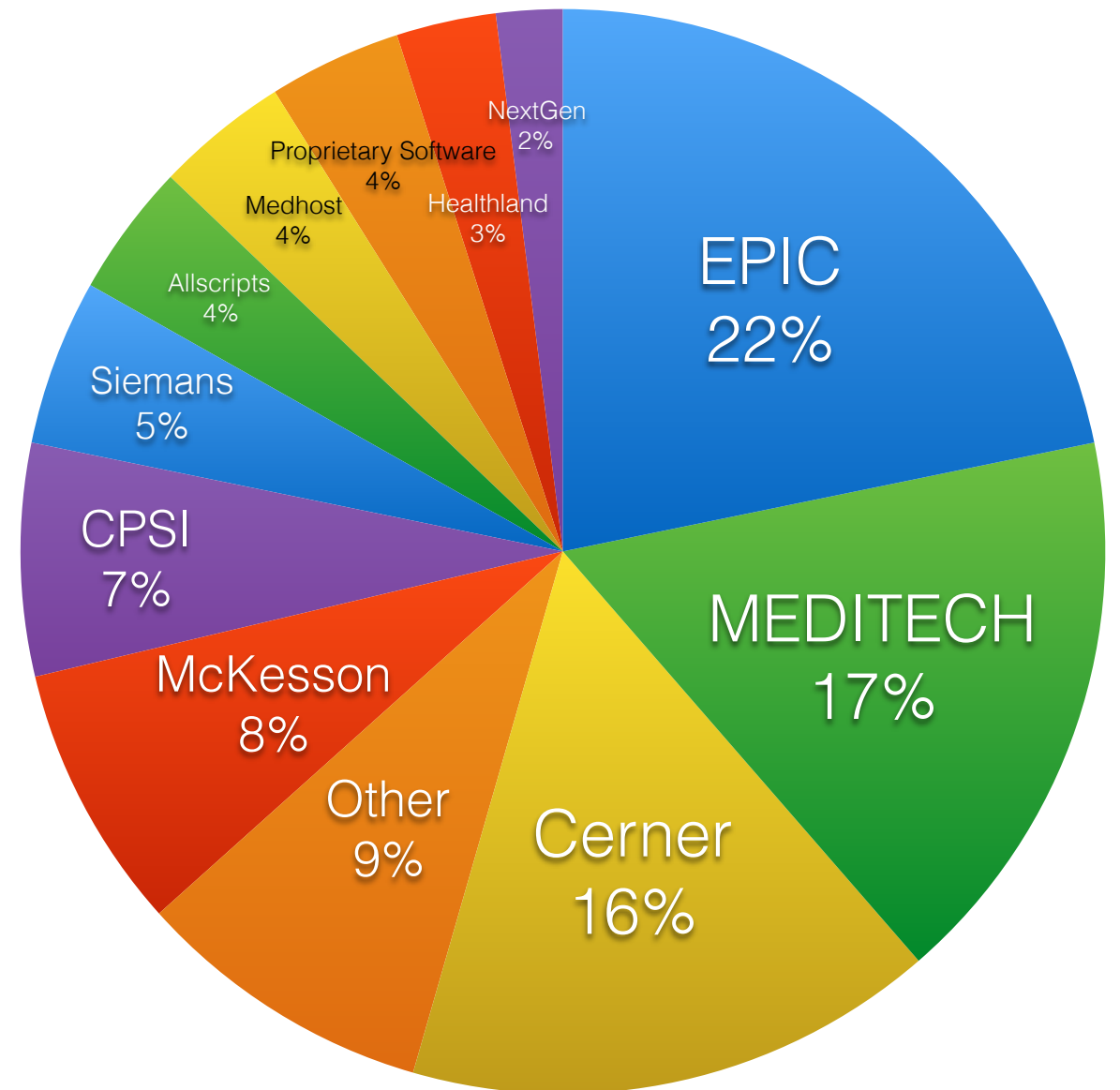




# EHR LANDSCAPE

**Among inpatient settings, Epic has 22% of the market, followed by MEDITECH and Cerner**



**THERE IS NO  
EASY WAY TO  
EXCHANGE  
DOCUMENTS**

**WE PRESENT**

***THE SOLUTION***



***Epic***



Hospitals can  
download our  
*middleware*  
(printer driver)  
which acts as a  
plugin for an  
EHR

