



## Healthcare &amp; Life Sciences

## Vital Signs

Strategic Insights for Healthcare Executives

July 30, 2007

## Company Spotlight: Spring Medical Systems

**Introduction**

Incorporated in 2001, Spring Medical Systems, headquartered in Houston, TX, made its successful debut into the market with the introduction of its innovative, electronic medical records (EMR) suite. Designed by a physician, for physicians, Spring Medical Systems' SpringCharts™ solution is intuitively easy for physicians to pick up and use. Through strategic partnerships and internal R&D, Spring Medical



Systems has, over the past few years, built out its EMR solution to interface quickly and easily with the vast majority of physician practice management scheduling, billing and claims systems currently available to the market. The ability to provide physician-based practices with an integrated, full-featured electronic health record (EHR) is what sets Spring Medical Systems apart from many of its competitors.

**Marketed Products**

With more than 500 practices onboard across 48 states and 4 countries, combined, Spring Medical Systems offers its clients a number of options. Physicians can either adopt a fully integrated EHR suite from Spring Medical Systems or they can adopt its clinical EMR solutions, SpringCharts™, and have Spring Medical Systems integrate its EMR solution to the physician's existing scheduling, billing and claims management systems. In January 2007, Spring Medical Systems further differentiated itself from competitors by meeting the standards necessary to receive the respected CCHIT certification. Its EHR suite is fully health level 7 (HL7) compatible, with fixed middle ware for easy interface to medical history systems, hospital and commercial laboratories. It is also HIPAA compliant with full access security and tracking capabilities.

**Pipeline**

Interestingly, Spring Medical Systems offers its fully operable EMR system as a free download on a trial basis to physicians over the Internet and has seen strong organic growth as a result of these trials. Spring Medical Systems' solutions are also available via its more than 180 value added reseller channel. The easy to use stylus and tablet PC capability has been shown to reduce the time needed for physician's to enter patient notes. In addition to its nurse and physician charting capabilities, its software enables physicians to meet most of the disease management reports required by the newly implemented pay-for-performance programs. Its e-prescribing capabilities, currently automating the faxing of all typed prescriptions, will be upgraded in Q4 2007 to a direct-to-the-pharmacy solution. It is PC and Macintosh compatible.

**Selected Timeline and Milestones:**

- 2001 – Company incorporated as a provider of Electronic Medical Records (EMR) solutions
- 2002 – Releases SpringCharts™ commercially via the web
- 2003 – Began shipping SpringCharts™ Version 5.0
- February 2004 – Chosen as a Preferred EMR Partner by NDCHealth
- November 2004 – Began shipping Version 7.0
- April 2005 – Brought on new CEO, Jack Smyth
- June 2005 – SpringLabs™ laboratory interface made available
- August 2005 – Exhibited at the AAFP Scientific Assembly
- October 2005 – Began shipping Electronic Health Records (e-HR) Version 8.0
- November 2005 – Featured in Houston's "Fast Tech 50" ranked as 21st fastest growing company
- January 2006 – Partnership with Per Se Technologies established following NDCHealth acquisition
- February 2006 – SpringCharts Exchange established for MacPractice MD
- December 2006 – One of 10 Honoree's of the Rice [University] Alliance IT Venture Forum
- January 2007 – Began shipping e-HR Version 9.0
- January 2007 – SpringCharts version 9 receives CCHIT Certification
- March 2007 – Partnership with McKesson established following Per Se Technologies acquisition
- April 2007 – Creates online e-HR solution through its partnership with Neusoft
- September 2007 – seeking Series A funding

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