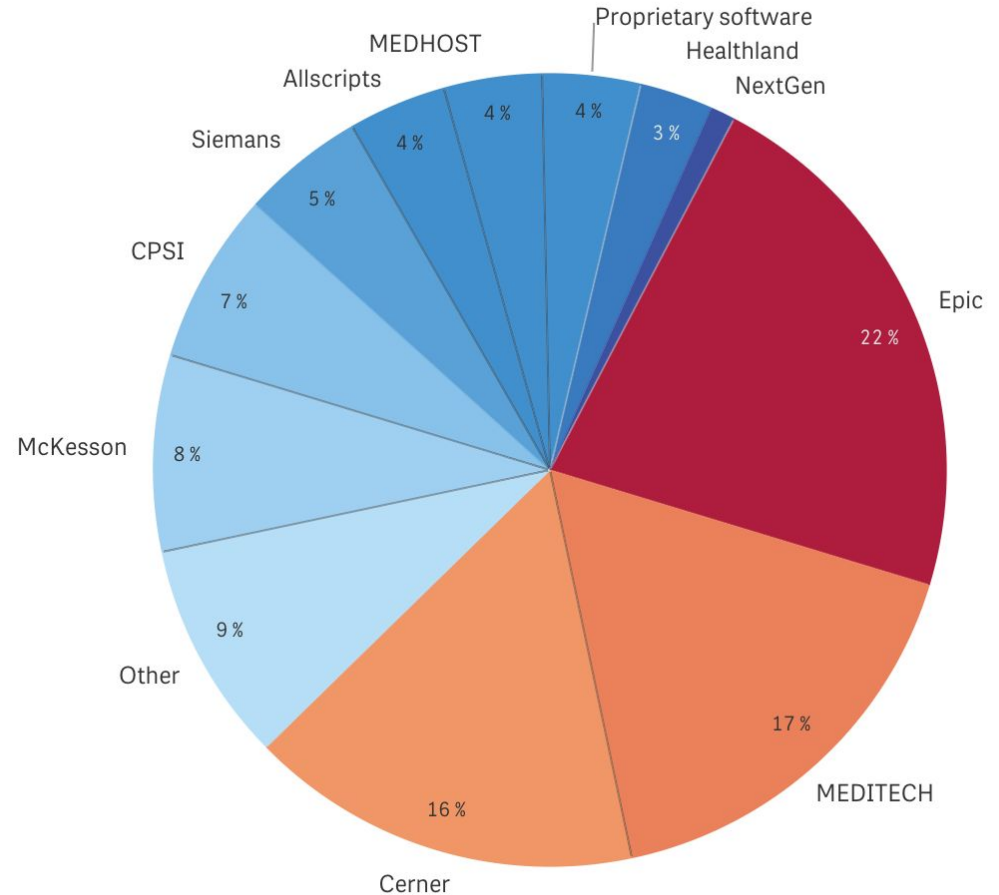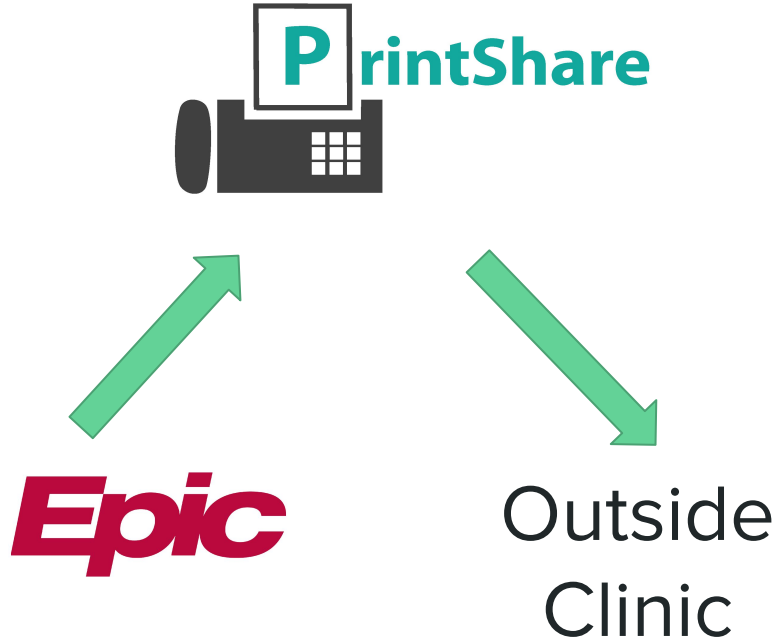# Data exchange is DIFFICULT

