
Defining the Top 100

This is the 10th year that we've published the *Healthcare Informatics 100*, and our methods and processes, like the industry, have evolved. Gone are the use of direct mailings, faxes and transcription to determine the ranking. Today much of the work is done electronically, and we can devote our time to tracking companies throughout the year to keep our database, and thus the listing we provide, complete and up-to-date.

In early April we invited, via email, the approximately 1,700 companies in our database to complete our online survey.



In it, we requested healthcare IT revenue only, for fiscal year 2002, in millions, in U.S. currency using the conversion rate in effect at end of the company's fiscal year. Then, using the information they supplied, we ranked the companies by healthcare IT revenue. We rely on the companies to submit accurate numbers. The 100 is a valuable resource. By compiling the numbers and reviewing the financial information of top IT companies, we provide insight into where the industry is headed, an awareness that will help you make informed decisions and plan successful strategies for your IT future.

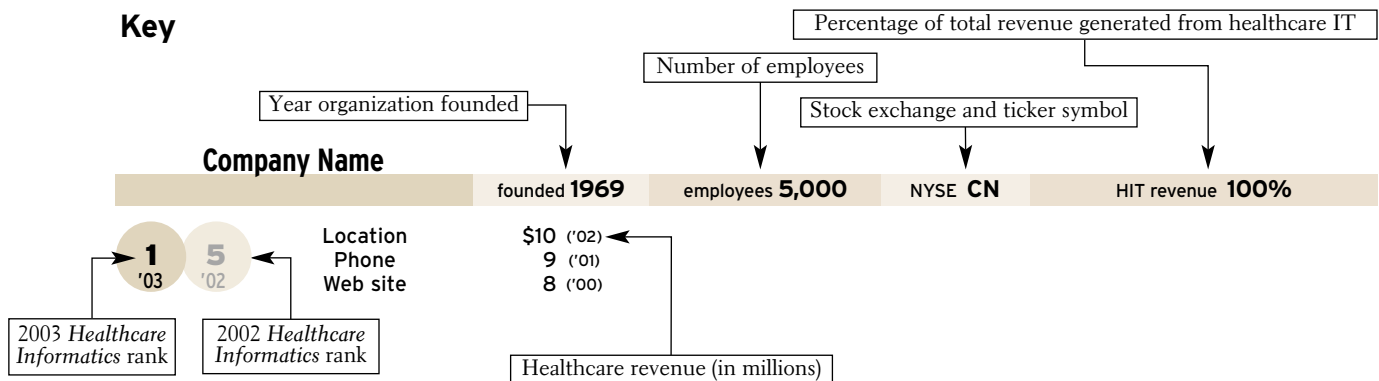
—Cynthia Huff, Executive Editor



Companies (rank) in the *Healthcare Informatics 100* list

3M (24)	Creative Socio-Medics (75)	Infologix (99)	NDCHealth (17)	SeeBeyond (54)
A4 Health Systems (60)	CSC Group (100)	Information Network (58)	NEC America (18)	Source Medical (67)
Accordis (44)	Dairyland (81)	Ingenix (11)	NextGen/QSI (53)	SRC Software (87)
ACS (5)	Daou Systems (56)	Integic (37)	Omega (91)	SSI Group (63)
Allscripts (42)	Deloitte Consulting (15)	InterSystems (39)	Omniceil (36)	StorageTek (55)
AMISYS (80)	Dictaphone (28)	ISH (65)	Park City Solutions (71)	StorCOMM (86)
Antares (47)	Eclipsys (23)	Keane (25)	Patient Care Tech. (97)	Superior Consultant (38)
Blue Diesel (68)	EDS (2)	Kronos (32)	PeopleSoft (22)	Surgical Info. (95)
Cap Gemini Ernst & Young (9)	Epic (30)	Landacorp (73)	Per-Se (16)	Synertech (34)
Captiva (98)	First Consulting (19)	LanVision (95)	Perot (10)	Syntel (61)
CareCentric (76)	GE Medical Systems (1)	Lawson (26)	Philips Medical (2)	Transolutions (72)
CareScience (94)	Health Care Software (92)	McKesson (4)	Picis (70)	Triple G (93)
CareTech (31)	Healthaxis (84)	MEDecision (85)	Planar Systems (40)	TriZetto (20)
Cedara (66)	Healthcare Management Sys. (62)	Medifax-EDI (35)	ProxylMed (74)	VantageMed (79)
Cerner (8)	Healthlink (51)	MediSolution (69)	QuadraMed (27)	ViPS (48)
CMHC (76)	HealthScribe (59)	MEDITECH (21)	Quovadx (45)	Vitalworks (29)
Cognizant (46)	HEALTHvision (78)	Mediware (64)	Salu (83)	Vitria Technology (89)
Companion (41)	HSS (90)	MedQuist (12)	SAS (33)	WebMD (7)
Computer Sciences Corp. (6)	IDX (13)	Merge eFilm (82)	SCC (50)	Wellogic (88)
CPSI (43)	IMPAC (52)	Misys (14)	Sectra Imtec AB (57)	Wyse Technology (48)

Key



IT Companies by Healthcare Revenue (in millions)

GE Medical Systems

Information Technologies

founded **2000** employees **4,500** NYSE GE HIT revenue **100%**

1 '03
2 '02

Milwaukee
(800) 558-5120
www.gemedical.com

1800 ('02)
1600 ('01)
1000 ('00)

Market: Provides solutions to improve care providers' clinical performance in cardiology, patient monitoring, image management; provides clinical information systems to enable integrated EMR

Company Executives: Greg Lucier, Pres./CEO

Electronic Data Systems

(EDS)

founded **1962** employees **140,000** NYSE EDS HIT revenue **10%**

2 '03
3 '02

Plano, Texas
(972) 605-6000
www.eds.com

1700 ('02)
1300 ('01)
- ('00)

Market: Delivers technology solutions to produce structured methodologies, tools facilitating developmental efforts; collaborates with suppliers, clients, competitors to create new offerings worldwide

Company Executives: Michael H. Jordan, Chair/CEO; Jeff Heller, Pres./COO



IT Companies by Healthcare Revenue (in millions)

Philips Medical Systems

		founded 1896	employees 22,000	NYSE PHG	HIT revenue 2.5%
2 '03	4 '02	Andover, Mass. (978) 659-7302 www.medical.philips.com	1700 ('02) - ('01) - ('00)	Market: Provides medical systems, technologies in x-ray, ultrasound, MRI, CT, nuclear medicine, radiation oncology, patient monitoring, resuscitation products, plus a range of services Company Executives: Jouko Karvinen	

