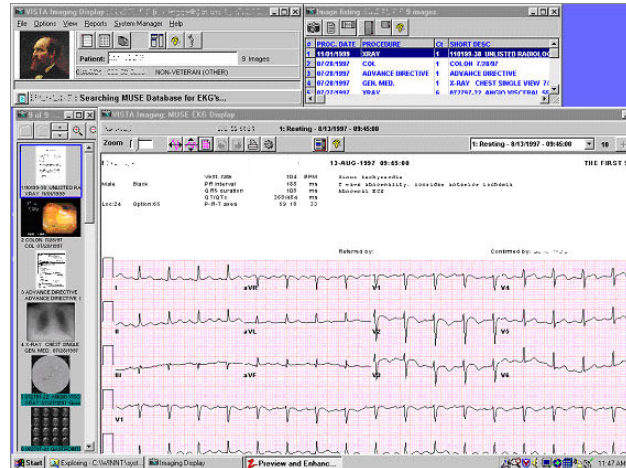


Electronic Medical Records

KRM Associates, Inc. in Shepherdstown, WV has been working in healthcare technology for the last 20 years. One of our current projects is working with the State of West Virginia to support and further the adoption of Electronic Medical Records (EMR's). The benefits of this adoption have been widely documented. KRM's primary involvement is to establish a trained technical force to enhance, implement, train, and support the EMR's and other related healthcare technology. KRM has established a baseline VistA (Veterans Health Information System and Technology Architecture) EMR to support further application development of open-source VistA modules, support establishment of a medical informatics curriculum for the Shepherd University Nursing program, and provide EMR services to outpatient clinics, doctor's office and various medical specialties. KRM is providing an EMR to the Shepherd University Health Clinic. We have installed Resource and Patient Management System (RPMS), an open source derivative of VistA that was developed by the Indian Health Service for ambulatory health care entities. We have integrated an open source practice management system for patient registration and eventually billing and scheduling.

We are providing health care organizations an opportunity to use the EMR system developed by the Department of Veterans Affairs for hospitals and in-patient care and RPMS for ambulatory and clinic installations. VistA is a trusted, proven healthcare information system for both in- and out-patient services used to support the clinical, financial and administrative needs of the VA's network of 1,300 healthcare facilities, including 160 medical centers. Through this project KRM is developing a talent base of skilled information technology specialists to support this effort. Additionally, we are working with Shepherd University to train the nurse informaticists that will be necessary to train and support the operation of the EMR.



If the State of WV supports the installation of an EMR similar to VistA, federal funding programs could provide 90% federal matching funds to assist with the potential costs that is somewhere between \$30 million and \$50 million. These funds would be spent providing infrastructure, software development, and implementation and training. West Virginia companies such as KRM and Universities such as Shepherd can provide these services and training. Additionally, since we are proposing an "open source" approach which basically provides free software, we have been encouraged by CMS (Centers for Medicare and Medicaid Services) that our approach could be duplicated across all states. While this program is currently based on Medicaid grants, it could be expanded to include other payors and providers.