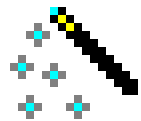


Encore Imaging Systems Inc.

Presents



Magician FAQ's

What is it?

How does it work?

Is it right for your organization?

Magician – *What is it?*

- Magician is a packaged solution that provides document capture and management for GE Healthcare Centricity EMR & PM environments.
- The components include the Ascent Capture module from Kofax & the OnBase ECM from Hyland SW plus an automated medical record indexing module.
- The Magician Micro and Basic packages are for automatically indexing and linking patient medical records to the EMR or PM.
- The Magician Plus package provides the infrastructure for capturing and managing not only the patient medical records but other documents of the healthcare enterprise toward the goal of getting rid of paper of all kinds.
- Modules are available for efficient capture of patient chart history and ad-hoc scanning at the registration desk.

How Magician Works

- Magician operates and controls the scanner directly to achieve the optimum image and most efficient document capture workflow.
- The document indexing is automated by extracting patient demographics from the Centricity EMR or PM application
- In a Centricity EMR environment, entries are optionally made in the EMR document list.
- In Magician Plus, documents and indexes are stored in a secure document repository with HIPAA compliance tools.
- Documents are retrieved seamlessly from the Centricity EMR user desktop and opened in an image viewer.
- Centricity PM users also have the ability to open documents from the PM user interface or use the ECM search and retrieval desktop.
- Magician Plus provides the infrastructure for the capture & management of all the documents of the healthcare enterprise.
- Magician Micro & Magician Basic can easily be upgraded to Magician Plus
- Observations can be entered as part of the patient medical record indexing process providing updates to the Centricity EMR flowsheet.

Magician FAQ's

1. Why Scan?

- Scanning gets rid of the paper efficiently and provides the opportunity to replace the inefficiency of the paper bound business process with electronic workflow.
 - Getting rid of the paper avoids the labor and space costs of storing, filing and retrieval of paper based information.
 - Electronic workflow enables immediate retrieval of documents by multiple knowledge workers simultaneously.
 - Archiving and disaster recovery tools are simpler and more cost effective.
 - Provides the opportunity for significantly improving the security of information.
- ✓ **An ROI Example** - A recent study asserts that patient data technologies can help solve the current resident work hour problem by decreasing the number of hours residents spend manually gathering data. According to the study, today's residents are spending up to 24% or even 38% of their time performing data management activities and as little as 16% of their time in direct patient care.

2. Why do I need a commercial grade document capture subsystem?

- A commercial grade document capture subsystem provides the most efficient and full function capture workflow capabilities integrating scanner control, indexing, validation, QA and releasing.
- The capture process is the most costly part of an imaging system because of the ongoing labor cost of document capture and it is extremely important to insure that the most efficient workflow possible can easily be achieved without compromising functionality.

3. What is an ECM?

- An ECM is an Electronic Content Management system. It provides for the management of all the unstructured data of an enterprise. A full function ECM provides workflow capabilities, COLD, advanced content & Boolean search capabilities, revision & level control, report generation, cross referencing, application enabling tools, web services, audit logging, archiving interface, and more. It provides the secure management of all electronic objects including sound and video, digital photos, faxes, MS Word, MS Excel, email and over 200 file formats.

4. How is an ECM different than a database?

- A database engine is an information structure such as MS Access, Oracle, Informix, MS SQL. An ECM is an application that uses a database engine to provide knowledge workers extensive tools to manage and work with unstructured data objects such as scanned documents, faxes, digital photos, etc. The tools include content searching, viewing, annotations, workflow, COLD support, web access, for example.

5. How do I decide if I need an ECM?

- Business processes that deal with unstructured data in its raw form (paper documents, faxes, emails, reports, etc.) are inefficient. Studies have shown that knowledge workers spend almost 50% of their time locating the information they need to do their job. They are plagued with lost or misplaced documents, costly file and retrieval processes, consumption of expensive space and poor security. If you intend to address the paper bound business processes of your enterprise, you need to consider an ECM that will serve the needs of all operations of the enterprise and a staged plan of implementation.