McKesson Information Solutions

		founded 1833	employees 6,251	NYSE MCK	HIT revenue 100%
4 '03	5 '02	Alpharetta, Ga. (800) 981-8601 http://infosolutions.mckesson.com	1004 ('02) 930.4 ('01) 1018.4 ('00)	Market: Provider of IT products to help organizations worldwide improve patient safety, reduce cost and variability of care, better manage revenue stream and resources Company Executives: Graham King; Pamela Pure	

ACS Inc.

		founded 1998	employees 11,000	NYSE ACS	HIT revenue 25%
5 '03	9 '02	Dallas (800) 845-5530 www.acs-inc.com	1000* ('02) 540 ('01) 440 ('00)	Market: Provides business process and IT outsourcing solutions to commercial and government clients in 93 countries Company Executives: Mark King; Mark Carney	

*Calendar-year revenue

Computer Sciences Corp. (CSC)

		founded 1959	employees 90,000	NYSE CSC	HIT revenue 7%
6 '03	7 '02	El Segundo, Calif. (610) 251-0660 www.csc.com	819 ('02) 577 ('01) 523 ('00)	Market: Serves all aspects of healthcare industry—provider, payer, pharmaceutical, biotech organizations—globally, in both commercial and public health sectors Company Executives: Van B. Honeycutt, Chair/CEO; Dan Garrett, VP Global Health Solutions	

WebMD Corp.

		founded 1996	employees 5,450	NASDAQ HLTH	HIT revenue 87%
7 '03	6 '02	Elmwood Park, N.J. (201) 703-3400 www.webmd.com	805.9 ('02) 780 ('01) 556.5 ('00)	Market: Provides products, services to streamline administrative/clinical processes, promote efficiency by facilitating information exchange, communication, electronic transactions between participants Company Executives: Martin J. Wygod, Chair/CEO; Roger C. Holstein, Pres.	

Cerner Corp.

		founded 1979	employees 5,000	NASDAQ CERN	HIT revenue 100%
8 '03	8 '02	Kansas City, Mo. (816) 221-1024 www.cerner.com	751.9 ('02) 542.4 ('01) 404.5 ('00)	Market: Uses technology to deliver data vital for effective, real-time decision-making across enterprise and reduce error, variance, waste Company Executives: Neal L. Patterson, Chair/CEO; Trace Devanny, Pres.	

Cap Gemini Ernst & Young

		founded 1967	employees 53,000	PARIS CAP	HIT revenue 26%
9 '03	- '02	New York (917) 934-8000 www.us.cgey.com	700 ('02) 670 ('01) - ('00)	Market: Consultant to one-third of U.S. hospitals, many managed care organizations; specializes in solutions to manage business through technology and process innovation Company Executives: Russ Rudish, provider market; Sean Kenny, payer market	



IT Companies by Healthcare Revenue (in millions)

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Perot Systems Corp.

10 '03 11 '02

Plano, Texas
(972) 577-5000
www.perotsystems.com

founded **1988**
591 ('02)
414 ('01)
263 ('00)

employees **9,000+** NYSE PER
HIT revenue **44%**
Market: Provides full-service consulting, business process and technology-based platforms for healthcare industry, including more than 300 providers and 200 payer organizations
Company Executives: H. Ross Perot; Ross Perot Jr.

Ingenix Inc.

11 '03 10 '02

Salt Lake City
(800) 464-3649
www.ingenix.com

founded **1998**
500 ('02)
447.5 ('01)
375 ('00)

employees **3,250** Private
HIT revenue **100%**
Market: Provides IT products and services that improve delivery and operations of business to diverse customer base within healthcare community
Company Executives: Kevin Pearson; Jeannine Rivet

MedQuist Inc.

12 '03 12 '02

Marlton, N.J.
(800) 233-3030
www.medquist.com

founded **1970**
486.17 ('02)
405.31 ('01)
364.15 ('00)

employees **11,500** NASDAQ MEDQ
HIT revenue **100%**
Market: Provides transcription outsourcing, health information/document management services—including customizable, flexible dictation, transcription, speech recognition, workflow management, medical coding outsourcing
Company Executives: David A. Cohen; Brian J. Kearns

IDX Systems Corp.

13 '03 14 '02

Burlington, Vt.
(888) 439-6584
www.idx.com

founded **1969**
460 ('02)
379.9 ('01)
341.9 ('00)

employees **5,000** NASDAQ IDXC
HIT revenue **100%**
Market: Provides technology to maximize value in delivery of healthcare, improve quality of patient service, enhance medical outcomes
Company Executives: Richard E. Tarrant, Chair; James H. Crook Jr., Pres./CEO

Misys Healthcare Systems

14 '03 13 '02

Raleigh, N.C.
(800) 334-8534
www.misyshealthcare.com

founded **1982**
411 ('02)
272 ('01)
272 ('00)

employees **2,400** London MSY.L
HIT revenue **100%**
Market: Designs, develops, supports comprehensive suite of IT products for physician practices, hospitals, commercial laboratories, homecare providers
Company Executives: Tom Skelton, CEO; Charles Lambert, CFO

Deloitte Consulting

15 '03 - '02

New York
(617) 850-2200
www.deloitte.com

founded **1947**
360 ('02)
325 ('01)
300 ('00)

employees **15,000** Private
HIT revenue **10%**
Market: Provides management consulting, problem-solving for business challenges; consultants work with clients to improve business performance, create competitive advantage
Company Executives: Larry Neiterman

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Per-Se Technologies

16 '03 16 '02

Atlanta
(877) 737-3773
www.per-se.com

founded **1985**
354 ('02)
329 ('01)
310 ('00)

employees **5,000** NASDAQ PSTI
HIT revenue **100%**
Market: Provides healthcare services and IT to help physicians and hospitals optimize revenue and enhance delivery of patient care
Company Executives: Philip M. Pead, Pres./CEO; Chris E. Perkins, EVP/CFO



IT Companies by Healthcare Revenue (in millions)

NDCHealth Corp.

