

## Quality Systems Enters Cloud With New Products

### HEALTHCARE

#### Uses Annual Meeting To Talk Up Coming Debuts

■ By VITA REED

**Q**uality Systems Inc. is dipping into the world of cloud computing and recently shared some of its new products at its annual users' group meeting.

The Irvine-based company makes software that doctors and dentists use to manage their practices.

It said in a news release that its new products are intended to offer "higher levels of patient engagement, better coordinated care through open interoperability, and [to support] value-based care delivery."

Quality's new products include:

■ The Mobile Patient Portal, which allows clients' patients to view current and historical medical records and laboratory results and refer to educational resources to better understand and track their courses of treatment.

The company said the product "saves practice staff members significant time as patients can update their medical histories, allergies, insurance and demographic information and also request medication

refills without contacting the physician or practice directly."

■ NextGen Now, cloud-based software that's slated for launch next year. Quality said the product is built on a framework that includes database tools, clinical documentation, development tool sets and standards.

It said NextGen Now combines functionalities of the NextGen Ambulatory Electronic Health Record and Practice Management software for cloud computing.

The company used the meeting to "demonstrate first hand how we are rapidly helping our clients adapt to the changing face of healthcare and technology integration," Chief Executive **Steve Plochocki** said.

Quality's users' group meeting took place last month at the Mandalay Bay Resort in Las Vegas. Users participated in more than 250 educational sessions and received hands-on product training.



**Plochocki: company is helping clients "adapt to the changing face of healthcare and technology integration"**



# CEO: Quality Systems Showed 'Marked Improvement'

## Most of Software Maker's Growth Through Mirth

By VITA REED

Rvine-based healthcare software maker **Quality Systems Inc.** is showing "marked improvement across all fronts of the organization," according to Chief Executive **Steve Plochocki**.

He made the observation during the company's earnings call while discussing results for the three months ended Sept. 30.

Quality makes software that doctors and dentists use to manage their practices. It has also branched out into medical-records software for smaller hospitals through a series of deals.

"Revenue cycle management, population health and interoperability are all among the key areas that are impacting the company's sales and marketing efforts in terms of both new net deals and as well as cross-selling across our client base," Plochocki said.

Revenue cycle management uses software and computers for coding and documenting insurance claims in order to assist doctors in managing their payments and cash flow.

Quality's profit for the three months ended Sept. 30 came in at \$4.8 million, 52% lower than a year earlier. Revenue in the period grew 9% to \$120.5 million.

Chief Financial Officer **Paul Holt** said later in the call that most of its revenue growth was in service revenue, such as electronic data interchange, maintenance, revenue cycle management, consulting services, software-as-a-service, and other subscription-based streams.

"The biggest driver of this growth [came] from our Mirth acquisition," he said.

Quality bought Costa Mesa-based **Mirth Corp.** in 2013 for an undisclosed price. Mirth makes technology that helps providers and institutions achieve interoperability, meaning hospitals, doctors, and other providers, such

as nursing homes, can easily send data among themselves.

"Mirth continues to contribute positive results for the company," said **Daniel Morefield**, Quality's chief operating officer.

Quality was once one of OC's hottest public companies in terms of growth and value but has had some tough runs in recent years. Expected benefits from healthcare reform were slow to materialize, affecting the company's stock performance.

Separately, Quality said its dental division is working with **Patterson Dental Supply Inc.**, a unit of St. Paul, Minn.-based **Patterson Cos.** Quality said it would establish a new line of business through Patterson Dental's special market division sales force. Patterson Dental has more than 1,400 sales representatives and equipment software specialists in the U.S. and Canada.

### Western Dental Works with UCSF

Orange-based **Western Dental Services Inc.** is collaborating with the University of California-San Francisco on several pediatric dental research projects.

The projects will look at the need to improve access to oral health and will seek to define optimal preventive strategies for at-risk children in California and nationwide, Western said in a news release.

It said the project is the first of ongoing programs that will be undertaken by its new office of oral healthcare research. Dr. **Louis Amendola**, Western's senior vice president of clinical affairs, heads the office.

Western said the project's scope is expected to support changes in the delivery of preventive services and in funding and reimbursement to incentivize delivery of preventive dental care.



Plochocki: gains "across all fronts of organization"

"As a practicing pediatrician, I am troubled by the extent of tooth decay among California's children," said Dr. **Valerie Flaherman**, a UCSF assistant professor of pediatrics who is the project's leader.

"Decay is especially prevalent among children from lower-income families, but there is little research to inform us how preventive interventions can address this problem most effectively," she said. "Working with Western Dental, we hope to determine how these interventions may be structured to improve overall oral health in children."

### Abbott CEO Lauds Unit

**Abbott Medical Optics**, a Santa Ana-based unit of North Chicago-based diversified device maker **Abbott Laboratories**, received praise from its parent's top executives last month during a third-quarter earnings call with analysts and investors.

The business, which accounted for \$299 million in sales in the third quarter, is "the best-performing division in the company right now, which is ironic because as you know for a couple of years after we acquired it, we kept reporting disappointing performance to you, and of course you all really challenge us on that," **Abbott Laboratories** Chief Executive **Miles White** said.

"But that business is performing well, taking share in its business. It's had a great run here of new product delivery and continues to. So, I like what I see," White said.

The recent run has come under Chief Executive **Murthy Simhambhatla**, who took the reins in 2013. The company received Food and Drug Administration clearance last month for the **Cataract Operating System 3** and the **Liquid Optics Interface 12**. Both products are used with **Abbott's Catalys Precision Laser** family of devices for cataract surgery.

