



## NEWS RELEASE

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### **GREENWAY MEDICAL TECHNOLOGIES SIGNS 55-PROVIDER ST. CLOUD MEDICAL GROUP**

#### **Physician's Infrastructure Solutions to Serve 300,000 Patients in Central Minnesota**

- St. Cloud's four clinic locations led to couriered paper charts and data entry delays
- Trusted practice's patient volume experienced exponential growth in recent decades
- Multidisciplinary search committee led RFP, demonstration and site visit process
- PrimeSuite EHR, online patient portal and remote data capture application selected for system-wide implementation

*June 28, 2010, Carrollton, Ga.* – Greenway Medical Technologies, Inc. is partnering with St. Cloud Medical Group to provide its single-database electronic health record (EHR), practice management and interoperability solution PrimeSuite®, online portal PrimePatient® and remote clinic PrimeMobile™ to St. Cloud's primary care, urgent care, occupational health, surgical, pediatrics, pain management, and OB/GYN services.

Together, Greenway's physician's infrastructure solutions will help eliminate paper charts, streamline clinical and financial workflows and reduce overall manual entry while empowering and engaging patients in the process, according to Anne Cormier, St. Cloud's director of nursing and patient care services, who served as EHR project manager for the independent, multi-specialty practice.

"We needed to find a system that the doctors would use," said Cormier. "They wanted to feel like they had completed the majority of their work when they left the exam room and have the means to engage the patient in the process. It wasn't about whether the front office would work better than the back office. Practice management is an important piece, but if providers don't use the EHR there's no point in investing in the system."

To find the right solutions, Cormier led a committee of specialty providers and administrators, with input from IT and finance departments beginning in January of 2009. Transition goals ranged from utilizing electronic data to pursue quality indicators; enhancing charge capture; maximizing the receipt of government incentive dollars, including EHR meaningful use stimulus funds; and changing

transcription to data entry for the purpose of capturing reportable information.

For Elaina Lee, MD, FAAP, in St. Cloud's Department of Pediatrics, several aspects of Greenway's functionality led to its selection. "Having a certified product that will allow us to achieve EHR meaningful use is important, and a system designed for clinic use rather than an inpatient solution that has been adapted for the clinic. *PrimeSuite* is also user friendly and implementation involves one-on-one training. Ultimately, Greenway's innovative technology presented like it would meet our needs across all specialties."

"We also wanted to return to seeing the same number of patients per day soon after going live," adds Cormier. "That's why the patient portal is key. We want to engage the patients." *PrimePatient* provides a secure, online ability for pre-registration, appointment scheduling, prescription renewal requests, patient-provider communication and the use of personal health records.

And because St. Cloud providers admit patients to one central hospital, "we wanted the *PrimeMobile* functionality during hospital rounding to access patient records," she said. *PrimeMobile* provides remote access of *PrimeSuite* data, allowing the automated exchange, review and updating of clinical functions, charge capture and other tasks via handheld tablets and Apple's iPhone®, iPad® and iPod touch™ for example.

"We have medical students we're interviewing who have never touched a paper chart," she said, "but we just couldn't do seamless care." To make the change, Cormier's search committee solicited RFPs from six EHR providers, invited four demonstrations, and then embarked on three site visits, a yearlong process that included an invitation to communicate with a Minnesota-area Greenway users group before selecting Greenway's solutions.

"We are excited to be part of this new advancement in the healthcare experience for the St. Cloud Medical Group's patients and providers," said Greenway President and CEO Tee Green. "We are committed to delivering the most advanced customer service in the industry and partnering with customers for the long term. All of our systems and processes have been designed to advance clinical and financial success at the highest level."

"An integrated platform really was one of our main criteria," said Cormier. "Some other candidates said we would not notice the difference but we really did. First and foremost, it was a provider decision. Our providers became advocates for our own population and gained an awareness of their peers, and championed each other in negotiations, and we kept the financials blind throughout the process because our feeling was we were looking for a partner and not a vendor."

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

Greenway Medical Technologies provides innovative EHR, ambulatory healthcare and clinical research business solutions and services to more than 23,000 healthcare providers nationwide, in 30 specialties and subspecialties, by enhancing the delivery of patient care through advanced HIT software and on-demand services that allow physician practices to function at their highest level of efficiency. Greenway's *PrimeSuite* is a comprehensive, interoperability 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 pre-market CCHIT Certified® 2011 Ambulatory EHR, additionally

certified 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 300 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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