		founded 1967	employees 1,700+	NYSE NDC	HIT revenue 100%
17 '03	15 '02	Atlanta (800) 778-6711 www.ndchealth.com	353.38 ('02) 349.82 ('01) 345.67 ('00)	Market: Provides health information services to pharmacy, hospital, physician, pharmaceutical, payer businesses Company Executives: Walter Hoff, Chair/CEO; Randolph L.M. Hutto, CFO	

NEC America Inc.

		founded 1899	employees 4,500	NASDAQ NIPNY	HIT revenue 20%
18 '03	18 '02	Irving, Texas (214) 262-2436 www.cng.nec.com	273 ('02) 270 ('01) 240 ('00)	Market: Provides voice, data, wireless communications products and solutions to more than 1,300 healthcare facilities in North America Company Executives: Koji Mishigaki; Masao Hibino	

First Consulting Group

		founded 1980	employees 1,775	NASDAQ FCGI	HIT revenue 96%
19 '03	19 '02	Long Beach, Calif. (800) 345-0957 www.fcq.com	271.42 ('02) 258.88 ('01) 236.44 ('00)	Market: Provides consulting, technology, applied research, outsourcing services for healthcare, pharmaceutical and other life sciences organizations in North America, Europe, Asia Company Executives: Luther Nussbaum, Chair/CEO; Steve Heck, Pres.	

TriZetto Group Inc., The

		founded 1997	employees 1,700	NASDAQ TZIX	HIT revenue 100%
20 '03	21 '02	Newport Beach, Calif. (949) 719-2200 www.trizetto.com	265.15 ('02) 218.17 ('01) 89.06 ('00)	Market: Delivers healthcare IT products/services, individually or as suite, proprietary and third-party software—licensed or hosted, e-business applications, consulting services, business services Company Executives: Jeffrey Margolis; John Kao	

MEDITECH*

		founded 1969	employees 2,090	Private	HIT revenue 100%
21 '03	22 '02	Westwood, Mass. (781) 821-3000 www.meditech.com	256.2 ('02) 217.94 ('01) 210.6 ('00)	Market: Provides software to help improve safety, efficiency of care delivery; integration of software to optimize financial, business potential of enterprises Company Executives: A. Neil Pappalardo; Lawrence A. Polimeno	

*Listed as Medical Information Technology Inc. in last year's *Healthcare Informatics 100*

PeopleSoft Inc.

		founded 1987	employees 9,000	NASDAQ PSFT	HIT revenue 12%
22 '03	23 '02	Pleasanton, Calif. (888) 773-8277 www.peoplesoft.com	223.38 ('02) 203.21 ('01) 163.9 ('00)	Market: Provides Internet-based business process management to healthcare organizations; enables effective deployment of materials, finances, human capital management applications to adapt to change Company Executives: Craig Conway, CEO; Kevin Parker, CFO	

Eclipsys Corp.

		founded 1995	employees 1,500	NASDAQ ECLP	HIT revenue 95%
23 '03	20 '02	Boca Raton, Fla. (561) 322-4321 www.eclipsys.com	218.1 ('02) 239.7 ('01) 216.53 ('00)	Market: Provides clinical, financial, management information software and services to healthcare organizations to improve patient safety, operational efficiency, financial outcomes Company Executives: James E. Hall, Vice Chair; Paul L. Ruffin, Pres./CEO	



IT Companies by Healthcare Revenue (in millions)

3M Health Information

Systems		founded 1902	employees 650	NYSE MMM	HIT revenue 100%
24 '03	25 '02	Murray, Utah (800) 367-2447 www.3mhis.com	165.5 ('02) 164 ('01) 154 ('00)	Market: Provides software tools and services that help healthcare organizations capture, classify, manage accurate healthcare data Company Executives: James Burgess, Gen. Man.	

Keane Inc.

		founded 1975	employees 7,500	AMEX KEA	HIT revenue 18%
25 '03	29 '02	Melville, N.Y. (800) 699-6773 www.keane.com/hsd	155.43 ('02) 95.2 ('01) 88.1 ('00)	Market: Uses browser-based technologies to help hospitals, IDNs, long-term care facilities increase efficiency, reduce medical errors, meet regulatory requirements, maximize reimbursement Company Executives: Raymond W. Paris, Senior VP; Alan Gottlieb, VP	

Lawson Software

		founded 1975	employees 2,066	NASDAQ LWSN	HIT revenue 33%
26 '03	26 '02	St. Paul, Minn. (800) 477-1357 www.lawson.com	140* ('02) - ('01) - ('00)	Market: Provides business process software to help services organizations in healthcare, retail, professional, public, financial and other strategic markets achieve competitive advantage Company Executives: Jay Coughlan; Bob Barbieri	

*Approximate

QuadraMed Corp.

		founded 1993	employees 900+	PNK QMDC	HIT revenue 100%
27 '03	27 '02	Reston, Va. (800) 393-0278 www.quadramed.com	128.68 ('02) 132.39 ('01) 149.73 ('00)	Market: Provides healthcare IT and services (e.g., patient and health information management, revenue cycle) to help healthcare professionals deliver optimum care Company Executives: Lawrence P. English, Chair/CEO; Michael S. Wilstead, Pres./COO	

Dictaphone Corp.

		founded 1881	employees 1,500	Private	HIT revenue -
28 '03	31 '02	Stratford, Conn. (888) 350-4836 www.dictaphone.com	122.1 ('02) 88.7 ('01) 82 ('00)	Market: Provides speech recognition and dictation/transcription systems for capture, management, distribution of patient reports Company Executives: Robert G. Schwager, Chair/CEO; Tim S. Ledwick, CFO	

Vitalworks

		founded 1996	employees 659	NASDAQ VWKS	HIT revenue 100%
29 '03	28 '02	Ridgefield, Conn. (800) 278-0037 www.vitalworks.com	114.81 ('02) 107.05 ('01) 101.67 ('00)	Market: Provides radiology, anesthesiology, ophthalmology, dermatology, plastic surgery, podiatry, oncology software and AS/400-based management systems to office/hospital-based specialties, large physician networks Company Executives: Joseph Walsh, Pres./CEO; Stephen Kahane, Vice Chair	

Epic Systems Corp.

		founded 1979	employees 850	Private	HIT revenue 100%
30 '03	37 '02	Madison, Wis. (608) 271-9000 www.epicsystems.com	106.91 ('02) 76.5 ('01) 46.93 ('00)	Market: Develops integrated clinical, access, revenue-cycle software for inpatient and ambulatory environments Company Executives: Judith R. Faulkner; Carl D. Dvorak	



IT Companies by Healthcare Revenue (in millions)

CareTech Solutions Inc.

		founded 1998	employees 400	Private	HIT revenue 100%
31 '03	- '02 Southfield, Mich. (248) 233-3000 www.caretechsolutions.com	99.38 ('02)	Market: Provides healthcare IT outsourcing solutions to improve performance and satisfaction, reduce costs, meet regulations, make measurable contribution to organization Company Executives: James Giordano, Pres./CEO; Philip Spinelli, VP Sales/Marketing		
		77.3 ('01)			
		73.24 ('00)			

Kronos Inc.