6. What is the big deal about an application independent ECM?

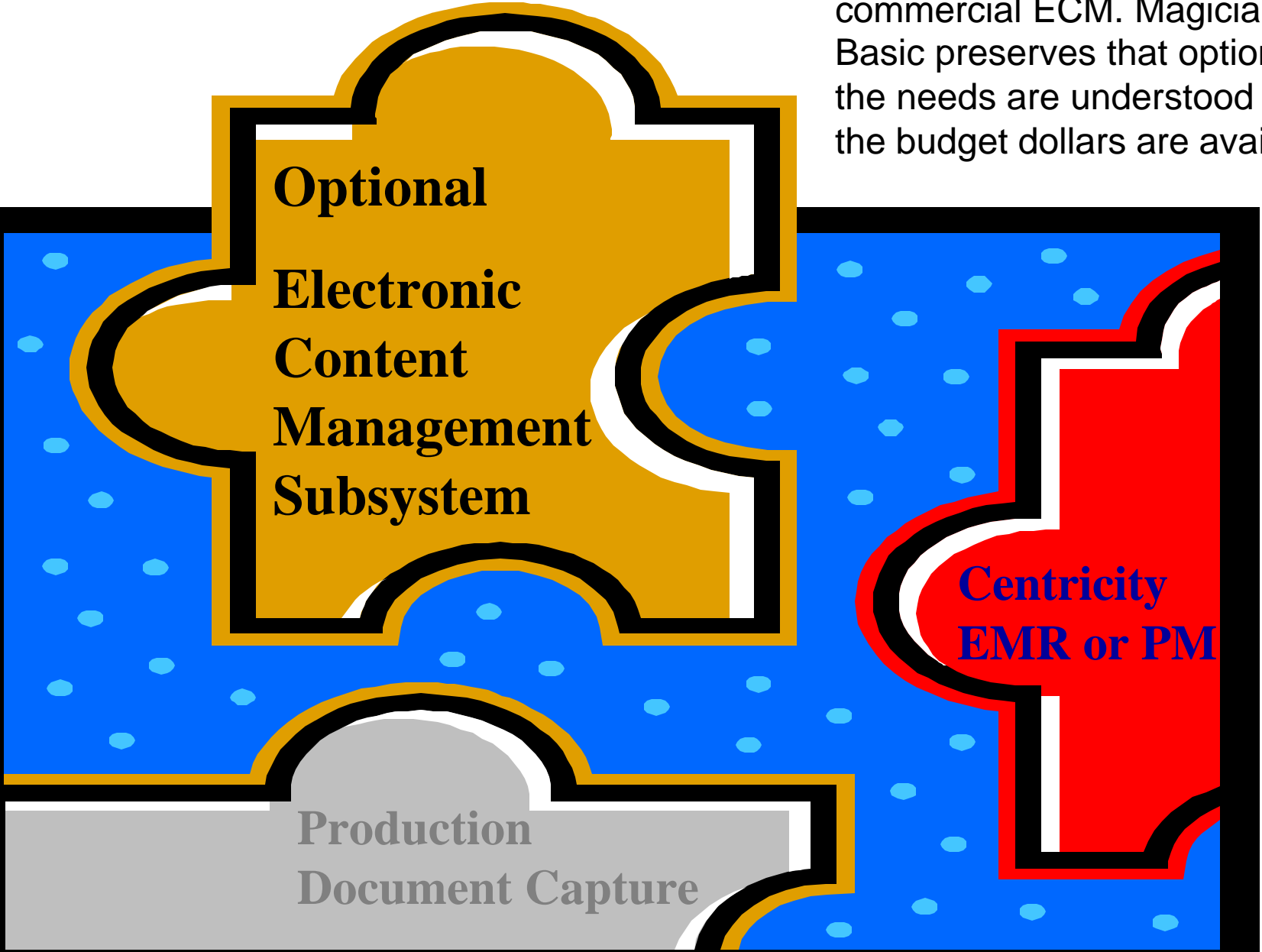
- The biggest mistake that line-of-business applications make is to provide an integrated ECM instead of providing an interface that will provide a consistent end-user access to a single full function scaleable ECM for the enterprise.
- Application independence provides the ability to share documents between applications.
- Application independence simplifies the DB administration, maintenance, back-up, archiving, replication and disaster recovery support and is one system to learn and maintain.