# HOW IT WORKS

Step 1

Download &  
install driver



Step 2

Log in to Epic



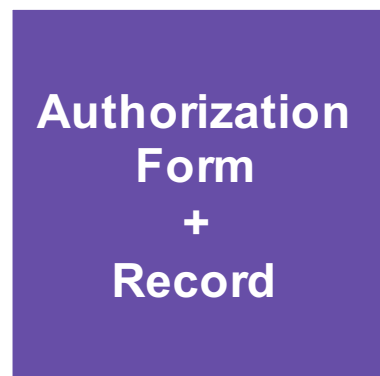
Step 3

Click 'Print' on the  
record of choice



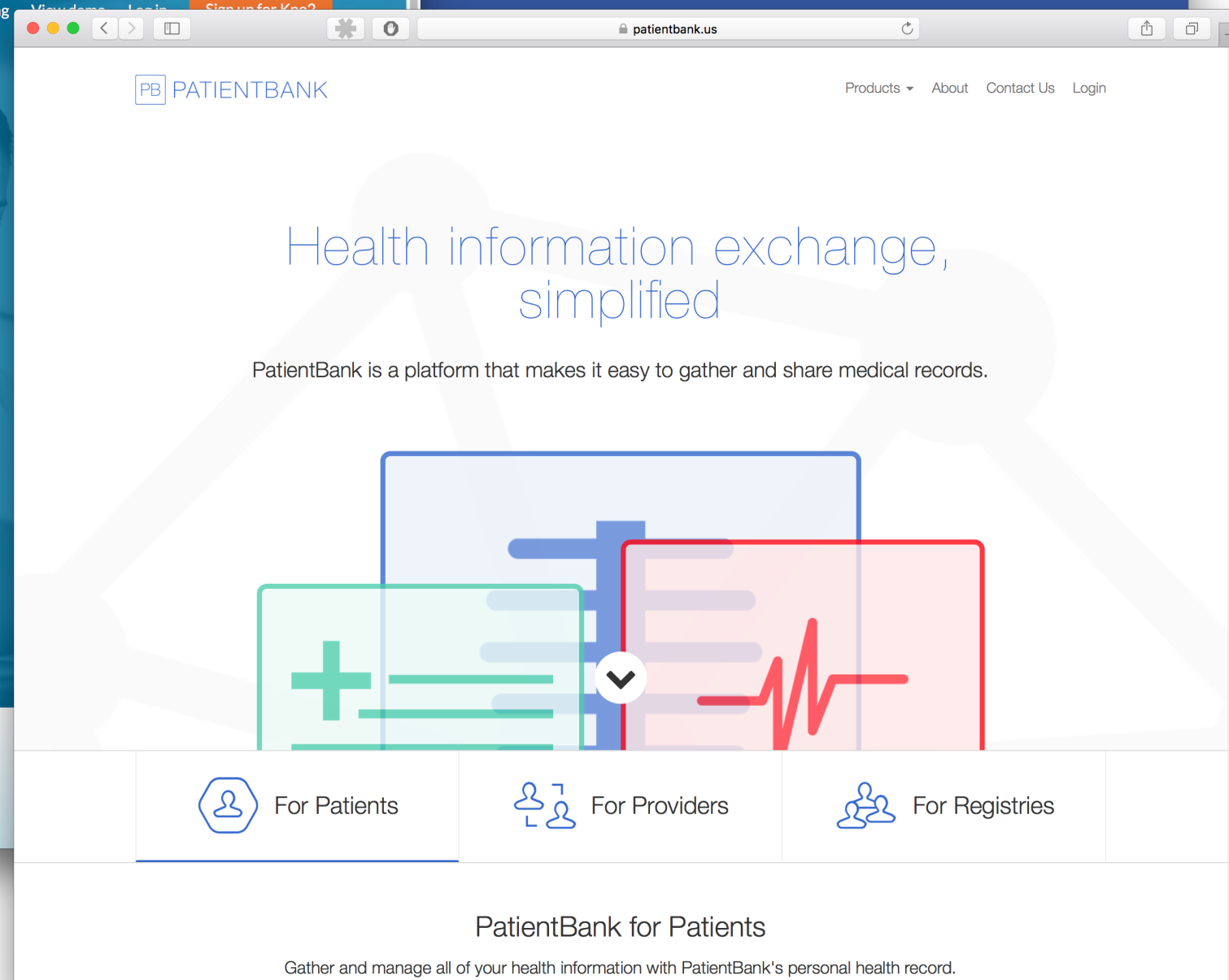