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		founded 1977	employees 2,130	NASDAQ KRON	HIT revenue 27%
32 '03	36 '02 Chelmsford, Mass. (800) 225-1561 www.kronos.com	94.05 ('02)	Market: Provides human resources, payroll, scheduling, time and labor solutions Company Executives: Mark S. Ain, CEO; Aron Ain, Exec. VP/COO		
		76.84 ('01)			
		68 ('00)			

SAS Institute Inc.

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		founded 1976	employees 8,978	Private	HIT revenue 7.8%
33 '03	- '02 Cary, N.C. (919) 677-8000 www.sas.com	92.05 ('02)	Market: Delivers business intelligence software and services to create enterprise intelligence, enable accurate and informed decisions Company Executives: Jim Goodnight, Pres./CEO; Jim Davis, Sr. VP/CMO		
		84.18 ('01)			
		54.09 ('00)			

Synertech

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		founded 1986	employees 1,000	Private	HIT revenue 100%
34 '03	30 '02 Harrisburg, Pa. (800) 216-9756 www.synertechsystems.com	91.36 ('02)	Market: ASP and business process outsourcer to healthcare payers; large member base supports wide range of health plans, including consumer-directed programs Company Executives: Steve Rock, Pres./CEO; Brenda Smoker, COO		
		93.3 ('01)			
		74.3 ('00)			

Medifax-EDI Inc.

		founded 1985	employees 600	Private	HIT revenue 100%
35 '03	43 '02 Nashville, Tenn. (800) 444-4336 www.medifax.com	88.28 ('02)	Market: Provides EDI and revenue-cycle management products and services for healthcare providers and payers Company Executives: David F. Bacon Jr., Pres./CEO; R. Robert Horton, Exec. VP, Strategy		
		54.4 ('01)			
		41.5 ('00)			

Omnicell Inc.

		founded 1992	employees 340	NASDAQ OMCL	HIT revenue 100%
36 '03	32 '02 Palo Alto, Calif. (800) 850-6664 www.omnicell.com	87.7 ('02)	Market: Provides supply chain, medication management products for healthcare, including pharmacy and supply systems, Internet-based procurement application, decision support Company Executives: Randall A. Lipps; Dennis Wolf		
		86.9 ('01)			
		67.4 ('00)			

Integic Corp.

		founded 1990	employees 600	Private	HIT revenue 60%
37 '03	39 '02 Chantilly, Va. (800) 874-2344 www.integic.com	85 ('02)	Market: Provides process integration of clinical data with fiscal medical systems; software architect and integration specialist for Department of Defense Military Health System Company Executives: Robert E. LaRose; Girish K. Jindia		
		70 ('01)			
		50 ('00)			



IT Companies by Healthcare Revenue (in millions)

Superior Consultant Holdings Corp.

	founded 1984	employees 600	NASDAQ SUPC	HIT revenue 99%
38 '03	33 '02	Southfield, Mich. (800) 781-0960 www.superiorconsultant.com	84 ('02) 85.1 ('01) 96.6 ('00)	Market: Provides business process and IT outsourcing, IT and management consulting services to healthcare industry Company Executives: Richard D. Helppie, CEO; George Huntzinger, Pres./COO

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InterSystems Corp.

	founded 1978	employees 455	Private	HIT revenue 80%
39 '03	38 '02	Cambridge, Mass. (617) 621-0600 www.intersystems.com	82.66 ('02) 75.55 ('01) 64.73 ('00)	Market: Provides high-performance database systems for Web applications worldwide; flagship product, CACH, offers robust object database, high performance SQL and rich multidimensional access Company Executives: Terry Ragon, CEO/Pres.; John McCormick, COO

Planar Systems

	founded 1983	employees 365	NASDAQ PLNR	HIT revenue 38%
40 '03	- '02	Waltham, Mass. (866) 752-6271 www.planar.com	79.1 ('02) 71.1 ('01) 61.7 ('00)	Market: Develops and markets electronic information display systems, designs and produces flat-panel display products for field applications in medicine and industry Company Executives: Balaji Krishnamurthy, CEO/Pres.; Douglas Barnes, VP Global Manufacturing

Companion Technologies

	founded 1985	employees 410	Private	HIT revenue 100%
41 '03	34 '02	Columbia, S.C. (800) 999-0788 www.companiontechnologies.com	79 ('02) - ('01) - ('00)	Market: Provides data management applications, including practice management, EMRs, claims management, electronic data interchange systems for hospitals, physician practices Company Executives: Harvey Galloway, COO; Craig Klein, CMO

Allscripts Healthcare Solutions

	founded 1986	employees 330+	NASDAQ MDRX	HIT revenue 40%
42 '03	45 '02	Libertyville, Ill. (800) 654-0889 www.allscripts.com	78.8 ('02) 70.75 ('01) 54.98 ('00)	Market: TouchWorks EMR uses wireless PDAs, tablet PCs, desktop workstations to automate prescribing, charge capture, dictation, lab orders/results, patient education, documentation of clinical encounters Company Executives: Glen Tullman; Bill Davis

CPSI

	founded 1979	employees 650	NASDAQ CPSI	HIT revenue 100%
43 '03	40 '02	Mobile, Ala. (800) 711-2774 www.cpsinet.com	73.7 ('02) 59.6 ('01) 50.5 ('00)	Market: Provides complete, fully integrated healthcare information system, including software, hardware, conversion/implementation, support; software modules include financial, clinical, point-of-care products Company Executives: David A. Dye, Pres./CEO; Boyd Douglas, Exec. VP/COO

