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**Microsoft and MS-HUG Name Winners of 2001 Industry Solution Awards
For Healthcare and Microsoft Physician of the Year Award**
Awards Recognize Excellence in Microsoft-Based Healthcare Solutions

SAN DIEGO — Oct. 31, 2001 — Microsoft Corp. and Microsoft Healthcare Users Group (MS-HUG) today named seven leading software vendors as winners of the 2001 Industry Solution Awards for Healthcare (ISAH). In addition, Microsoft announced the winner of its Physician of the Year award. The ISAH and Microsoft Physician of the Year awards, presented at Windows[®] on Healthcare 2001, the seventh annual conference and exhibition of MS-HUG, recognize developers of healthcare applications and a practicing physician who best use Microsoft[®] technology.

Industry Solution Awards for Healthcare

An independent panel of judges selected the seven ISAH winners based on their use of Microsoft Windows 2000 Server, Microsoft SQL Server[™] 7.0 or higher and Microsoft enterprise platform technology to provide tangible business benefits to healthcare organizations. The winners, selected from 21 finalists out of a field of 77 entries, were asked to demonstrate how their applications offered the best features and functionality to the healthcare industry.

“We are delighted to have so many innovative companies enter the Industry Solution Awards for Healthcare this year,” said Mark McDougall, executive director of MS-HUG. “These software solutions take advantage of Microsoft’s technology platform to offer healthcare organizations powerful, flexible solutions that maximize productivity and business value.”

Healthcare Winners by Category

- **Acute Care, Administrative/Financial Systems**
Automating Peripherals Inc. for the Payrollmation Series
- **Acute Care, Clinical/Patient Information Systems**
Wellogic Inc. for Wellogic Consult
- **Ambulatory Care, Administrative/Financial Systems**
Compusense Inc. for Ntierprise
- **Ambulatory Care, Clinical/Patient Information Systems**
JMJ Technologies Inc. for EncounterPRO
- **Managed Care**
QCSI for QMACS
- **Emerging Technologies**
ProVox Technologies for ProVox Technologies TalkNotes
- **Other**
QCSI for aQserv

Three finalists in each of the seven categories demonstrated their solutions at the Windows on Healthcare 2001 conference, and winners were chosen after the judges viewed their solutions on site. The final panel of judges included Joseph Amoroso, director (client CIO) of management services, First Consulting Group; Paul Hansen, director of information services, Mercy Health Plans Inc.; John Hummel, CIO and vice president of Information Services, Sutter Health; Mark Lederman, independent consultant, Ventures in Healthcare; Nick Mathe, president, Three Dot Communications/aka Inside Medical Technology; Michael Hiltz, publisher and editorial director, Health Management Technology Magazine; Charles Potter, director of medical informatics, Strang Cancer Prevention Center; Elaine Callas, senior vice president and CIO, Centura Health; Josh Fisher, healthcare analyst, Dresdner RCM Global Investors; Seth Frank, vice president of securities research, A.G. Edwards & Sons Inc.; Mark Anderson, FHIMSS, healthcare IT futurist and CEO, AC Group, Inc.; and Benjamin Rooks, executive director of equity research, CIBC World Markets.

Microsoft Physician of the Year

A second panel of five industry experts and analysts selected the Microsoft Physician of the Year, Dr. Eric Mankin, chief medical officer at Temple Physicians Inc., Temple University Health System in Philadelphia, Pa. Mankin was one of four finalists out of a field of 40 physician entries for the award. Based on his use of Pocket PC-based mobile devices integrated with his organization's enterprise information system to improve the quality of patient care at Temple University Health System, Mankin was announced the winner this morning by Jeff Raikes, group vice president of the Business Productivity Group at Microsoft, during his keynote speech at the conference.

Mankin championed the use of Allscripts' Healthcare Solutions TouchWorks solution, a suite of handheld wireless clinical-decision support solutions for physicians at the point of care, on mobile devices for 135 of Temple University Health System's physicians to generate prescriptions, route them to pharmacies electronically, check for drug-to-drug interactions and manage formulary compliance. Allscripts' TouchWorks solution uses a Pocket PC device connected wirelessly to a workstation application running SQL Server and Windows 2000.

"My role as chief medical officer is to enhance the quality of care for our organization's active patient population of 150,000, reduce malpractice risk in an extraordinarily 'risky' county (Philadelphia), and manage the costs of care delivery for a health system that has accepted the insurance 'risk' for 75,000 of its patients — all while meeting the expectations of a chronically frustrated physician group that is overly burdened by paperwork, phone calls and interminable hassles, such as memorizing eight different managed-care formularies," Mankin said. "I piloted TouchWorks in my family practice, and then aggressively championed and implemented the TouchWorks product from Allscripts for our primary-care physicians and many specialists, which has allowed us to make considerable strides in each area."

Mankin noted that his efforts in promoting use of a Pocket PC-based mobile device have allowed Temple's physicians to increase generic drug utilization from 39 percent to 50 percent, helped them negotiate a 10 percent reduction in their malpractice premiums, and begun to slow the rise of what had been a 20 percent annual increase in their pharmacy budget. "These mobile devices have allowed us to start to attack the persistent frustration of our doctors who saw no help on the horizon in their battle against a bureaucratic blizzard of prior authorizations, pharmacy phone calls and angry patients who are bearing ever-increasing shares of the cost of their drugs," Mankin said.

"Physicians will adopt technology that fits within their daily practice of medicine and that demonstrates cost savings, streamlines the practice of medicine, helps improve the quality of medical care, and is intuitive and easy to use," said Dr. Ahmad Hashem, global healthcare industry manager at Microsoft. "The Pocket PC offers physicians a secure, expandable mobile platform that helps them improve the quality of medical care, through the ability to access critical patient information, while reducing both medical errors and costs and boosting efficiency."

The Microsoft Physician of the Year panel of judges was made up of Dr. Terry Clark, F.A.C.S., president of Global eMedicine LLC; Josh Fisher, healthcare analyst for Dresdner RCM Global Investors LLC; Dr. C. Martin Harris, executive director of the e-Cleveland Clinic and CIO of the Cleveland Clinic Foundation; Dr. Randolph Miller, professor and chair of the Department of Biomedical Informatics at Vanderbilt University; and Dr. Edward Zabrek, F.A.C.O.G., medical editor of Pocket PC Magazine.

About MS-HUG

With headquarters in Ann Arbor, Mich., the independent, nonprofit Microsoft Healthcare Users Group is the leading healthcare industry forum for exchanging ideas, promoting learning and sharing solutions for information systems using Microsoft technologies. MS-HUG works to provide industry leadership, drive appropriate standards and develop associated requirements in support of healthcare solutions. The diverse membership of MS-HUG is united by a shared interest in implementing vendor- and user-developed software based on Microsoft technology to improve quality and efficiency in healthcare. More information can be found on MS-HUG's Web site at <http://www.mshug.org/>.

About Pocket PC

Microsoft Windows Powered Pocket PCs, the next-generation PDAs from Microsoft and industry partners, offer customers the best way to connect to their most essential information while away from their desk, yet are versatile enough to satisfy the personal needs of today's busy mobile consumer. Pocket PCs already include a broad range of native business, personal productivity and entertainment applications, yet can easily be expanded to adapt to each customer's changing needs through a continually growing number of industry-standard hardware and software options. More information about the new lineup of Pocket PC 2002-based devices is available at <http://www.microsoft.com/presspass/events/pocketpc2002/default.asp>.

About Microsoft

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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