

WELLSOFT CORPORATION

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WELLSOFT WORKS

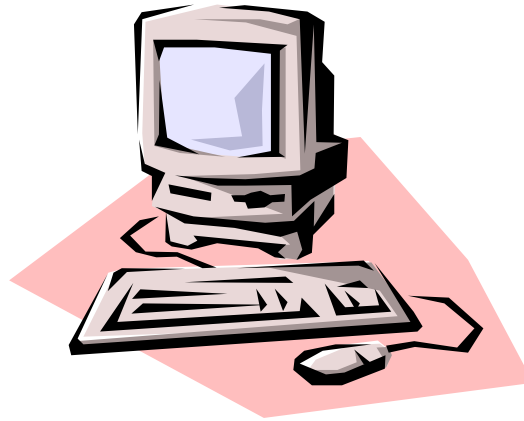
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CITRIX/THIN CLIENT IMPLEMENTED

In an exciting recent development, Wellsoft implemented its new CITRIX option on several registration workstations at Potomac Hospital in Woodbridge, VA. The installation has been a resounding success, streamlining the registration process and enhancing the existing system at Potomac.

CITRIX/Metaframe is the leading thin-client option on the market. Using CITRIX, most processing occurs on the server, rather than the workstation. This means that hardware requirements and IS support for the workstations are minimized.

Ask your Wellsoft representative for details if you would like to know more about our CITRIX option.



"Never have we had such excellent support from a vendor and I've been here 20 years" Diane Latvala,
Director, MIS, Potomac Hospital

TWO NEW INSTALLATIONS

Wellsoft has just completed the installation of new Wellsoft Emergency Department Information Systems at Gundersen Lutheran Hospital in LaCrosse, WI and Pitt County Memorial Hospital (East Carolina University) in Greenville, NC. Both are

phase one implementations including patient tracking, reports, discharge instructions, prescriptions and HL7 compliant ADT interfaces. Nursing and physician documentation and order entry implementations will follow.

WELLSOFT INAUGURAL NEWSLETTER ISSUE

Wellsoft is pleased to present this first issue of Wellsoft Works. We hope to keep our clients up-to-date with new developments of our software and to use this newsletter as a forum to solicit comments on Wellsoft products and services. **Please e-mail us at Feedback@Wellsoft.com** with your questions, comments and suggestions or call us at 800-597-9909.

New Wellsoft Contracts :

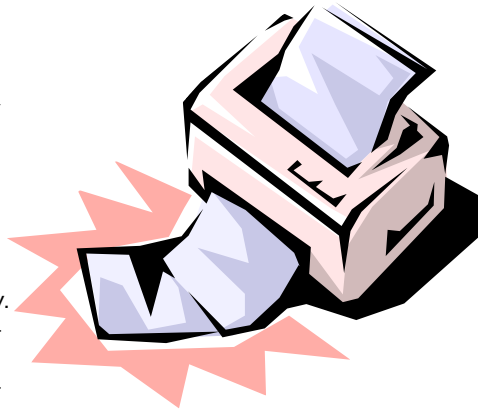
- Carilion Health System of Roanoke, VA including:
Carilion Roanoke Memorial Hospital
Carilion Roanoke Community Hospital
Carilion New River Valley Medical Center
Carilion Franklin Memorial Hospital
Carilion Bedford Memorial Hospital
- FirstHealth of the Carolinas including:
Moore Regional Hospital
Richmond Memorial Hospital
Montgomery Memorial Hospital

Wellsoft welcomes these hospitals to the family of Wellsoft clients. Their implementations will begin soon!

APC CODES NOW INTEGRATED

Ready or not, as of July 1, 2000, APCs are a fact of life in the Emergency Department. Wellsoft's newest version, *ICMS 7.1*, automatically provides APC codes when a procedure is chosen. Wellsoft's documentation module, which provides complete triage, nursing and physician documentation, makes complying with newly enacted APC requirements quick and easy. The clinician simply clicks on the appropriate procedure and the APC code is inserted in the record, ensuring compliance.

APCs, the new Medicare reimbursement method, has significant implications for the Emergency Department. Although currently applicable only to Medicare, many private insurers are expected to follow suit. Procedure codes are grouped into APCs, which are assigned a fixed reimbursement amount.



"Institutions can justify the cost of computerization by analyzing the codes they miss due to lack of documentation." The ABCs of APCs, Nursing Management, October 2000

Without appropriate documentation and coding, reimbursement to the Emergency Department will likely be reduced.

The Wellsoft system has always provided automatic ICD-9 and CPT coding. These features, coupled with triage, nursing, and HCFA-compliant physician documentation, enables hospitals to receive the appropriate reimbursement for the level of care delivered. Adding APCs rounds out a full complement of Wellsoft coding features.

To discuss implementing these features in your Emergency Department, contact your Wellsoft representative or e-mail us at Feedback@Wellsoft.com.

A WORD FROM DENISE HELFAND, VP, SALES & MARKETING

I have had the unique opportunity to be a part of Wellsoft Corporation for the past 8 years. In that time, I have had the pleasure of meeting many of the clinicians and Information Systems specialists that have worked so diligently to help Wellsoft successfully implement systems in Emergency Departments in various regions of the United States. This forum gives me the chance to say thank you to all of you. Our goal is to continue to provide you with the latest in software technologies as they become available. The dynamic nature of Emergency Medicine and Information Technology makes my job as interesting and diverse as our client sites.

UPCOMING EXHIBIT SCHEDULE

Fall 2000

October 23-25, 2000 — ACEP, Scientific Assembly, Philadelphia, PA — Booth 121,1123

November 6-8, 2000 — VHA Emergency Department Conference, Pinehurst, NC

Winter 2001

January 14-16, 2001 — Pennsylvania ACEP EDIS Symposium, New Orleans, LA

February 4-8, 2001 — Annual HIMSS Conference & Exposition, New Orleans, LA Booth 2801

February 21-23, 2001 — ENA Leadership Challenge 2001, Reno, NV

Wellsoft Corporation will be exhibiting it's latest products at the meetings listed. These meetings provide an excellent, time-efficient way to see our newest features and ask questions about our products. We look forward to seeing you there!