7. What should I look for in an ECM?

- Insure that the ECM has a robust menu of modular and application specific functions that are simple and easy to deploy as the needs grow and has an intuitive user friendly interfaces.
- Be sure that the ECM is scaleable over a large range of number of users and volume of objects to be managed provides a simple, easy to use configuration and set-up tools and interface.
- Select an ECM that has a national support and training organization and user group.
- Be sure that the ECM supports the notion of an application independent document management repository with non-intrusive enablement tools for your present and future line-of-business application needs.

Magician At a Glance

Magician Plus includes a commercial ECM. Magician Basic preserves that option until the needs are understood and the budget dollars are available.



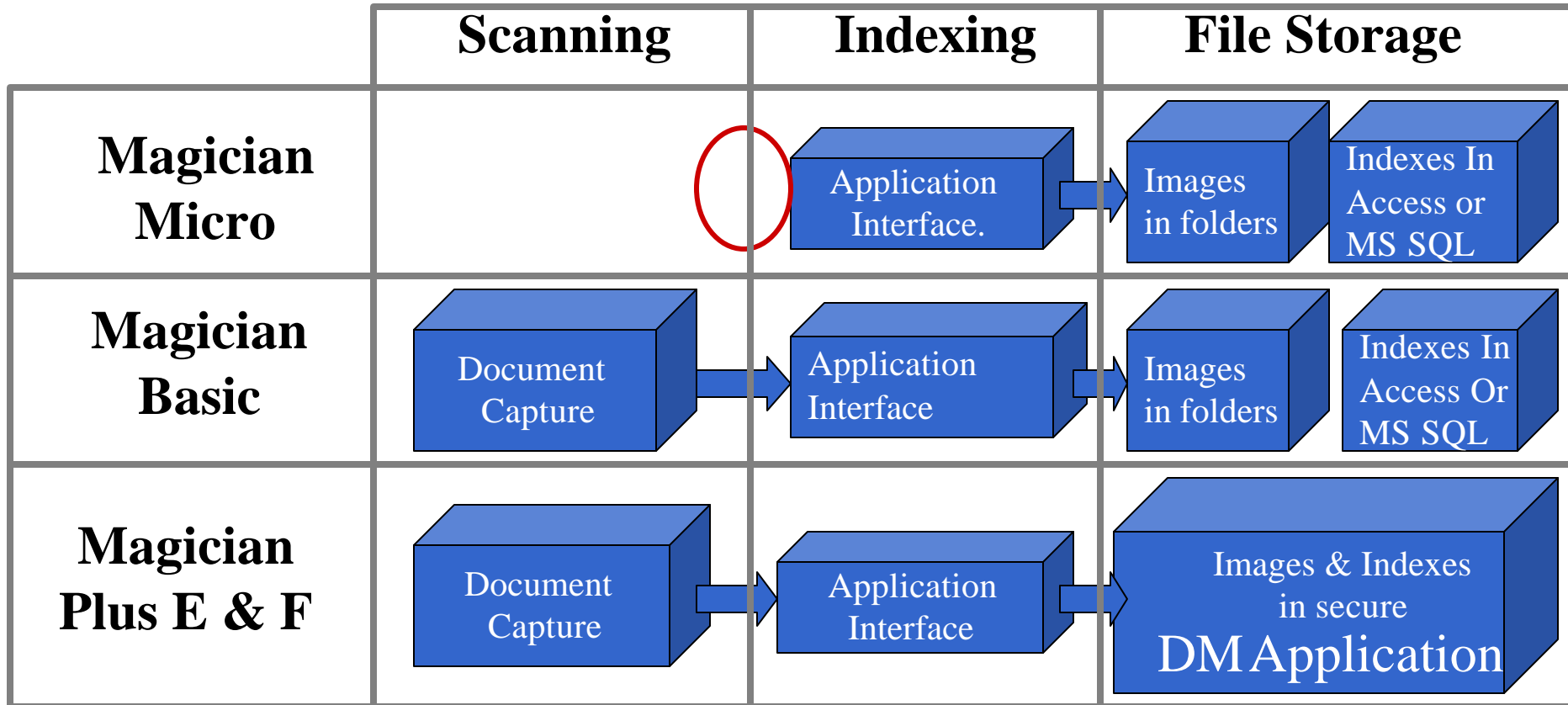
**Optional
Electronic
Content
Management
Subsystem**

**Production
Document Capture**

**Centricity
EMR or PM**

How Magician solutions differ from one another?








