



## **Healthcare Systems Expand Rollout of MEDHOST's EDIS Based on its Proven Ability to Increase Revenue While Improving Throughput**

### **Company on pace for record sales year as emergency departments boost financial performance with MEDHOST**

**ADDISON, Texas – July 14, 2010** – MEDHOST, provider of leading healthcare throughput and emergency department software, experienced record-setting sales during the first half of 2010, driven by growth from new and existing Customers who are more broadly deploying MEDHOST's Emergency Department Information System (EDIS). Health systems are accelerating their rollout of MEDHOST to replicate clinical and financial improvements delivered by the clinician-friendly and easy-to-use EDIS.

While legislative and economic uncertainty have caused hospitals to curtail spending, healthcare systems are investing in MEDHOST technology because it drives rapid results. For example, within one month of implementing MEDHOST, Beaufort Memorial Hospital's emergency department (ED) recognized a \$1.3 million increase in gross revenue primarily from improved E&M coding and IV infusion charges. The South Carolina hospital also saves \$240,000 annually by using MEDHOST's electronic charting to eliminate dictation.

MEDHOST delivers significant results because its ease of use and workflow-driven design encourages clinician adoption, which is required for an ED to maximize its clinical and financial performance.

Customers say MEDHOST's EDIS repeatedly and reliably delivers valuable results including:

- Ease of use – The system's intuitive design and clinician-friendly interface drives user compliance, resulting in more accurate and thorough charts
- Proven integration – Seamless integration ensures that critical information is easily accessible to support hospitals' patient safety initiatives and workflow enhancements
- Financial improvements – Automatic Charge Capture and more complete documentation dramatically increases revenue, with many hospitals achieving ROI in less than six months
- Patient satisfaction – MEDHOST Customers grow their market share with improved patient satisfaction scores, some of which have increased by 150 percent
- Clinician acceptance – By eliminating physician dictation, many hospitals save more than \$250,000 annually.

“MEDHOST is increasingly becoming the standard EDIS for many Customers who want the rapid financial and operating gains that MEDHOST delivers time and time again,” said David Lucas, vice president of sales for MEDHOST. “Our Customers are moving forward with additional MEDHOST EDIS deployments because they are confident in MEDHOST's ability to replicate success in their other facilities. Fourteen facilities have been added by our Customers this year alone.”

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Examples of some Customers are:

- Bradford Regional Medical Center in Bradford, Pa.
- Brookville Hospital in Brookville, Pa.
- Saint Michael's Hospital in Stevens Point, Wis.
- Scott & White Belton Clinic in Belton, Texas

“MEDHOST’s robust sales pipeline reflects hospitals’ demand for the kind of financial and clinical benefits that our EDIS repeatedly delivers, especially increased revenue and streamlined ED throughput,” said Craig Herrod, president of MEDHOST. “We are committed to helping improve the financial health of our Customers, while giving them the tools they need to deliver the safest and most effective clinical care possible. Results like Beaufort Hospital’s first-month, \$1.3 million revenue increase can be the rule, not the exception, in emergency care.”

MEDHOST currently serves more than 200 facilities, including large IDNs, rural and suburban hospitals, and several academic facilities across the U.S. MEDHOST easily integrates with leading hospital information systems, including MEDITECH, Cerner, Siemens and McKesson, Eclipsys, CPSI and HMS.

### **About MEDHOST, Inc.**

MEDHOST is dedicated to advancing healthcare IT by developing user-friendly software solutions that improve productivity and throughput, as well as enhance the patient care experience. The MEDHOST product suite has been adopted by leading institutions throughout North America and has proven to dramatically improve house-wide patient flow, [financial performance](#) and [patient satisfaction](#). MEDHOST’s [OpCenter](#) is an executive decision-support system that provides hospital leaders with real-time information, so they can proactively manage high-level issues that impact [throughput](#), patient satisfaction and resource utilization. MEDHOST EDIS version 4.2 is a CCHIT Certified® 08 Emergency Department Electronic Health Record and includes real time [Patient Tracking](#), [Nurse Charting](#), [Physician Documentation](#), [Order Entry](#) and [comprehensive reporting](#). MEDHOST’s [ED Pass](#) kiosk enables self check-in, automatically screens for high-risk conditions and feeds information into the MEDHOST EDIS to expand visibility to the waiting room and improve patient safety. MEDHOST is headquartered in Addison, Texas.

More information is available at [www.medhost.com](http://www.medhost.com).

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**Contact:** Christina Teagarden  
Jetstream Public Relations, Inc.  
972.788.9456, ext. 302  
[teagarden@jetstreampr.com](mailto:teagarden@jetstreampr.com)