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## **NEWS RELEASE**

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### **GREENWAY MEDICAL TECHNOLOGIES' NATIONAL ENTERPRISE INITIATIVE SELECTED FOR MORE THAN 30 PREFERRED PARTNERSHIPS IN 2009**

#### **PrimeSuite Chosen by Hospitals, Medical Centers and Affiliated Physician Hospital Organizations**

*January 26, 2010, Carrollton, Ga.* – Greenway Medical Technologies, Inc., provider of the fully-integrated electronic health record (EHR), practice management and interoperability solution, PrimeSuite<sup>®</sup>, is furthering the advancement of EHR-based health information networks through preferred solution partnerships in the enterprise market segment.

Within Greenway's enterprise initiative, owned and affiliated hospital systems, physician hospital organizations (PHO) and independent physician associations (IPA) have entered licensing, leasing, endorsement and Stark exception implementation pathways to integrate and streamline clinical, financial and administrative functions.

In the last 12 months, Greenway's enterprise EHR and interoperability solutions have been chosen by more than 30 healthcare systems ranging from an eight-hospital medical center to IPAs with 550 and 1,400 providers to medical groups with up to more than 400 affiliated members located in Texas, Colorado, Michigan, Florida, California, Pennsylvania, Mississippi and Kansas, for example.

"Many of the same functionality and service advantages that have paved the way for a decade of success in the practice EHR marketplace, such as our five-star usability rating that accompanied our CCHIT Certified<sup>®</sup> 2011 Ambulatory EHR PrimeSuite 2011, are also providing significant advantage in the enterprise marketplace," said Greenway President Tee Green. "It is our advanced technology platform and interoperability leadership upon

which enterprise customers place incremental value, though I truly believe it is the way we partner with our customers that ultimately earns long-term loyalty, and we are immensely encouraged by our progress in this market segment.”

Genesis Physicians Group in Dallas, the largest IPA in North Texas with more than 1,400 member providers practicing more than 70 medical specialties ([www.genesisdocs.org](http://www.genesisdocs.org)), included Greenway’s *PrimeSuite* into its fully-vetted Value-added Services group purchasing initiative, which allows IPA members to lease *PrimeSuite* from Genesis.

“In time, our physician members’ adoption of integrated EHR and associated health information technologies that support clinical, financial and administrative processes will help enhance community health status through a seamless shared system of critical patient information,” said Ron Lutz, president and CEO of Genesis Physicians Group.

Detroit Medical Center (DMC), a network of eight hospitals and the official provider for the city’s professional sports franchises the Detroit Tigers, Red Wings and Pistons ([www.dmc.org](http://www.dmc.org)), entered a preferred solution endorsement partnership with Greenway whereby DMC is donating a percentage of qualifying EHR technology to the affiliated physicians and medical practices within Stark exceptions. In addition to *PrimeSuite*, DMC is also implementing Greenway’s interoperability solution *PrimeExchange*®.

“By offering Greenway’s solutions to care providers within our network, we add yet another tool to help eliminate medical errors and improve information exchange with our physicians,” said Dr. Leland Babitch, chief medical information officer. “Our goal is to offer a well-rounded array of tools that improve and enhance the ability of our physicians and staff to provide the highest level of patient care throughout our system and the community.”

Bloomsburg Health System in Pennsylvania, consisting of the 72-bed Bloomsburg Hospital and its affiliated Bloomsburg Physician Services ([www.bloomhealth.net](http://www.bloomhealth.net)), is deploying *PrimeSuite* in hospital-based practices to consolidate clinical, financial and administrative functions.

“*PrimeSuite* is a practical system that uses an intuitive interface for efficient reporting,” said Tom Wray, director of MIS. “Our patients truly benefit from this system through increased communications ranging from the registration process, to the physician, to billing.”

Rose Medical Group, a 400-provider PHO affiliated with Rose Medical Center in Denver ([www.rosemedicalgroup.org](http://www.rosemedicalgroup.org)), entered into a preferred solution endorsement offering

PrimeSuite to its affiliated members, as well as PrimeExchange and Greenway's online patient portal PrimePatient®.

Some other recent partnerships include the Bethesda Healthcare System, which includes the 401-bed Bethesda Memorial Hospital in Palm Beach County, Florida; the 43-practice McLean Area Medical Association IPA in Bloomington, Ill.; the 300-provider Boulder Valley IPA in Boulder, Colo.; the seven-hospital network of Mississippi Baptist Health Systems and Baptist Medical Center in Jackson, Miss.; the 109-bed acute care Labette Health System in Parsons, Kan.; and the 150-member Korean American Medical Group in Glendale, Calif..

### **About Greenway Medical Technologies, Inc.**

Greenway Medical Technologies provides the latest in EHR, ambulatory healthcare and clinical research business solutions and services to more than 22,000 healthcare providers nationwide, in 30 specialties and subspecialties, by enhancing the delivery of patient care through innovative HIT software and on-demand services that allow physician practices to function at their highest level of efficiency. Greenway's PrimeSuite is an interoperable component of the integrated physician's infrastructure solution, which serves as the starting point of a long-term business plan for physician practices. PrimeSuite 2011 is a CCHIT Certified® 2011 Ambulatory EHR, additionally certified in CCHIT's Comprehensive program for Child Health and Cardiovascular Medicine with optional Advanced Reporting. PrimeSuite integrates a practice's clinical, financial and administrative processes, and allows practices to increase profitability, enhance patient satisfaction and facilitate adherence to compliance guidelines. Established in 1998, Carrollton, Ga.-based Greenway Medical Technologies is a privately held company with more than 320 employees. For more information about Greenway, visit [www.greenwaymedical.com](http://www.greenwaymedical.com).

Except for the historical information contained herein, the matters discussed in the press release are forward-looking statements within the meaning of the safe-harbor provisions of the Private Securities Litigation Reform Act of 1995. These forward-looking statements are subject to risks and uncertainties that may cause actual results to differ materially, including but not limited to economic, competitive, governmental, and technological factors affecting the company's operations, markets, services and related products, prices, and other factors.

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