Magician Basic integrates a full function commercial grade document capture subsystem. Magician Plus adds a full function commercial grade real content management subsystem that can be used as the document repository for all the documents of the healthcare enterprise.



Magician Enhanced Features List, Page 1 of 3

Feature	Micro	Basic	Plus
Fully integrated commercial-grade capture application (Ascent Capture® by Kofax)		X	X
Fully integrated commercial-grade document management application (OnBase® by Hyland)			X
Fast and easy indexing GUI (automatic extraction of demographics from Centricity EMR/PM)	X	X	X
Automated linking to Centricity patient records	X	X	X
View, print, fax, email and/or forward documents/images directly from desktop	X	X	X
Configuration for multiple capture stations (scan and index, scan only and/or index only)	X	X	X
Several methods of document separation for high-volume scanning		X	X
Automated indexing by bar code recognition and/or database lookup		X	X
Batch processing of documents with common characteristics		X	X
Multi-page document recognition via indexing separator sheets		X	X
835 Preprocessor (EDI EOBs) & 837 Preprocessor (EDI HCFAs)			X*
More than 200 supported image file formats			X

Magician Enhanced Features List, Page 2 of 3

Feature	Micro	Basic	Plus
Multi-station setup for high-volume capture (separate scan, index, OCR, quality and release)		X	X
Remote scanning and index only configurations		X	X
Citrix® server and HL-7 interface compatibility	X	X	X
Database architecture ODBC compliant	X	X	X
Searching, retrieving and printing of multiple documents/images (entire patient chart) 			X
Annotation capabilities with automatic date/time stamps and locking control 			X
Hierarchical storage management (from online to near line to off line) 			X*
Document/image-level security 			X
Complete transaction logging and audit log (data export to Crystal Reports® or like) 			X*
Disaster recovery tools and processes 			X
Archival of documents to multiple choices of media, e.g., RAID, CD, DVD, Optical Disc 			X*
Thick/Thin client support for full-function query and viewing outside Centricity EMR/PM			X

