



Alphabetical Listing of Vendor / Sponsors

**BridgeIt Solutions**

**Drs**

**Cranel**

**eFileCabinet**

**Etactics, Inc.**

**Fujitsu**

**GBA Health Network Systems**

**GreatAmerica Leasing**

**gloStream**

**Henry Schein Medical Systems**

**InstaMed**

**Kodak**

**McKesson**

**MD Technologies Inc.**

**MEGAS**

**Micro-Office Systems, Inc.**

**Newwave Technologies**

**Practice Insight**

**PSC Info Group**

**RealMed**

VENDOR / SPONSOR DIRECTORY  
2009 ANNUAL MEETING  
CHICAGO



**BridgeIT® Solutions** has been serving the healthcare industry since 1995 with comprehensive reporting, data management, and integration solutions. We provide turnkey solutions from initial needs analysis to implementation, consulting, and support. We currently have comprehensive solutions for the following practice management systems.

The Medical Manager®  
MicroMD®  
GE Centricity®

**Contact: Dwight Williams**

[dwilliams@bridgeitsolutions.com](mailto:dwilliams@bridgeitsolutions.com)

**559.323.0919**

[www.bridgeitsolutions.com](http://www.bridgeitsolutions.com)

NOTES:

---

---

---



Founded in 1985, **Cranel Imaging** is the leading distributor of document imaging, duplication and storage products and services in the US and Canada. Cranel Imaging partners with Value-Added Resellers, Integrators and Service Bureaus to provide them the very best in products, service and support. Cranel Imaging acts as an extension of your business, offering flexible, quality solutions based on your specific needs.

Why Cranel Imaging?

**Total Solutions • Superior Service and Support • Specialty Value-Adds**

**Contact: Monty King**

[mking@cranel.com](mailto:mking@cranel.com)

**614-318-4284**

[www.cranelimaging.com](http://www.cranelimaging.com)

NOTES:

---

---

---

VENDOR / SPONSOR DIRECTORY  
2009 ANNUAL MEETING  
CHICAGO



**Drs** is your complete solution for a paperless office system. Going paperless saves you time, space and money every year by eliminating all the costs of creating, storing and retrieving paper charts. With the many unique features, like the Narrative Writer, Prescription Writer, EOB Manager, Task Manager and Practice Management Interfaces, Drs is so much more than a paperless solution – “It’s a paperless revolution!”

**Contact: Jeff Keiser**     [jkeiser@drsdoc.com](mailto:jkeiser@drsdoc.com)     **954-771-3511**     [www.drdoc.com](http://www.drdoc.com)

NOTES:

---

---

---

---



**eFileCabinet** offers a comprehensive suite of electronic document management and online backup products and services that enable more than 20,000 global users to work quicker, smarter and more efficiently. eFileCabinet delivers

feature-rich solutions to capture, manage and protect business-critical documents and data.

eFileCabinet's Value Added Reseller program gives you the edge with a dynamic suite of tools and resources to help you succeed. Delivering eFileCabinet products and services through a network of qualified technology resellers, reinforces our commitment to providing industry leading solutions that help business and consumer users work smarter and more productively. Visit our website for more information at [www.efilecabinet.com](http://www.efilecabinet.com).

**Contact: Jason Hawks**     [jhawks@efilecabinet.com](mailto:jhawks@efilecabinet.com)     **877-574-5505**     [www.efilcabinet.com](http://www.efilcabinet.com)

NOTES:

---

---

---

---

VENDOR / SPONSOR DIRECTORY  
2009 ANNUAL MEETING  
CHICAGO



Etactics is a premier provider of revenue cycle and cash management solutions for healthcare. Our products and services include the full range of EDI transactions through our web-based clearinghouse.

Our output services have been expanded to convert common patient statements into variable color, trans-promotional documents that market services and collect payment more effectively. Real time address correction is provided through links to CTRAC and LexisNexis. Electronic Bill Presentment and Payment (EBPP) through Connect*Plus* reduces mailing costs and improves turnaround time for payment.

We are excited to use the AIMS VAR annual meeting to launch OpenPM – our web native practice management system developed using open standards. We are seeking to partner with VAR's who share our commitment to customer service and support.

**Contact:** Carl Trownson [ctrownson@etacticsinc.com](mailto:ctrownson@etacticsinc.com) 330-342-0568 [www.etacticsinc.com](http://www.etacticsinc.com)

NOTES:

---

---

---

---



**Fujitsu Computer Products of America, Inc.** (FCPA) is an established leader in the document imaging market, featuring state-of-the-art scanning solutions in the workgroup, departmental, and production-level scanner categories. Fujitsu scanners deliver speed, image quality, and great paper handling, along with easy integration and compatibility with over 200 document imaging applications.

