

News Release

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Study Reveals an IT Makeover of a Small Healthcare Clinic can Generate Big Returns

Intel, HP, IntelliClear, and a Host of Partners Combine to Demonstrate Financial Returns in Less than Three Months

COLORADO SPRINGS, Colorado, October 18, 2006 – IntelliClear today announced the publication of a case study outlining the results of an IT makeover of a small healthcare clinic in rural Indiana, revealing significant financial returns in less than three months. The makeover was sponsored by Intel Corporation and Hewlett Packard (HP), in partnership with Allscripts, Bradford-Scott Data Corporation, and Microsoft, with IntelliClear playing a prominent role in managing a number of the project's activities. The case study is immediately available from the IntelliClear website at www.intellisclear.com.

Community Medical Center (CMC), a small family-medicine clinic of 11 employees, including one physician and nurse practitioner in Shipshewana, Indiana, was the recipient of the IT makeover. The makeover included HP Compaq tablet PCs with Intel® Centrino® mobile technology, Intel powered, HP Compaq Ultra-slim Desktop PCs with flat-panel monitors, a wireless network using LinkSys wireless access points, HP printers and scanners, and Allscript's Impact.MD – a medical-document imaging and workflow solution. The average age of CMC personnel is 56 years old, prompting CMC office manager Larry Kilgore to claim "if we can do it, anyone can do it."

"This makeover points to significant short and long term financial and operational benefits that can come as a result of installing incremental hardware and software at a small healthcare clinic," says Eric Shuster, President and CEO of IntelliClear. "With a willing staff, supportive management, first-rate and appropriate IT solutions, a phased implementation, and an experienced local service provider, we believe this same result can be replicated at other healthcare settings with excellent results," says Shuster.

Among the benefits identified at CMC in less than three months of operation were the elimination of PC usage wait times, reduced patient wait time and employee overtime, increased patient through-put efficiency, increased patient scheduling flexibility, reduced office clutter, and increased employee morale. The reductions in the cycle time required to treat each patient will soon enable CMC to see more patients, increase revenue, and make more time available for personal consultation. IntelliClear projects the annualized return on investment (ROI) to be less than two years.

IntelliClear was commissioned by Intel and HP to identify the makeover candidate; record the before-and-after operational metrics; design the IT infrastructure; coordinate vendor installation; and develop the final case study. Those interested are encouraged to read the case study for more details on the makeover and its potential applicability to other small healthcare clinics.

About IntelliClear (www.intellisclear.com)

IntelliClear is a market research and business consulting firm committed to the delivery of actionable market intelligence to the global IT community. IntelliClear's mission is to bring clarity to IT market intelligence by delivering results-oriented research, responsive industry experience, and effective data synthesis - leading to confident go-to-market plans. IntelliClear leverages the experiences of seasoned IT and market research professionals, while utilizing its global network of industry consultants and research partners to execute projects across a broad spectrum of disciplines and geographies.