



# Medix Systems Consultants, Inc.

"Solutions for the Future...Today"

Standard	
<b>Pros</b>	<p>Customer owns all equipment including hardware, software and data            Provides best return on investment over time            Access is NOT limited via internet connection for main facility (<i>and remote facilities if on private wide area network</i>); should the internet fail, system will still be up and running; access speeds are not dependent on the internet; Fastest &amp; most reliable solution            Device interface/integration easiest to implement            Client can interface w/third party systems in a manner not common w/standard web based solutions            Customer investment results in ownership of software license upon purchase or end of dollar buy-out lease term            Eligible for IRS section 179 tax benefits through December 31, 2009            Multiple payment options as well as flexible payment options; Full lease; Partial lease with downpayment; Full purchase upfront            Customer maintains full control of system, data, etc.</p>
<b>Cons</b>	<p>Slightly longer project lead time due to configuration &amp; implementation of server-based equipment at customer site(s)            Customer responsible for managing backups; may purchase remote backup solution for reliability            Perceived as more expensive even though the lease option would generally cost the same, per physician, as most web-based solutions</p>
Co-location - client owns server and pays an additional \$250/month for co-location	
<b>Pros</b>	<p>Excellent cost of ownership over a 5 year period (receive section 179 tax benefits during first year); customer owns license            Customer owns all equipment including hardware, software and data            Vendor manages backups allowing customer to focus on use of application            May include or exclude start-up costs to lower/raise monthly payment amount            Faster implementation time results in training occurring earlier in the project timeline            Device interface/integration almost as easy as standard option            Provides good return on investment as in standard option, with added benefits of:            Less expensive option (than standard)           <ul style="list-style-type: none"> <li>Vendor manages server - located at vendor site</li> <li>Managed server approach - provides client w/benefits of in-house server combined w/those of a web based solution</li> <li>Client assured high availability &amp; reliability w/out costs of managing system internally or paying third party network admin vendors</li> <li>Client may access server anywhere, anytime - limited only by user access privilege(s)</li> <li>Client assured of running very latest releases with zero client side maintenance</li> <li>Client can interface w/third party systems in a manner not common w/standard web based solutions</li> </ul> </p>
<b>Cons</b>	<p>Access is limited via internet connection; speed dependent on connection; additional users will slow down overall speed of workflow</p>
ASP/Hosted (Medix owns server AND they make no financial commitment to purchase MicroMD)	
<b>Pros</b>	<p>Perceived as least expensive option even though cost per physician per month may be the same as standard or co-location option(s)            Pre-delivery implementation time is minimal resulting in training occurring earlier than with a standard or co-location option            Vendor manages backups</p>
<b>Cons</b>	<p>Customer does not own application software            Customer has no control over how data is managed &amp; secured            Access is limited via internet connection; speed dependent on connection; additional users will slow down overall speed of workflow            Cost of ownership is typically higher than standard or co-location option(s); little or no return on investment            Maintenance cost is bundled into monthly fees therefore customer is unaware what they are paying for any particular aspect of the system            Customer is required to pay start-up expenses and any incremental service fees above and beyond the monthly fees            Customer fully responsible for hardware at customer site            Customer is not eligible for IRS section 179 deductions since this option is considered an expense</p>