Accordis*

	founded 1974	employees 300	NASDAQ HMSY	HIT revenue 100%
44 '03	- '02	New York (888) 467-1886 www.accordisinc.com	68.6 ('02) 58.7 ('01) 98.09 ('00)	Market: Provides business office services and reimbursement services, including total outsourcing, A/R management, third-party safety net, EMS/ambulance billing, Medicare bad-debt claiming, Disproportionate Share, IME/GME billing Company Executives: Bill F. Miller; Robert M. Holster

*Formerly Health Management Systems



IT Companies by Healthcare Revenue (in millions)

Quovadx Inc.			founded 1998	employees 455	NASDAQ QVDX	HIT revenue 90%
45 '03	44 '02	Englewood, Colo. (800) 723-3033 www.quovadx.com	57.33 ('02) 46.98 ('01) 9.63 ('00)	Market: Provides business infrastructure software and services, including consulting, enabling Competitive Process Advantage; helps streamline business processes, integrate processes, utilize legacy systems Company Executives: Lorine Sweeney; Gary Scherping		
Cognizant Technology Solutions			founded 1994	employees 6,168	NASDAQ CTSH	HIT revenue 24%
46 '03	50 '02	Teaneck, N.J. (888) 937-2743 www.cognizant.com	55.86 ('02) 41.4 ('01) 25 ('00)	Market: Provides IT services for insurance, financial, healthcare markets; technology, track record, expertise in IT solutions for healthcare organizations Company Executives: Kumar Mahadeva, Chair/CEO; Lakshmi Narayan, Pres./COO		
Antares Management Solutions			founded 1997	employees 700	Private	HIT revenue 74%
47 '03	41 '02	Westlake, Ohio (866) 268-2737 www.antaressolutions.com	54.07 ('02) 58.75 ('01) 24.25 ('00)	Market: Offers IT and business process outsourcing solutions to help clients obtain operating efficiencies and gain competitive advantages Company Executives: Edward Hartzell, CEO; Ken Sidon, Pres.		
ViPS Inc.			founded 1979	employees 350	Private	HIT revenue 100%
48 '03	47 '02	Baltimore (888) 289-8477 www.vips.com	50 ('02) 45.22 ('01) 44.93 ('00)	Market: Provides antifraud, care management, claims management and risk management solutions Company Executives: Jenny Morgan; Art Lehrner		
Wyse Technology			founded 1981	employees 1,000	Private	HIT revenue 30%
48 '03	- '02	San Jose, Calif. (800) 438-9973 www.wyse.com	50 ('02) - ('01) - ('00)	Market: Delivers access to Windows and Web applications; helps manage server-centric computing on existing servers and PCs; provides information access via desktop, mobile thin clients Company Executives: John Stringer, Pres./CEO		
SCC Soft Computer			founded 1979	employees 855	Private	HIT revenue 98%
50 '03	53 '02	Palm Harbor, Fla. (800) 763-8352 www.softcomputer.com	48.7 ('02) 37.7 ('01) 40.2 ('00)	Market: Offers integrated suite of laboratory and clinical information systems; architecture accommodates heavy test volumes, multisite labs, core/reference lab environments Company Executives: Gilbert Hakim, CEO; Jean Hakim, Pres.		
Healthlink Inc.			founded 1992	employees 256	Private	HIT revenue 100%
51 '03	54 '02	Houston (800) 223-8956 www.healthlinkinc.com	46.11 ('02) 35.82 ('01) 17.65 ('00)	Market: Provides IT and process redesign consulting services to help healthcare organizations realize tangible business and clinical value from IT-enabled investments Company Executives: Ivo Nelson, CEO; Roger Huseman, CFO		

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IT Companies by Healthcare Revenue (in millions)

IMPAC Medical Systems Inc.

		founded 1990	employees 266	NASDAQ IMPC	HIT revenue 100%
52 '03	55 '02	Mountain View, Calif. (888) 464-6722 www.impac.com	45.7 ('02) 33.9 ('01) 27.8 ('00)	Market: Provides comprehensive healthcare IT suite to streamline clinical and business operations, including specialized electronic charting, practice management, laboratory management, outcomes reporting Company Executives: Joe Jachinowski; Jay Hoey	

NextGen Healthcare/Quality Systems Inc.

		founded 1974	employees 243	NASDAQ QSII	HIT revenue 100%
53 '03	52 '02	Horsham, Pa. (215) 657-7010 www.nextgen.com	44.42 ('02) 39.94 ('01) 36.37 ('00)	Market: Develops and supports software and systems for medical and dental group practices and networks Company Executives: Louis Silverman, Pres./CEO; Patrick Cline, Pres./NextGen	

SeeBeyond

		founded 1989	employees 785	NASDAQ SBYN	HIT revenue 37%
54 '03	- '02	Monrovia, Calif. (800) 425-0541 www.seebeyond.com	39.2 ('02) 38.4 ('01) 23.5 ('00)	Market: Delivers network for rapid assembly, deployment of enterprise-scale end-user applications built on existing systems and infrastructure Company Executives: Jim Demetriades, Pres./CEO; Ray Lane, Chair	

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StorageTek

		founded 1969	employees 7,000	NYSE STK	HIT revenue 2%
55 '03	69 '02	Louisville, Colo. (303) 673-5151 www.storagetek.com	38 ('02) 28 ('01) 10 ('00)	Market: Provides technology for information life-cycle management of health-care data Company Executives: Pat Martin; Bobby Kocal	

Daou Systems Inc.

		founded 1987	employees 225	OTC DAOU	HIT revenue 100%
56 '03	51 '02	Exton, Pa. (800) 578-3268 www.daou.com	37.94 ('02) 41.08 ('01) 63.75 ('00)	Market: Provides consulting and management services to healthcare organizations in design, deployment, support of IT infrastructure and application systems Company Executives: Daniel J. Malcolm; Vincent K. Roach	

Sectra Imtec AB

		founded 1978	employees 70	ST SECTb*	HIT revenue 80%
57 '03	- '02	Linköping, Sweden +46 13 23 52 00 www.sectra.se /medical	33.65 ('02) 21.15 ('01) 12.48 ('00)	Market: Provides system solutions for digital radiology worldwide Company Executives: Jan-Olof Brüer; Torbjörn Kronander	

*Stockholm exchange

Information Network Corp.

		founded 1983	employees 222	Private	HIT revenue 100%
58 '03	65 '02	Phoenix (800) 423-4421 www.incsystem.com	31.47 ('02) 24 ('01) 18.55 ('00)	Market: Provides outsourced business and application services to small and medium-size public sector health benefit organizations Company Executives: William Hagan, CEO; Ronald Kuznicki, CTO	



