Defining the Top 100

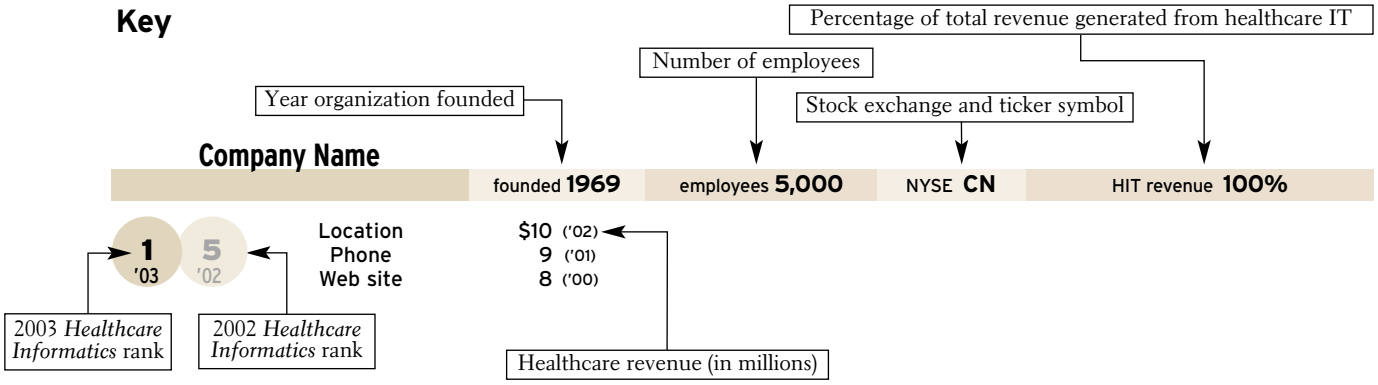
This is the 10th year that we've published the *Healthcare Informatics* 100, and our methods and processes, like the industry, have evolved. Gone are the use of direct mailings, faxes and transcription to determine the ranking. Today much of the work is done electronically, and we can devote our time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



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)

Headliner: page 72

Perot Systems Corp.

founded **1988** | employees **9,000+** | NYSE PER | HIT revenue **44%**

10 '03 **11** '02

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

591 ('02)
414 ('01)
263 ('00)

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.

founded **1998** | employees **3,250** | Private | HIT revenue **100%**

11 '03 **10** '02

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

500 ('02)
447.5 ('01)
375 ('00)

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.

founded **1970** | employees **11,500** | NASDAQ MEDQ | HIT revenue **100%**

12 '03 **12** '02

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

486.17 ('02)
405.31 ('01)
364.15 ('00)

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.

founded **1969** | employees **5,000** | NASDAQ IDXC | HIT revenue **100%**

13 '03 **14** '02

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

460 ('02)
379.9 ('01)
341.9 ('00)

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

founded **1982** | employees **2,400** | London MSY.L | HIT revenue **100%**

14 '03 **13** '02

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

411 ('02)
272 ('01)
272 ('00)

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

founded **1947** | employees **15,000** | Private | HIT revenue **10%**

15 '03 **-** '02

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

360 ('02)
325 ('01)
300 ('00)

Market: Provides management consulting, problem-solving for business challenges; consultants work with clients to improve business performance, create competitive advantage
Company Executives: Larry Neiterman

Headliner: page 74

Per-Se Technologies

founded **1985** | employees **5,000** | NASDAQ PSTI | HIT revenue **100%**

16 '03 **16** '02

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

354 ('02)
329 ('01)
310 ('00)

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.fcg.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. Ruflin, 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%

'03 rank: 31 | '02 rank: -

Southfield, Mich.
(248) 233-3000
www.caretechsolutions.com

99.38 ('02)
77.3 ('01)
73.24 ('00)

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

Kronos Inc.

Headliner: page 70

founded 1977	employees 2,130	NASDAQ KRON	HIT revenue 27%

'03 rank: 32 | '02 rank: 36

Chelmsford, Mass.
(800) 225-1561
www.kronos.com

94.05 ('02)
76.84 ('01)
68 ('00)

Market: Provides human resources, payroll, scheduling, time and labor solutions
Company Executives: Mark S. Ain, CEO; Aron Ain, Exec. VP/COO

SAS Institute Inc.

Headliner: page 72

founded 1976	employees 8,978	Private	HIT revenue 7.8%

'03 rank: 33 | '02 rank: -

Cary, N.C.
(919) 677-8000
www.sas.com

92.05 ('02)
84.18 ('01)
54.09 ('00)

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

Synertech

Headliner: page 76

founded 1986	employees 1,000	Private	HIT revenue 100%

'03 rank: 34 | '02 rank: 30

Harrisburg, Pa.
(800) 216-9756
www.synertechsystems.com

91.36 ('02)
93.3 ('01)
74.3 ('00)

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

Medifax-EDI Inc.

founded 1985	employees 600	Private	HIT revenue 100%

'03 rank: 35 | '02 rank: 43

Nashville, Tenn.
(800) 444-4336
www.medifax.com

88.28 ('02)
54.4 ('01)
41.5 ('00)

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

Omnicell Inc.

founded 1992	employees 340	NASDAQ OMCL	HIT revenue 100%

'03 rank: 36 | '02 rank: 32

Palo Alto, Calif.
(800) 850-6664
www.omnicell.com

87.7 ('02)
86.9 ('01)
67.4 ('00)

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

Integic Corp.

founded 1990	employees 600	Private	HIT revenue 60%

'03 rank: 37 | '02 rank: 39

Chantilly, Va.
(800) 874-2344
www.integic.com

85 ('02)
70 ('01)
50 ('00)

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

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

InterSystems Corp.

Headliner: page 68

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 Lehrer

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.

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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

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 healthcare 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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Wellogic

founded **1992** | employees **75** | Private | HIT revenue **100%**

88 '03 **77** '02

Cambridge, Mass.
(617) 621-9775
www.wellogic.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.