, thus increasing revenue and profitability and improving quality of care and patient satisfaction.

#### ***Other***

**QCSI — aQserv.** Using aQServ's application service provider model allows Mississippi Select Health Care of Gulfport, Miss., to outsource the running of critical business applications and information technology operations to QCSI while it focuses on core business processes.

#### ***Award Judges Panel***

The judges' panel at Windows on Healthcare included Joseph Amoroso, chief information officer, Interim Management Services, First Consulting Group; Mark Anderson, chief executive officer, ARC Consulting Group Ltd. and worldwide healthcare analyst with META Group Inc.; Paul Hansen, director, Information Services, Mercy Health Plans Inc.; John Hummel, director, System Integration, Sutter Health; Charlene Mariettis, technology editor, Healthcare Informatics magazine; Nick Mathe, president, Eye Care New Media LLC; Suzanne Nobel, senior editor, Health Management Technology magazine; Charles Potter, director, Medical Informatics, Strang Cancer Prevention Center; and Benjamin Rooks, director, Equity Research, CIBC Oppenheimer.

Founded in 1975, Microsoft (Nasdaq "MSFT") is the worldwide leader in software, services and Internet technologies for personal and business computing. The company offers a wide range of products and services designed to empower people through great software -- any time, any place and on any device.

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**For more information on the 2000 Industry Solution Awards for Healthcare:**

Go to the Microsoft Web site, <http://www.microsoft.com/industry/health/isa/isahealth.asp>.

*Note to editors:* If you are interested in viewing additional information on Microsoft, please visit the Microsoft Web page at <http://www.microsoft.com/presspass/> on Microsoft's corporate information pages.

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