IT Companies by Healthcare Revenue (in millions)

HealthScribe Inc.		founded 1991	employees 600	Private	HIT revenue 100%
59 '03	64 '02	Sterling, Va. (888) 591-9984 www.healthscribe.com	31.45 ('02) 25.8 ('01) 20.18 ('00)	Market: Provides Internet-enabled outsourced medical transcription to hospitals, healthcare systems, clinics, physician practices Company Executives: Michael King, Chair/CEO; Dave Ehrhardt, Pres.	
A4 Health Systems		founded 1971	employees 220	Private	HIT revenue 100%
60 '03	56 '02	Cary, N.C. (888) 672-3282 www.a4healthsystems.com	31 ('02) 23 ('01) 20 ('00)	Market: Delivers EMRs to acute-care, ambulatory settings for consolidated clinical, financial, administrative patient information management Company Executives: John P McConnell, CEO; Petra Weishaupt-Smith, CFO	
Syntel Inc.		founded 1980	employees 3,000	NASDAQ SYNT	HIT revenue 19%
61 '03	- '02	Troy, Mich. (248) 619-3503 www.syntelinc.com	30.59 ('02) - ('01) - ('00)	Market: Delivers e-business and applications outsourcing services, including e-business development and integration, wireless, data warehousing, e-customer relationship management, application development Company Executives: Bharat Desai; Atul Kunwar	
Healthcare Management Systems Inc.		founded 1984	employees 265	Private	HIT revenue 100%
62 '03	58 '02	Nashville, Tenn. (800) 383-3317 www.hmsmonitor.com	30.5 ('02) 28 ('01) 23.2 ('00)	Market: Provides information systems, specializing in development, support of integrated financial and clinical systems to multifacility organizations and community-based medical/surgical, behavioral, and specialty hospitals Company Executives: Tom Givens, Pres.; John Doss, Exec. VP	
SSI Group Inc., The		founded 1988	employees 300+	Private	HIT revenue 100%
63 '03	58 '02	Mobile, Ala. (800) 880-3032 www.thessigroup.com	30.3 ('02) 29 ('01) 28 ('00)	Market: Provides IT for revenue management of claims transactions, from admissions/eligibility through claims status and auditing, document management and collections Company Executives: Bobby E. Smith, Pres./CEO; Jimmy Lyons, CFO	
Mediware Information Systems Inc.		founded 1970	employees 187	NASDAQ MEDW*	HIT revenue 100%
64 '03	63 '02	Lenexa, Kan. (800) 255-3057 www.mediware.com	30.09 ('02) 26.16 ('01) 26.71 ('00)	Market: Provides clinical software to hospital pharmacy, OR, blood bank for patient safety management Company Executives: George J. Barry; Mike Crabtree	
*Also PSE: MEDW					
ISH Inc.		founded 1989	employees 178	Private	HIT revenue 98%
65 '03	60 '02	West Orange, N.J. (800) 284-8018 www.ishinc.com	30.06 ('02) 28.1 ('01) 24.3 ('00)	Market: Provides consulting and implementations to healthcare industry through full-time operations logistics, clinical and IT specialists Company Executives: Jeffrey J. Uliano, Pres./CEO; Victor N. Ayers, Exec. VP	



IT Companies by Healthcare Revenue (in millions)

Cedara Software Corp.

		founded 1982	employees 257	NASDAQ CDSW*	HIT revenue 100%
66 '03	46 '02	Mississauga, Ontario (800) 724-5970 www.cedara.com	29.74 ('02) 30.74 ('01) 37.64 ('00)	Market: Develops and markets clinical workflow software for diagnostic imaging, image management, image-guided therapy; provides imaging and informatics technology to healthcare OEMs and VARs Company Executives: Abe Schwartz, Pres./CEO; Fraser Sinclair, CFO	

*Also TSX: CDE

Source Medical Solutions Inc.

		founded 2000	employees 435	Private	HIT revenue 100%
67 '03	86 '02	Birmingham, Ala. (800) 719-1904 www.sourcemed.net	28 ('02) 10 ('01) 8.1 ('00)	Market: Provides information solutions for ambulatory surgery centers, surgical hospitals, rehabilitation therapy clinics, radiology facilities, physician practices Company Executives: P. Daryl Brown; Michael A. Plaia	

Blue Diesel

		founded 1995	employees 41	Private	HIT revenue 87%
68 '03	42 '02	Westerville, Ohio (614) 540-4226 www.bluediesel.com	26.8 ('02) 51.7 ('01) 56 ('00)	Market: Interactive communications company that blends marketing, technology, creative design to provide evidence-based interactive solutions to enhance marketplace performance Company Executives: John Racik; Kelly Gratz	

MediSolution Ltd.

		founded 1994	employees 345	TSX MSH	HIT revenue 100%
69 '03	- '02	Montreal (800) 361-4187 www.medisolution.com	26.53 ('02) 42.62 ('01) 41.95 ('00)	Market: Markets comprehensive suite of information systems and professional services to healthcare industry in Canada and United States Company Executives: Allan D. Lin, Pres./CEO; Scott Boulas, Pres./MediSolution-USA	

Picis

		founded 1973	employees 250	Private	HIT revenue 100%
70 '03	- '02	Wakefield, Mass. (781) 557-3000 www.picis.com	26 ('02) 17 ('01) 14 ('00)	Market: Delivers total perioperative automation; provides real-time clinical, administrative information to surgery, anesthesia departments Company Executives: Todd Cozzens, CEO; Joe Smith, Pres.	