**Contact:** Kathryn Morales [kmorales@us.fujitsu.com](mailto:kmorales@us.fujitsu.com) 312-933-5727 [www.fujitsu.com/us](http://www.fujitsu.com/us)

NOTES:

---

---

---

---

VENDOR / SPONSOR DIRECTORY  
2009 ANNUAL MEETING  
CHICAGO



**GBA Health Network Systems**, a privately-held company since 1984, is dedicated to the modernization and automation of today's medical office. During its 24 years of continuous operation, the company has provided ambulatory solutions to over 10,000 practices nationwide.

GBA's flagship product, MEDfx, is a browser-based Enterprise practice automation solution with a ground breaking design allowing easy integration to any clinical solution – ranging from Electronic Health Records (EHR) to community Health Information Exchange (HIE). Visit us on the web at [www.gbahn.com](http://www.gbahn.com).

Contact: Mark Norris [mnorris@gbahn.com](mailto:mnorris@gbahn.com) 330-286-3990 [www.gbahn.com](http://www.gbahn.com)

NOTES:

---

---

---

---

**gloStream** provides physicians and healthcare facilities with electronic medical record software, electronic prescribing and practice management solutions delivered and supported through a nationwide network of local technology partners

**gloStream** solutions are voice-enabled applications embedded with Microsoft Office that are powerful yet easy-to-use. With a simple user interface, robust voice recognition and single-click access to all patient data, gloStream products help doctors improve patient care by streamlining workflow and creating efficiencies in office administration. gloEMR version 4.0 from gloStream is a CCHIT Certified product for CCHIT Ambulatory EHR 2007.

Contact: John Bamberger [john@glostream.com](mailto:john@glostream.com) 877-456-3671 [www.glostream.com](http://www.glostream.com)

NOTES:

---

---

---

---

VENDOR / SPONSOR DIRECTORY  
2009 ANNUAL MEETING  
CHICAGO



**GreatAmerica** provides financial solutions and selected business services to the Information Technology Professional. Our industry knowledge allows us to develop programs customized to meet your needs. GreatAmerica is an ethically focused company dedicated to developing long-term relationships that allow your business to grow.

Visit our booth for real-time credit decisions and the opportunity to finalize financing on the show floor.

**Contact:** Kim Lenth-Albert [klenth-albert@greatamerica.com](mailto:klenth-albert@greatamerica.com) 800-314-7737 [www.greatamerica.com](http://www.greatamerica.com)

NOTES:

---

---

---



**Proven practice management, EMR and document management solutions from your trusted partner.**

For more than 25 years, Henry Schein Medical Systems has provided stable, mature and affordable software for small practices, large medical groups, community health centers and billing services.

Today, more than 13,500 physicians trust our award-winning MicroMD® solutions to sustain profitability and improve patient care. Exceptionally high client-retention rates give further evidence of Henry Schein Medical Systems' market-leading presence and client-centric focus.

As part of Henry Schein Inc., a Fortune-500 company we are even better positioned to meet our customers' practice needs—from software solutions to medical practice supplies. Led by the original MicroMD management team, we continue to develop the most comprehensive, intuitive solutions available, reflecting our strong commitment to service and the needs of our customers.

**Contact:** Robert Fox [robert.fox@henryschein.com](mailto:robert.fox@henryschein.com) 813-978-0476 [www.micromd.com](http://www.micromd.com)

NOTES:

---

---

---

VENDOR / SPONSOR DIRECTORY  
2009 ANNUAL MEETING  
CHICAGO



**InstaMed** is the industry leading healthcare payments network and platform. InstaMed's mission is to transform the healthcare payment process for healthcare Providers, Payers, Banks and Patients so their payment experience is simple, convenient, reliable and secure.

InstaMed processes all of the healthcare and payment transactions in the healthcare revenue cycle and offers patent pending, integrated healthcare and payment transactions that accelerate the healthcare payment process and reduce the administrative costs to all parties. InstaMed currently supports the healthcare payment processing needs of over 700 hospital and clinic locations; practice management vendors and billing services representing over 50,000 providers; and hundreds of healthcare payers of all sizes. InstaMed is registered with Visa and MasterCard and is certified as a Payment Card Industry Data Security Standards (PCI-DSS) Level One Service Provider. InstaMed is also fully accredited by the Electronic Healthcare Network Accreditation Commission (EHNAC) as a healthcare clearinghouse.

