

Healthcare Sector Imaging & IT Division

Siemens Healthcare Announces Two New Soarian® Customers and One New Soarian & MedSeries4® Customer For Its First Quarter of FY09

Streamlining workflow, meeting quality improvement objectives, supporting patient safety initiatives, and installing next-generation technology highlight just some of the purchasing decisions.

Malvern, Pa., February 24, 2009 – Recently, two U.S. healthcare facilities signed multi-year contracts with Siemens (www.siemens.com/healthcare), which include the installation of Siemens' Soarian® Health Information System (HIS) platform. An additional facility also signed a multi-year contract for Soarian and Siemens' MedSeries4®, another fully web-based HIS designed to meet the unique needs of community hospitals.

H. Lee Moffitt Cancer Center, a 162-bed facility in Tampa, FL. chose Soarian Financials, in part, because the Enterprise Master Patient Index, Patient Access, and Patient Accounting are integrated into one system that will help them streamline operations and achieve their future goals. Plus, Soarian Financials' new claim validation edits will help Moffitt drive accurate and complete information capture earlier in their revenue cycle, minimizing their dependency on third-party claims systems. Their decision to go with Soarian Financials, which goes beyond traditional patient management and accounting systems by embedding core functionality that includes a contract engine, an enterprise-wide master person index, a claims engine and editor, business analytics, and denial management into a comprehensive revenue-cycle, was also based on seeking next-generation software to replace their existing technology.

"With Soarian, our struggles with front-end versus back-end responsibilities are eliminated, and the revenue cycle is seen as the integrated system it should be," said Ashley Watson, Director of Patient Financial Services at Moffitt. "The Soarian Financials system rises above the rest for many reasons. The need for bolt-on software is eliminated and the integration allows the system to intuitively process rules at the first point of patient entry."

A new agreement with the 341-bed acute care **Champlain Valley Physicians Hospital Medical Center** in Plattsburg, NY includes Soarian Clinicals, in addition to Soarian Emergency Department, Soarian Device Connect, and other surround applications. Rosemary Miller, associate vice president of Information Security Systems at Champlain, recently explained how optimizing workflow, improving productivity, and ensuring clinicians are receiving data quickly and accurately was at the heart of their decision to choose Siemens.

“The potential for workflow and process management tools to address real world issues was a key differentiator in the selection of Soarian Clinicals,” said Miller. “This is a major strategic IT move for CVPH Medical Center. We anticipate that redesign of our workflows utilizing this technology will enhance productivity, get the right information into the hands of the clinicians to provide a safe environment and effective care.”

The community hospital **Franklin Medical Center** in Winnsboro, LA. signed a 10-year contract with Siemens that includes implementing MedSeries4 General Financials, Patient Accounting, Soarian Clinicals, along with several other Siemens solutions. Their decision was due in part to the fact that the state of Louisiana is striving to provide electronic medical records (EMRs) to improve healthcare and patient safety in community hospitals which otherwise couldn't afford these types of solutions. Franklin chose MedSeries4 in part because it is a fully web-based end-to-end healthcare information system (HIS) designed to meet the unique needs of the community hospital while transforming their care-delivery process.

"The MedSeries4 will bring state-of-the-art technology to Franklin Parish," said Robert Boullion, Chief Financial Officer, Chief Executive Officer, Franklin Medical Center.

The **Siemens Healthcare Sector** is one of the world's largest suppliers to the healthcare industry. The company is a renowned medical solutions provider with core competence and innovative strength in diagnostic and therapeutic technologies as well as in knowledge engineering, including information technology and system integration. With its laboratory diagnostics acquisitions, Siemens Healthcare is the first integrated healthcare company, bringing together imaging and lab diagnostics, therapy, and healthcare information technology solutions, supplemented by consulting and support services. Siemens Healthcare delivers solutions across the entire continuum of care – from prevention and early detection, to diagnosis, therapy and care. Additionally, Siemens Healthcare is the global market leader in innovative hearing instruments. The company employs around 49,000 people worldwide and operates in 130 countries. In the fiscal year 2008 (Sept. 30), Siemens Healthcare reported sales of €11.2 billion, orders of €11.8 billion, and Sector profit of €1.2 billion. Further information can be found by visiting <http://www.siemens.com/healthcare>.

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