EHR landscape

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

Source: Definitive Healthcare 2015

We present...

The solution

PrintShare

Epic → Outside Clinic

Hospitals can download our **middleware** (a printer driver), which acts as a plug-in for an EHR

How it works

Step 1	Step 2	Step 3	Step 4
Download & install driver	Log in to Epic	Click 'Print' on the record of choice	Enter fax number or email address

CARDIOLOGY
EKG
PATHOLOGY
MEDICAL CYTOLOGY
OTHERS
CYTOLOGY PROCEDURE

Anion Gap 13
BUN 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
MCHC 25.9 ▼
32.8 ▼
RDW 13.3

Problem List
Medications
Immunizations
Demographics
Communications
PreEpicEMR
FYI

Print — General

Select Printer

Add Printer
Microsoft XPS Document Writer
PrintShare (from scmmdlink) in session 37

Status: Ready
Location:
Comment: Auto Created Client Printer scmmdlink

Preferences
Find Printer...

Page Range
○ All
○ Selection
○ Pages:

○ Current Page

Number of copies: 1

□ Collate
1 1 2 2 3 3

Print   Cancel

Epic ▾ | Home | In Basket | Patient Station | Chart | Today's Pts | Track Board | » | Tools ▾ | Smartweb | Print ▾ | Secure | Log Out

EpicCare | Search

SnapShot

Chart Review

Review Flowshe...

Results Review

Synopsis

History

Allergies

Problem List

Medications

Immunizations

Demographics

Communications

PreEpicEMR

FYI

Patient Station

More Activities ▶

Printer Share Monitor - Windows Internet Explorer

http://10.0.2.2:8080/ | Bing

Printer Share Monitor

PrintShare

| Latest file | 2016-01-23-17.06.18-09CE422FC88B4C02AA026F6.pdf |

Fax number

Email address

Cloud EMR **PatientBank** ▾

Send

New Results View: Trend results (5 columns loaded; there are more)

AARON A. | My Incomplete Notes | 10:47 AM

7:47 AM
1/24/2016

Business Case: Costs

Target Market	Venue	Our Costs
• 25,750 outpatient clinics • 5,627 hospitals • **Target = 10%**	• $50 monthly fee • +$0.50 per patient per month • Bulk pricing	• AWS ($25k/month) • Software developers ($100k each) • Marketing ($100k) • HR ($100k)

Total Monthly Profit = ~**$4M/month**

Business Case: Potential Competitors

Other EHR Vendors
Other Secure File Transfer Services

The Team

Cooper Pellaton
University of Massachusetts

Undergraduate studying CS with an interest in operating system development

Aaron Abajian, MEd MS
Yale School of Medicine

Medical student with a MS in CS from Stanford and work experience in health informatics

Lincoln Swaine Moore
Yale College

Undergraduate majoring in CS with an interest in health care and politics

Ann Nguyen, MPH
University of Washington

PhD student in Health Services studying physician integration and care coordination

Questions?

amazon
web services

Products   Solutions   Pricing   Software   More ⌄   English ⌄   My Account ⌄   **Create an AWS Account**

HIPAA Compliance

Contact AWS Sales

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.

What Are HIPAA & HITECH?