InstaMed is an AHIP Solutions Partner (America's Health Insurance Plans), a member of the C.O.R.E. Initiative (Committee on Operating Rules for Information Exchange), the Medical Banking Project, ASC X12, HBMA (Healthcare Billing & Management Association), Electronic Payments Network ACH Association Services, MGMA's Project SwipeIT (Medical Group Management Association) and WEDI (Workgroup for Electronic Data Interchange).

Contact: Jon Neal [jon.neal@instamed.com](mailto:jon.neal@instamed.com)

866-INSTAMED

[www.instamed.com](http://www.instamed.com)

NOTES:

---

The Kodak logo is the word "Kodak" in its signature red, bold, sans-serif font, centered between two horizontal yellow bars.

Eastman Kodak Company's Document Imaging business manufactures high-quality desktop- to production-level scanners, micrographics equipment and media for customers to aid in the capture, management, merging, sharing, and storage of data and images. Leveraging Kodak's legacy in image science, Document Imaging from Kodak helps customers create more efficient operations, stay competitive, and maximize their return on investment. Through Kodak, companies and institutions eliminate the "paper chase" and achieve greater flexibility and security for their valuable information.

**Kodak** Service & Support delivers world-class, single-source convenience for **Kodak** Products and OEM equipment. Kodak's highly trained service techs handle over 1,000 products from 100+ manufacturers, including capture and storage equipment from Fujitsu, Panasonic, Canon and many more.

Kodak works with imaging partners like 1<sup>st</sup>-in-Scanners' **SoftLink** program to make it easier for resellers to offer **Kodak** Scanners on the reseller's own Web site. Through **SoftLink**, resellers can sell **Kodak** Scanners without having to create or maintain the Web site or be a scanner expert. In this way, the reseller provides a complete hardware/software solution without having to join a group or expend capital.

Contacts:

**Kodak**

Tracy Smith

[tracy.smith@kodak.com](mailto:tracy.smith@kodak.com) 508-634-4707

[www.kodak.com/go/softlink](http://www.kodak.com/go/softlink)

**1st-in-Scanners/Softlink**

1-800-886-6233

[www.1st-in-scanners.com/aimsvar](http://www.1st-in-scanners.com/aimsvar)

NOTES:

---

VENDOR / SPONSOR DIRECTORY  
2009 ANNUAL MEETING  
CHICAGO



McKesson Corporation has been taking care forward for the health care industry for more than 175 years.

As the nation's oldest and largest health care services company, we combine innovation, technology and process knowledge, strong relationships and a business approach based on our ICARE shared principles to give our customers and partners the power to succeed.

**Contact: Dave Diamond** [dave.diamond@mckesson.com](mailto:dave.diamond@mckesson.com) **800-981-8601** [www.mckesson.com](http://www.mckesson.com)

NOTES:

---

---

---

---



**MD Technologies Inc.** is a leading provider of healthcare technology and service solutions to physician practices. Our Company's offerings include Medtopia® Manager, our proprietary practice management software, and a full service Revenue Cycle Management ("RCM") solution. We also partner with other companies to provide EMR and charge capture solutions that are fully integrated with our practice management system.

MD Technologies Inc.'s corporate office is located in Baton Rouge, LA and its subsidiary, MGSI, is located in Tampa, Florida. The Company has over 60 employees and delivers solutions to over 500 physicians in 14 states.

**Contact: William C. Ellison** [wcellison@mdtechnologies.com](mailto:wcellison@mdtechnologies.com) **225-343-716** [www.mdtechnologies.com](http://www.mdtechnologies.com)

NOTES:

---

---

---

---

VENDOR / SPONSOR DIRECTORY  
2009 ANNUAL MEETING  
CHICAGO



**MEGAS** provides both end-user applications and developer toolkits under the **Alpha II** brand. Currently in use by more than 30,000 physician practices and hospitals, the Alpha II software applications focus on accurate coding, compliance, claims editing, and payment analysis – the components of enhanced reimbursement. The Alpha II superior data content, our decades of healthcare experience, and our commitment to superior support help to ensure the success of Alpha II clients.

**Contact:** Marla Harmon [mharmon@megas.net](mailto:mharmon@megas.net)

**850-668-3922 x112**

[www.megas.net](http://www.megas.net)

NOTES:

---

---

---



**Micro-Office Systems** is a leading medical practice management software integrator providing comprehensive solutions and services to medical practices of all sizes. We assist our clients by helping them increase the value of their mission critical medical office software through our innovative custom applications. VARS benefit from Micro-Office Systems' vast experience and suite of tools including – Data Conversions from a variety of Practice Management Systems, HL7 Integration, AnyReport and Toolkits for MicroMD.