The former **Advanced Medical Optics Inc.** became part of **Abbott** in 2009. It's focused on organic growth and research and development in recent years.



# The Stevie® Awards Blog

## 12th American Business Awards Announce Winners in New Product & Tech Categories

Posted by Michael Gallagher / Mon, Sep 15, 2014 @ 10:11 AM  
Current Articles | RSS Feed | (PRWEB) September 15, 2014

The 12th Annual American Business AwardsSM announced Stevie® Award winners on Friday at its event focused on outstanding new products and services and on achievements in technology industries.

Friday's gala was the second of two American Business Awards ceremonies this year. The first took place in Chicago on June 13 and honored winners in disciplines such as customer service, human resources, corporate communications, live events, publications, and selected categories for company/organization, management and marketing. Winners in all new product awards and technology-related categories were announced at the event in San Francisco on Friday.

The American Business Awards honor an all-inclusive spectrum of American business people and organizations — from non-profits, emerging start-ups, major public companies and government agencies, to corner-office executives, product developers, marketers and web development teams.

More than 260 executives attended Friday's awards banquet at San Francisco's Palace Hotel. Stevie Awards were conferred in four levels of distinction: Grand, Gold, Silver and Bronze.

The Grand Stevies were awarded to the organizations who received the most awards overall — Gold, Silver or Bronze — in the ABAs this year. **Quality Systems of Irvine, CA was presented with the Grand Stevie for Organization of the Year.**

The winners of the other Grand Stevie Awards will be named in a followup press release today.

AT&T, Inc. was the top Gold Stevie winner on Friday, with four. Winners of two Gold Stevies include Accenture, Agilience, Akavit, Engility, Haneke Design, MarketLive, MicroStrategy, Spingo, VeriFone, Vimeo, and WillowTree Apps.

Notable Gold Stevie Award Winners announced on Friday include:

**Information Technology Executive of the Year:** Jake Dominguez, CIO of AMD  
**Company of the Year - Computer Software - More Than 250 Employees:** Big-commerce

**Fastest Growing Tech Company of the Year - Up to 2,500 Employees:** BrightRoll  
**Best Training App:** Microsoft Corporation's FY14 Standards of Business Conduct Training

**Best Pharmaceuticals Website:** The Navicor Group

**Executive of the Year - Computer Software - Up to 500 Employees:** Jahangir Mohammed, Founder & CEO of Jasper

**Tech Innovation of the Year - At Organizations With Up to 100 Employees:** Newlight Technologies commercial scale-up of carbon-negative plastic

**New Health & Pharmaceuticals Service of the Year:** Optum's ACO Solutions Market Launch

**New Peripheral Hardware Product of the Year:** Epson America's BrightLink Pro

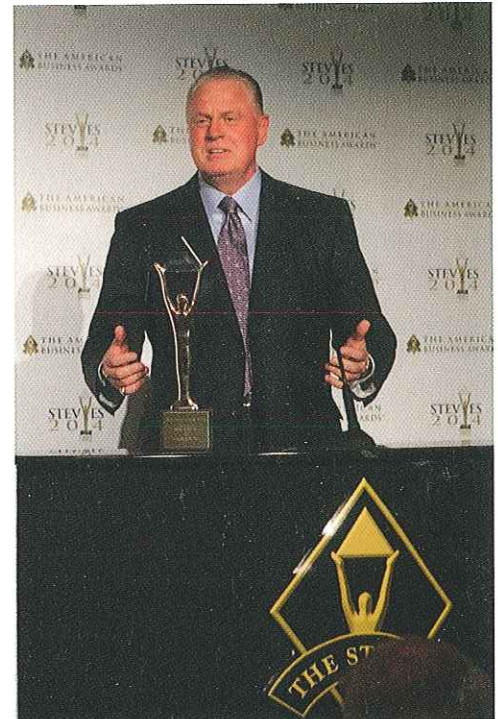
**New Industrial Product or Service of the Year:** World Water Work's DEMON Process

**New Content Management Solution of the Year:** AirWatch's Secure Content Locker

For a complete list of The 2014 American Business Awards winners announced Friday visit [www.StevieAwards.com/ABA](http://www.StevieAwards.com/ABA).

Winners of the People's Choice Stevie Awards for Favorite New Products, which were determined by more than 57,000 votes in July and August, were announced in August and presented their crystal People's Choice Stevie Awards on Friday.

More than 3,300 entries were submitted to The 2014 American Business Awards and more than 240 executives nationwide participated in judging to determine this year's Gold, Silver and Bronze Stevie Award winners.



Steven Plochocki, CEO of Quality Systems, accepts the Grand Stevie Award for Company of the Year.

Entries for The 2015 American Business Awards will be accepted starting in October.

### About the Stevie® Awards

Stevie Awards are conferred in six programs: The American Business Awards, The International Business Awards, the Asia-Pacific Stevie Awards, the German Stevie Awards, the Stevie Awards for Women in Business, and the Stevie Awards for Sales & Customer Service. Honoring organizations of all types and sizes and the people behind them, the Stevies recognize outstanding performances in the workplace worldwide. Learn more about the Stevie Awards at <http://www.StevieAwards.com> and on Facebook, LinkedIn, Twitter, and YouTube.

Sponsors and partners of The 2014 American Business Awards include Biz Talk Radio, CallidusCloud, Citrix Online, Cvent, Engility, John Hancock, LycaMobile, PetRays, and Softpro.