Park City Solutions

		founded 1999	employees 240	Private	HIT revenue 100%
71 '03	68 '02	Midway, Utah (435) 654-0621 www.parkcitysolutions.com	25.5 ('02) 21.1 ('01) 22.7 ('00)	Market: Provides healthcare consulting and e-health integration—of technology, process, people, business practice—to build custom solutions Company Executives: Terry A. Pitts; R. Scott Holbrook	

Transolutions Inc.

		founded 1994	employees 300	Private	HIT revenue 100%
72 '03	- '02	Lake Bluff, Ill. (847) 574-2175 www.transolutions.net	25 ('02) 17 ('01) 13 ('00)	Market: Collects, integrates, analyzes medical information; creates proprietary products to meet healthcare needs for detail and efficiency; develops text-based, value-added products, services Company Executives: Richard Cussigh; David Navin	



IT Companies by Healthcare Revenue (in millions)

Landacorp Inc.

		founded 1982	employees 150	NASDAQ LCOR	HIT revenue 100%
73 '03	74 '02	Atlanta (404) 531-9956 www.landacorp.com	23.4 ('02) 15.96 ('01) 13.76 ('00)	Market: Population health management company delivers chronic condition management solutions, comprehensive medical management software to help organizations improve health outcomes, manage costs Company Executives: Gene Miller, Pres./CEO; Mark Rapoport, COO/CFO	

ProxyMed Inc.

		founded 1989	employees 450	NASDAQ PILL	HIT revenue 45%
74 '03	49 '02	Fort Lauderdale, Fla. (800) 997-7699 www.proxymed.com	22.4 ('02) 16.9 ('01) 10.1 ('00)	Market: Provides business solutions for physician offices, healthcare institutions; automate financial, administrative, clinical transactions using ProxyNet—secure, proprietary national electronic information network Company Executives: Michael Hoover, Chair/CEO; Nancy Ham, Pres./COO	

Creative Socio-Medics Corp.

		founded 1968	employees 160	NASDAQ NTST	HIT revenue 100%
75 '03	72 '02	Islip, N.Y. (800) 421-7503 www.csmcorp.com	22.13 ('02) 18.1 ('01) 20.6 ('00)	Market: Provides information systems solutions to health and human services industry Company Executives: Jerry Koop; James Conway	

CareCentric

		founded 1969	employees 160	OTC BB CURA	HIT revenue 100%
76 '03	- '02	Atlanta (800) 254-9872 www.carecentric.com	22 ('02) 20.4 ('01) 19.6 ('00)	Market: Provides home health, hospice, home medical equipment, home care pharmacy software for home healthcare industry Company Executives: John R. Festa, Pres./CEO; Mark Kulik, Sr. VP Sales/Marketing	

CMHC Systems Inc.

		founded 1978	employees 185	Private	HIT revenue 100%
76 '03	67 '02	Dublin, Ohio (800) 434-2642 www.cmhc.com	22 ('02) 17 ('01) 18 ('00)	Market: Provides information management, clinical and executive decision support, practice management products and services for behavioral health, human services organizations Company Executives: John A. Paton, Pres./CEO; Alistair Deakin, Exec. VP	

HEALTHvision Inc.

		founded 1999	employees 150	Private	HIT revenue 100%
78 '03	- '02	Irving, Texas (972) 819-4000 www.healthvision.com	21.94 ('02) 17.58 ('01) 12.67 ('00)	Market: Develops Web-based applications, portals to help healthcare organizations address needs of physicians, patients, consumers, employees Company Executives: Scott Decker, CEO; Byron Jobe, CFO	

VantageMed

		founded 1997	employees 215	OTC BB VMDC	HIT revenue 100%
79 '03	66 '02	Rancho Cordova, Calif. (877) 879-8633 www.vantagemed.com	21.7 ('02) 23.9 ('01) 23.9 ('00)	Market: Provides practice management, computerized medical records, electronic services to healthcare providers nationwide Company Executives: Richard M. Brooks; Gregory B. Hill	



IT Companies by Healthcare Revenue (in millions)

AMISYS

		founded 1976	employees 150	Private	HIT revenue 100%
80 '03	- '02	Rockville, Md. (301) 251-8600 www.amisysllc.com	21.57 ('02) - ('01) - ('00)	Market: Offers information management software applications, Web capabilities, automation of critical business processes to healthcare payers; HP-UX platform Company Executives: Steve Rock, Pres./CEO; Kathleen McCarthy, COO	

Dairyland Healthcare Solutions

		founded 1980	employees 170	Private	HIT revenue 100%
81 '03	70 '02	Glenwood, Minn. (800) 323-6987 www.dhsnet.com	20.9 ('02) 19.3 ('01) 18.3 ('00)	Market: Provides financial and clinical information system to community and specialty hospitals Company Executives: Alan J. Grundei, Pres./COO; Mark Middendorf, VP Sales	

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Merge eFilm*

		founded 1987	employees 130	NASDAQ MRGE	HIT revenue 100%
82 '03	75 '02	Milwaukee (414) 977-4000 www.merge-efilm.com	20.79 ('02) 15.74 ('01) 12.61 ('00)	Market: Provides integrated healthcare image and information workflow solutions to create filmless workflow environment, address clinical imaging needs across enterprise Company Executives: Richard A. Linden; William C. Mortimore	

*Listed as Merge Technologies Inc.
in last year's *Healthcare Informatics* 100

Salu Inc.

		founded 1995	employees 56	Private	HIT revenue 100%
83 '03	- '02	Granite Bay, Calif. (888) 288-7258 www.salu.com	20.3 ('02) 8.21 ('01) 2.15 ('00)	Market: Provides digital solutions to enhance practice efficiencies for physicians via medical specialty hub platform; pharmaceutical, biotechnology, medical device partners increase reach Company Executives: Jim Steeb, Pres./CEO; Kyle Farmer, Exec. VP/COO	

Healthaxis Inc.

		founded 2000	employees 250	NASDAQ HAXS	HIT revenue 100%
84 '03	48 '02	Irving, Texas (800) 519-0679 www.healthaxis.com	19.82 ('02) 23.11 ('01) - ('00)	Market: Technology and business process services company providing Web-based connectivity, imaging, data capture services and applications for health benefit administration and distribution payer market Company Executives: James W. McLane; John Carradine	

MEDecision Inc.

		founded 1988	employees 130	Private	HIT revenue 100%
85 '03	81 '02	Wayne, Pa. (610) 254-0202 www.medecision.com	17.67 ('02) 12.35 ('01) 10.79 ('00)	Market: Provides integrated medical management software for managed care organizations; platform components are: analytics/disease management, advanced medical management/transactioning, automated authorizations Company Executives: David St. Clair, CEO; John Capobianco, CMO	

StorCOMM Inc.

		founded 1995	employees 53	Private	HIT revenue 100%
86 '03	- '02	Jacksonville, Fla. (888) 731-0731 www.storcomm.com	17.33 ('02) 5.1 ('01) 3.35 ('00)	Market: Provides clinical image management systems that integrate HL7, DICOM, non-DICOM data with workflow management, security enterprisewide—from teleradiology to orthopedic stitching Company Executives: Samuel G. Elliott; William W. Peterson	