This year we are pleased to introduce our Patient Communications Gateway (PCG). PCG acts as a gateway for the practice to communicate with patients outside of the office. It includes statements, appointment reminders, recalls and PHR integration. It communicates with the patients via print/mail, phone calls, texting and email/portal. The PHR we are partnering with initially is NoMoreClipboard. NoMoreClipboard.com is an online, patient-controlled personal health record management system designed to consolidate medical information in one convenient and secure location for easy retrieval and updates. Subscribers can seamlessly transfer personal or family member medical information onto the physician's specific medical forms; reducing the need to complete repetitive medical paperwork. NoMoreClipboard has garnered an early leadership position in the PHR market, being selected as one of only 4 PHRs in the Medicare pilot.

**Contact:** Norman Efroymsen

[normane@micro-officesystems.com](mailto:normane@micro-officesystems.com)

**(800) 929-1170**

[www.micro-officesystems.com](http://www.micro-officesystems.com)

NOTES:

---

---

---

VENDOR / SPONSOR DIRECTORY  
2009 ANNUAL MEETING  
CHICAGO



**NewWave Technologies, Inc.** is a leading nationwide, full-service distributor of check/document imaging, automated data storage, CD/DVD/Blu-ray Disc Publishing solutions, MFP's, Fax's and Panaboards. NewWave markets its products and programs exclusively to value-added resellers, systems integrators, and service bureaus.

NewWave has developed a customer centric, technically skilled sales organization, and a customer service driven infrastructure. We make it our business to help you build yours.

**Contact: Steve Thomas** [sthomas@newwavetech.com](mailto:sthomas@newwavetech.com) (800) 536-5222 [www.newwavetech.com](http://www.newwavetech.com)

NOTES:

---

---

---



Since 1977, we, the founders of **Practice Insight, LLC** have been among the pioneers in the evolution of healthcare automation, devoting our entire careers developing, marketing and supporting medical practices. We have been leaders in the healthcare industry, migrating from mainframes to micros, paper claims to developing a claims clearinghouse and from Unix to Microsoft and Linux based products. We understand how a practice works, and our software is designed to be cost effective and intuitive right down to the user's keystrokes.

In today's complex healthcare market, your practice requires an integrated solution to streamline your workflow and experience an increase in efficiency and productivity. Our products are offered on traditional in-house servers as well as an Internet ASP platform to meet your unique needs. Practice Insight will deliver the products and services to assist your success.

The Practice Insight mission is to develop superior, intuitive, secure, and cost-effective software solutions and services designed for healthcare professionals to improve their patient care and practice productivity.

**Contact: Jim Goerlich** [jgoerlich@practiceinsight.com](mailto:jgoerlich@practiceinsight.com) 832-476-9030 [www.practiceinsight.com](http://www.practiceinsight.com)

NOTES:

---

---

---

VENDOR / SPONSOR DIRECTORY  
2009 ANNUAL MEETING  
CHICAGO



Find and communicate with patients, collect payments and process balances into cash with **PSC** Info Group's **DATAExpress™** Healthcare Solutions. PSC provides patient statement/letter processing and distribution; address standardization and correction services; and automated return mail management solutions. PSC also features an array of web-based services including online bill presentment, delivery and payment and credit/debit card and check processing to streamline the collection of patient self-pay and co-payment balances. With Eastern and Western US Processing facilities, PSC is your single-source solutions provider.

**Contact: Mark Snow**    [msnow@pscinfogroup.com](mailto:msnow@pscinfogroup.com)    **610-650-3955**    [www.pscinfogroup.com](http://www.pscinfogroup.com)

NOTES:

---

---

---

---



**RealMed** is web-based, all-in-one clearinghouse and revenue cycle management solution. Our leading-edge service allows clients to get paid faster, easier and more cost-effectively than they would with a traditional clearinghouse and is compatible with virtually every platform on the market. From real-time benefits determination and FedEx-style claim tracking to robust reporting, patient payment and statement services, RealMed's state of the art application and hands-on approach to customer service significantly impacts practices by maximizing cash flow and reducing work load. Resellers benefit not only from a generous compensation package but more importantly from a reduction in client phone calls and workload, allowing them more time to focus on their core business.

**Contact: Robert Powers**    [robert.powers@realmed.com](mailto:robert.powers@realmed.com)    **937-231-7498**    [www.realmed.com](http://www.realmed.com)

NOTES:

---

---

---

---