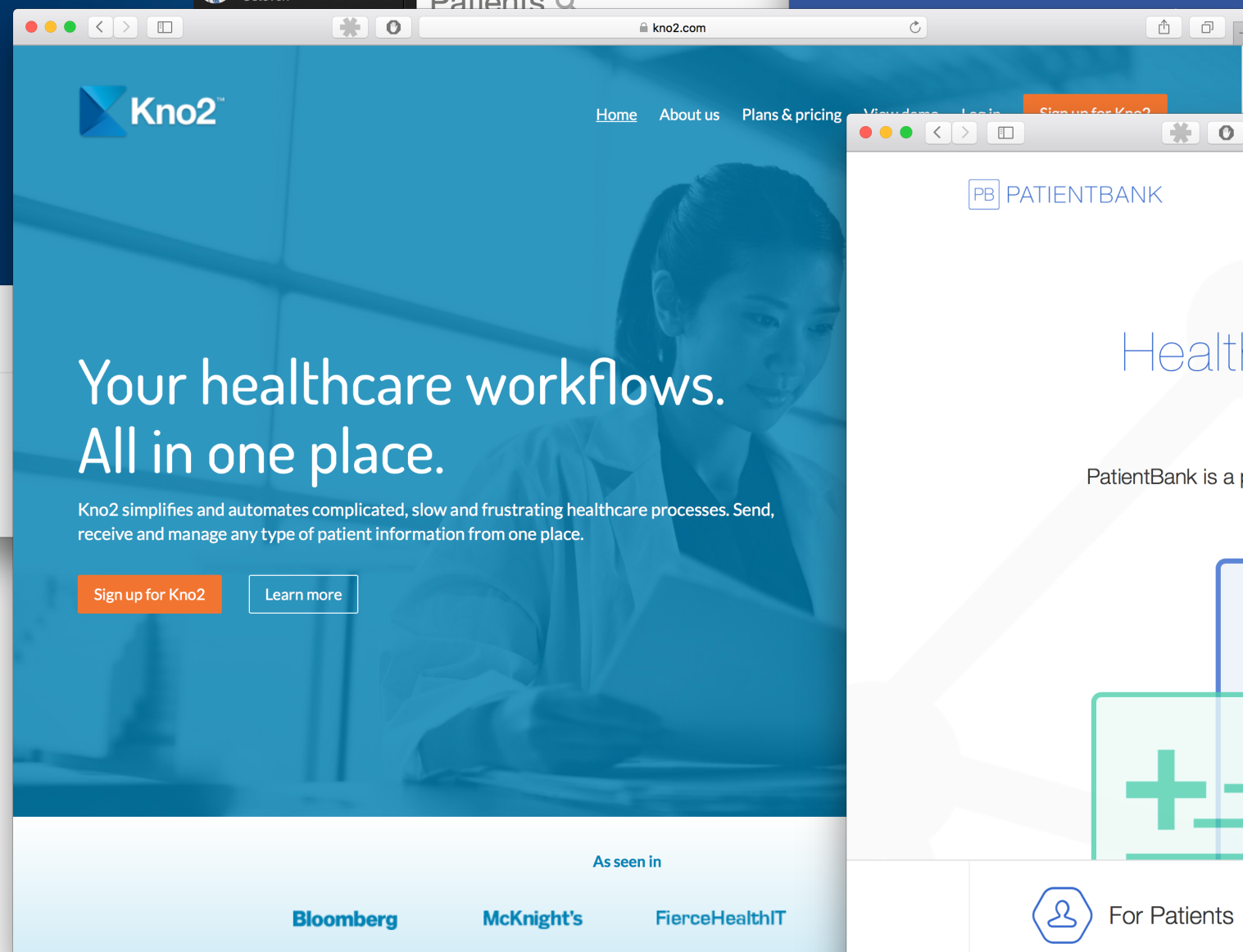
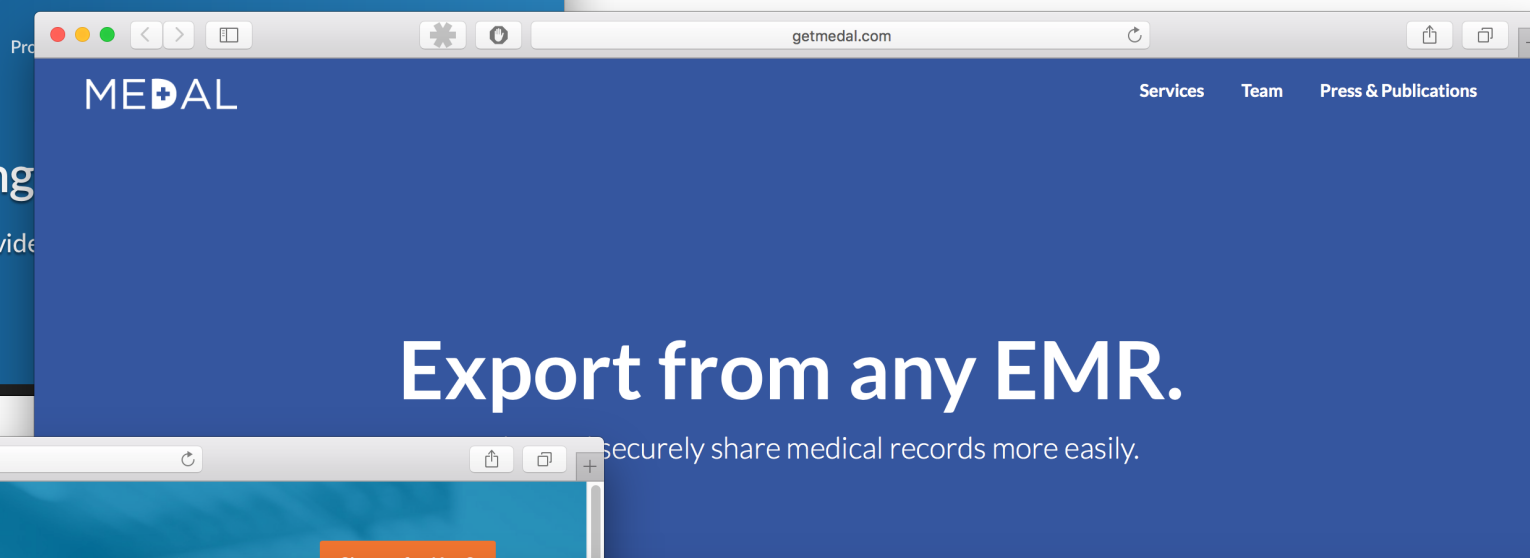
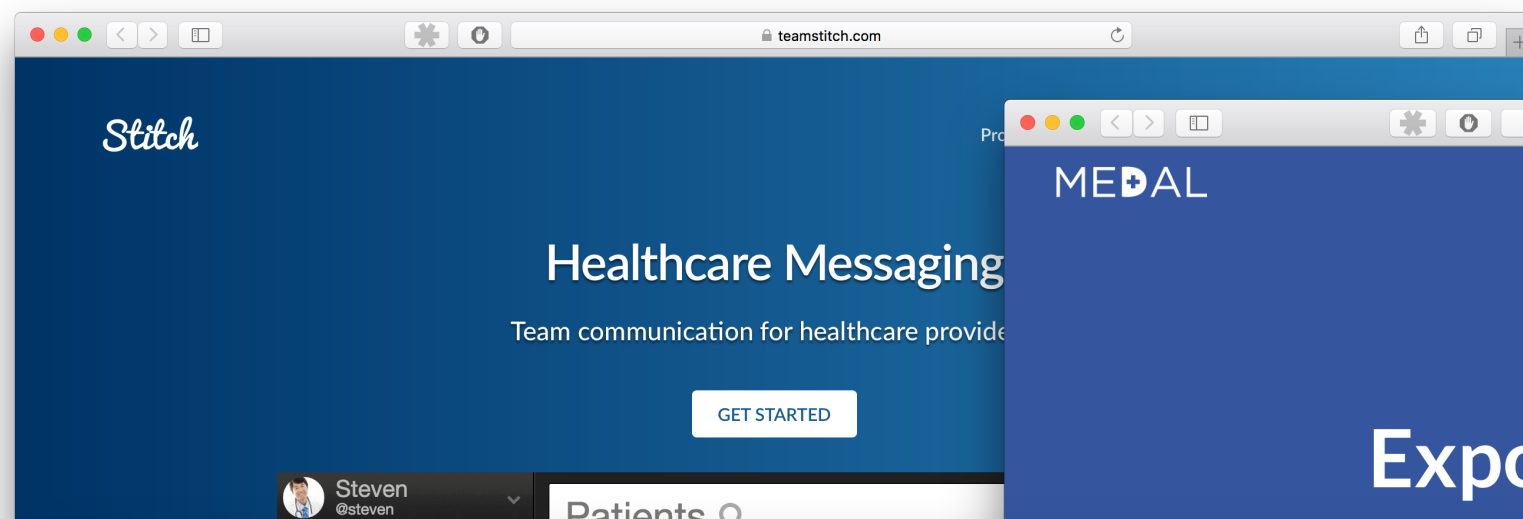
Step 4