IT Companies by Healthcare Revenue (in millions)

SRC Software

		founded 1984	employees 60	Private	HIT revenue 57%
87 '03	- '02	Portland, Ore. (800) 544-3477 www.srcsoftware.com	16.64 ('02) 14.16 ('01) 10.2 ('00)	Market: Provides performance management solutions for healthcare, offering integrated budgeting, planning, reporting systems for the enterprise Company Executives: Thomas M. Malone, Pres./CEO; Andrew G. Ferguson, Exec. VP	

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Wellogix

		founded 1992	employees 75	Private	HIT revenue 100%
88 '03	77 '02	Cambridge, Mass. (617) 621-9775 www.wellogix.com	16 ('02) 15 ('01) 10 ('00)	Market: Provides Web-based clinical applications, platforms, development consulting services; expertise in design, secure application integration, workflow, CPOE, clinical decision support, second opinion, Web-based image viewing Company Executives: Sumit K. Nagpal, Pres./CEO; Ajit K. Nagpal, Chair	

Vitria Technology

		founded 1994	employees 450	NASDAQ VITR	HIT revenue 25%
89 '03	- '02	Sunnyvale, Calif. (408) 212-2700 www.vitria.com	15.2 ('02) 16.73 ('01) .48 ('00)	Market: Provides business process integration solutions, including through collaborative applications, worldwide Company Executives: JoMei Chang; Gary Velasquez	

HSS Inc.

		founded 1982	employees 92	Private	HIT revenue 95%
90 '03	- '02	Hamden, Conn. (800) 999-3747 www.hssweb.com	15.04 ('02) 12.95 ('01) 9.67 ('00)	Market: Provides coding, compliance, reimbursement management solutions to hospitals, managed care organizations, IT vendors Company Executives: Bob Leary, CEO; Renee Leary, Pres./COO	

Omega Health Systems

		founded 1991	employees 113	Private	HIT revenue 100%
91 '03	76 '02	Tampa, Fla. (800) 260-3316 www.omegahealth.com	14.6 ('02) 15.2 ('01) 14 ('00)	Market: Specializes in healthcare IT solutions that enhance business office efficiencies, ensure medical necessity compliance, reduce operating costs, protect revenue, accelerate cash flow Company Executives: Ralph Riccardi, Pres./CEO; John Indrigo, VP Sales /Marketing	

Health Care Software Inc. (HCS)

		founded 1969	employees 80	Private	HIT revenue 100%
92 '03	78 '02	Farmingdale, N.J. (800) 524-1038 www.hcsinteractant.com	14.5 ('02) 14.5 ('01) 14 ('00)	Market: Provides fully integrated clinical, financial information solutions to healthcare providers through HCS INTERACTANT Company Executives: Joseph J. Fahey; Joseph O. Manzi	

Triple G Systems Group Inc.

		founded 1991	employees 140	TSX TGG	HIT revenue 100%
93 '03	80 '02	Markham, Ontario (888) 874-7534 www.tripleg.com	14.38 ('02) 12.68 ('01) 9.06 ('00)	Market: Provider of laboratory information systems that automate, integrate laboratory processes in hospital, clinic, private reference laboratory settings worldwide Company Executives: Lee Green; Paula Hucko	



IT Companies by Healthcare Revenue (in millions)

CareScience Inc.

		founded 1992	employees 104	NASDAQ CARE	HIT revenue 100%
94 '03	- '02	Philadelphia (800) 223-8247 www.carescience.com	13.9 ('02) 12.6 ('01) - ('00)	Market: Providers of care management services to hospitals, health systems; supplies people and technology to enhance care, prevent medical errors Company Executives: David Brailer, CEO; Ron Paulus, Pres.	

LanVision Inc.

		founded 1989	employees 66	NASDAQ LANV	HIT revenue 100%
95 '03	87 '02	Cincinnati (513) 794-7100 www.lanvision.com	13.5 ('02) 10.9 ('01) 9.5 ('00)	Market: Provides ASP-based application-hosting services to integrated delivery networks; supplies medical record workflow technologies, healthcare information access systems to hospitals, physicians, patients, payers Company Executives: J. Brian Patsy; Eric S. Lombardo	

Surgical Information Systems

		founded 1996	employees 200	Private	HIT revenue 100%
95 '03	88 '02	Alpharetta, Ga. (800) 866-0656 www.orsoftware.com	13.5 ('02) 10.8 ('01) 9.4 ('00)	Market: Offers integrated perioperative information system that captures clinical, financial data on all patient events—from scheduling through surgical transcription Company Executives: Richard L. Jackson; Scott B. L'Heureux	

Patient Care Technologies Inc.

		founded 1991	employees 132	Private	HIT revenue 100%
97 '03	82 '02	Atlanta (404) 425-7828 www.ptct.com	13.2 ('02) - ('01) - ('00)	Market: Provides inSync, integrated solution for home care and hospice, which aids business practices for intake, scheduling, billing through true integration with the clinical process Company Executives: Mark Braunstein; Steve Miller	

Captiva Software Corp.

		founded 1989	employees 275	NASDAQ CPTV	HIT revenue 27%
98 '03	91 '02	San Diego (800) 371-3783 www.captivasoftware.com	13.12 ('02) 9.72 ('01) 7.92 ('00)	Market: Provides input management solutions to assist processing of information across the enterprise Company Executives: Reynolds C. Bish, Pres./CEO; Rick Russo, CFO	

Infologix Inc.

		founded 2000	employees 50	Private	HIT revenue 50%
99 '03	- '02	Bensalem, Pa. (215) 604-0691 www.infologixsys.com	13 ('02) 6 ('01) - ('00)	Market: Provides application software, wireless LAN infrastructures, wireless mobile equipment, consulting services, support services, helpdesk, corporate training for complete mobile wireless computing solution Company Executives: Richard Hodge; David Gulian	

CSC Group, The*

		founded 1964	employees 210	Private	HIT revenue 65%
100 '03	83 '02	Brecksville, Ohio (800) 646-4272 www.csc-papers.com	12.7 ('02) 12 ('01) 8.25 ('00)	Market: Provides information/image management solutions; specialty is capture, conversion, automation of data, regardless of format, to preserve vital information, improve workflow Company Executives: William F. Zimmerman; Robert M. Zimmerman	

*Formerly Computer Systems Company Inc.