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## PRESS RELEASE

### **Optimed Software chosen as first Approved EMR Vendor in Saskatchewan**

**August 24, 2009, Kelowna, BC** The Saskatchewan Medical Association (SMA) announced that Optimed Software Corporation has been granted "Approved Vendor" status effective September 1, 2009, for Electronic Medical Records (EMR) in Saskatchewan. Optimed's *Accuro(R) EMR* solution is now officially a provincially qualified offering for eligible physician clinics in Saskatchewan. As a result of this approval, eligible clinics that choose *Accuro EMR* can apply for provincial funding through the SMA and Ministry of Health EMR program.

Optimed was one of four EMR vendors to reach the "Preferred Vendor" stage in the Saskatchewan Medical Association's (SMA) request for proposal (RFP) process to provide a set of approved EMR products and is now the first to reach the "Approved Vendor" status.

#### **Saskatchewan completes important step on the path to transforming Healthcare**

The vision of the joint Ministry of Health and SMA EMR Program is to improve patient care and advance the computer automation of physician clinic practices through the adoption of EMR systems which will inter-operate with the province's investments in Electronic Health Record (EHR) systems, and to recognize that physicians will incur ongoing costs in investing in this new technology. Their goal is to have 80% of Saskatchewan's 1,400 fee-for-service and contracted physicians using EMRs within the next 5 years.

Access to clinical data is one of many key benefits of computerization. Among the many benefits, some of the key areas for improvement are a greater coordination and continuity of care among providers, ease of access to information in emergency situations, and a reduction in adverse drug events.

#### **Optimed's *Accuro EMR***

"We are proud to be recognized by the Saskatchewan EMR program as a leading vendor of EMR software" stated Al Hildebrandt, President and CEO. "Optimed, through its parent company QHR Technologies Inc., has invested heavily in the Saskatchewan marketplace. In 2006 we acquired the customer bases of two Saskatchewan physician software systems, *MedSoft* and *Medicentre*. Since then, Optimed has been supporting 530 Saskatchewan physicians on these legacy systems awaiting this announcement to encourage these physicians to upgrade to Optimed's flagship system, *Accuro EMR*, which now qualifies for provincial funding. With our 230 Saskatchewan physicians who are already utilizing *Accuro EMR*, we have 760 physicians (over 50% of the eligible physicians) already supported by Optimed."

Optimed supports over 1,700 physicians in Canada, across British Columbia, Alberta, Saskatchewan, Manitoba and Ontario. 850 of these physicians are on the *Accuro* System.

"Since January 1, 2009, 49 *MedSoft* and *Medicentre* physicians and 28 physicians who were previously using Clinicare or CBS Systems have switched to *Accuro EMR*" reports Fred Chapman, General Manager and VP Sales. With Optimed's recent certifications in Saskatchewan and Manitoba, the general release of *Accuro EMR* version 5.0, *Accuro's* high physician rating on Canadian EMR, and the parent company's appetite for EMR market consolidation, he expects to be the dominant Canadian EMR company within 3 years.

#### **Optimed gearing up to do even more business in Saskatchewan**



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Dennis Coutts, Regional Sales Manager, has been leading the sales effort for Optimed in Saskatchewan since early 2005. His efforts have enabled Optimed to be well-tuned to the needs of Saskatchewan physicians. Optimed has staff in Regina and Saskatoon, with an office at 210 – 2505 11<sup>th</sup> Avenue in Regina.

“We really have made a home for Optimed here in Saskatchewan” said Dennis. “We have worked here for years and have had the support of local physicians every step of the way. Through working with them we have developed a unique understanding of the challenges our healthcare providers face and we have worked together to develop practical solutions that fit the culture and support the quality of Saskatchewan medical care.”

### **About Optimed**

Optimed Software Corporation is a wholly owned subsidiary of QHR Technologies Inc., a public company (TSX-Venture: QHR). Optimed designs, develops, sells, implements and supports *Accuro(R) EMR*, a software system that is utilized by Canadian physicians for the automation of their practices, including their electronic medical records (EMR), billing and patient scheduling activities.

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### Additional Background

Optimed’s website: [www.optimedsoftware.com](http://www.optimedsoftware.com)

SMA website: [www.sma.sk.ca](http://www.sma.sk.ca)

The Saskatchewan Medical Association announced the progress of the Saskatchewan electronic medical records (EMR) program in a President’s Letter that is available at:

<http://www.sma.sk.ca/communications/presletters.aspx>

by clicking on ‘August 19, 2009 (pdf)’ EMR Program update.

Canadian EMR, a website that allows Canadian physicians to rate their EMRs, has consistently shown Accuro EMR as the site’s #1 Highest Ranked EMR throughout 2008 and 2009. To access Canadian EMR, go to [www.canadianemr.ca](http://www.canadianemr.ca) and click on their ‘EMR Vendors’ tab to see rankings.

Although only 23% of physicians in Canada were using EMRs in 2006 according to a survey published in Canadian Healthcare Technology<sup>1</sup>, industry analysts predict that adoption of technology by physicians will be aggressive in the coming years<sup>2</sup>. In large part this is due to the recent availability of funding for physicians in several provinces. Healthcare is a sector targeted for economic stimulation by the Government of Canada. So far Canada Health Infoway has been provided \$2.1 billion to accelerate the development of Electronic Records and other electronic health care initiatives.

For further information, please contact:

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<sup>1</sup> <http://www.canhealth.com/News1060.html>

<sup>2</sup> <http://www.healthcareitnews.com/news/datamonitor-physicians-drive-healthcare-it-spending-growth>



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