* Indicates Add-on Option

 Indicates HIPAA-Related Consideration

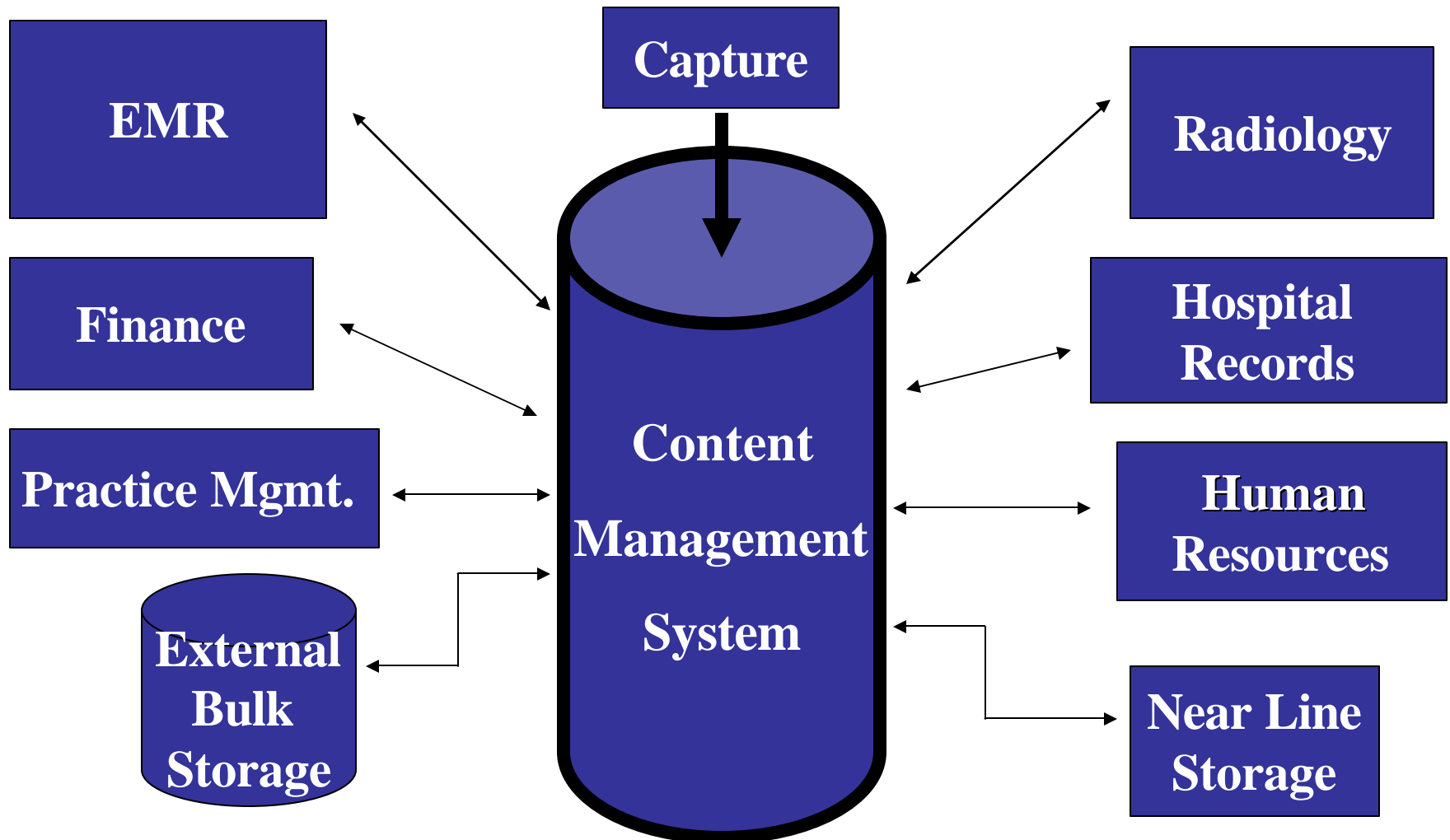
Magician Enhanced Features List, Page 3 of 3

Feature	Micro	Basic	Plus
Automatic optimization routine following every database addition to maximize speed			X
Workflow and routing of document/images in accordance with pre-defined processes			X*
Direct password-protected access to documents/images via the Internet			X*
Password-protected electronic signatures to prevent document fraud and tampering			X*
Ad hoc storage, revision control and check-in/out for third-party application documents			X*
COLD support for managing storage of host-generated data (e.g., from legacy systems)			X*
Automatic capture, indexing and storage of HTML e-forms completed by users online			X*
OCR enablement for text searching and/or indexing			X*
Capture and store email directly from MS Exchange via subscription server			X*
Automatic third-party Windows application enablement and document retrieval			X*
Several supported scanning devices from Fujitsu®, Panasonic®, Canon®, Kodak®, others		X	X
Direct migration (upgrade) path to next level of Magician	X	X	N/A

* *Indicates Add-on Option*

What is Application Independent Document Management?

It is the use of one centralized document management system that has the capability to serve as the document repository for all the documents of all line-of-business applications of the healthcare enterprise.



Which Magician Solution is Right For Your Organization?

Magician Micro

- Ⓜ Is the choice when the primary interest is in the lowest possible cost & is limited to the automated indexing & observation terms input integration with Centricity EMR.
- Ⓜ The most efficient document capture workflow and document management functionality is not of primary concern at this time.

Magician Basic

- Ⓜ Is the choice when budget constraints presently preclude considering the document management capability but there is still an interest in achieving efficient document capture workflow and highest quality images for patient medical records with a full function document capture license for a limited number of sites and a seamless integration with Centricity EMR (and support for Centricity PM environments.)

Magician Plus

- Ⓜ Is the choice when there is an interest in the efficient document capture possibly over multiple sites and scalable to the management of all the documents of a healthcare enterprise with eventual capability for **workflow, OCR, full text support, annotation capability, application enablement**, signature pad support, audit logging, archiving capability, **EOB processing**, custom queries, automated release of information to mention a few of the features of commercial grade electronic content management system.

Magician General System Diagram