Enter fax number  
or email address



# OUR COMPETITION





**SIMPLICITY**

**SO SIMPLE IT JUST  
MIGHT WORK**

# **Data Exchange as a Service**

Target Market	Venue	Costs
25,750 US Outpatient Clinics	\$50/month	Servers (\$25K/month)
5,627 US Hospitals	+\$0.50 per patient/month	Software Development
<b>Target = 10%</b>	Bulk Pricing Offered	Marketing (+\$100K)

# NETWORK EFFECT

**\$4M/month**

# **MILESTONES**



0 Hospitals  
0 Clinics  
0 Clients  
0 Records

+6 Months



Today

Software Purpose  
Built for Yale/EPIC

0 Hospitals  
0 Clinics  
0 Clients  
0 Records

General Purpose, 100%  
Guaranteed Driver

+6 Months



Today

Yale New Haven Hospital  
Yale Interfacing Clinics  
30+ Clients  
10000+ Records

Software Purpose  
Built for Yale/EPIC

General Purpose, 100%  
Guaranteed Driver

+6 Months



Yale New Haven Hospital  
Yale Interfacing Clinics  
30+ Clients  
10000+ Records



+1 year

General Purpose, 100%  
Guaranteed Driver

+6 Months



Yale New Haven Hospital  
Yale Interfacing Clinics  
30+ Clients  
10000+ Records

Processing and  
Understanding  
Exchanged Data



+1 year

Software with  
applications beyond  
the EMR/EHR

**USPTO 62/288,024**

**100% FINISHED  
PRODUCT**

- Problem List
- Medications
- Immunizations
- Demographics
- Communications
- PreEpicEMR
- FYI

- CARDIOLOGY
  - EKG
- PATHOLOGY
  - MEDICAL CYTOLOGY
- OTHERS
  - CYTOLOGY PROCEDURE

Anion Gap	13	
RI IN	10	
	0.5	
	>60 *	
	>60 *	
	93	
	9.4	
	1.8	
	3.5	
	0.27	
	0.11	
	42	
	18	
	23	
	444	
	20.50 *	
	0.65 *	cancelled
	See Below	
	6.1	
	4.1	
	10.6	▼
	32.3	▼
	79	
	25.9	▼
	32.8	▼
	13.3	

Print

General

Select Printer

Add Printer

Microsoft XPS Document Writer

PrintShare (from scmdlink) in session 37

Status: Ready

Location:

Comment: Auto Created Client Printer scmdlink

Preferences

Find Printer...

Page Range

All

Selection

Pages:

Current Page

Number of copies: 1

11

22

33

Print

Cancel





PrintShare

Where would you like to send this document?

Location

☒ Fax

☐ Email

☐ Cloud EMR

Information

Configuration XML


```
<?xml version="1.0" encoding="utf-16"?>
<Context>
  <Config>
    <output>&lt;env:TEMP&gt;\custom-gui-test-ccd44e3a-23b5-49cb-b3c7-a
    <confirmoverwrite>no</confirmoverwrite>
    <confirmnewfolder>no</confirmnewfolder>
    <appendifexists>no</appendifexists>
    <rememberlastfilename>no</rememberlastfilename>
  </Config>
</Context>
```

OK Cancel

**ACCESS**

aws.amazon.com

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# HIPAA Compliance

I'd like information about HIPAA in the Cloud

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Cloud Security

Assurance Programs

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## HIPAA

A large and growing number of healthcare providers, payers and IT professionals are using AWS's utility-based cloud services to process, store, and transmit PHI.


AWS enables covered entities and their business associates subject to the **U.S. Health Insurance Portability and Accountability Act (HIPAA)** to leverage the secure AWS environment to process, maintain, and store protected health information.

AWS offers a **HIPAA-focused Whitepaper** for customers interested in learning more about how they can leverage AWS for the processing and storage of health information. The "Creating HIPAA-Compliant Medical Data Applications with AWS" whitepaper outlines how companies can use AWS to process systems that facilitate HIPAA and HITECH compliance.

## HIPAA Cloud Compliance Customers




HealthCare.gov



aws.amazon.com

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# AWS Cloud Compliance



Assurance programs for finance, healthcare, government ... and more.

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PCI Security Standards Council  
PARTICIPATING ORGANIZATION™

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SOC »




Amazon Web Services Cloud Compliance enables customers to understand the robust controls in place at AWS to maintain security and data protection in the cloud. As systems are built on top of AWS cloud infrastructure, compliance responsibilities will be shared.

By tying together governance-focused, audit-friendly service features with applicable compliance or audit standards, AWS Compliance enablers build on traditional programs; helping customers to establish and operate in an AWS security control environment.

“

AWS was a large driver due to its help with regulatory, both in a business associate agreement, and in helping us to meet HIPAA regulations.

Elizabeth Boudreau  
IT - Senior Manager

CLARITAS  
GENOMICS

”