

News PDF

American HealthTech Rolls out Development Partner Program

New Partnership Program Assures That Solutions Are Market Tested by Providers, For Providers, And Ahead of Commercial Launch

JACKSON, Miss.--(BUSINESS WIRE)-- American HealthTech (AHT), a wholly owned subsidiary of CPSI (NASDAQ: CPSI) and a leading provider of electronic health records (EHR) for the post-acute and senior living markets, announces the roll-out of its client development partner program, whereby AHT works side-by-side with customers to develop, refine and market-test solutions ahead of commercial launch.

According to Teresa Chase, president of AHT, "Market testing is not just about behind-the-scenes R&D, it's about making sure our solutions are developed in a way that meets the ever-changing needs of our customers; and there's no better way to determine that than by working *with* our providers who live with the challenges of healthcare reform every day. Our client development partnerships help us understand what customers really want and need, allowing us to tailor our product offering to meet demand while also giving our customers a real competitive edge by solving their problems faster, with the *right* solutions."

At AHT, this deep client partnership helps refine product design and features before committing to development costs. Regular testing and market research drives innovation over time, making it a vital part of new solutions development. At every stage of the process, providers – users of the solutions – help AHT identify key issues and avoid expensive mistakes.

For the providers, the development partnerships help them to evaluate new ideas within a real-world environment. Ultimately, providers are the end users, so having their input throughout the entire process is key to their success in meeting the new demands of healthcare reform, quality measures and new payer models.

According to Shannon Lucas, director of field accounting, Preferred Care Partners Management Group, "Market testing helps both the provider and AHT identify the key factors that matter most – showing us what areas we need to focus on to meet the challenges most effectively. The client development partnership program is really an innovative process, and we enjoy having this level of input into our key supplier's development process. It's very unique and refreshing."

As a client development partner, participating providers support the AHT Advisory Council; are endorsed by the customer's executive team; provide focused participation and input at various stages of the process; agree to regular, frequent review and input throughout product development; and agree to accept the software into test and production environments within their organizations.

For more information, go to www.healthtech.net or call 1.800.489.4248.

About CPSI

CPSI is a leading provider of healthcare IT solutions and services for rural and community hospitals and post-acute care facilities. Founded in 1979, CPSI is the parent of five companies – Evident, LLC, TruBridge, LLC, Healthland Inc., American HealthTech, Inc., and Rycan Technologies, Inc. Our combined company is focused on helping improve the health of the communities we serve, connecting communities for a better patient care experience, and improving the financial operations of our customers. Evident provides comprehensive EHR solutions and services for rural and community hospitals. TruBridge focuses exclusively on providing business management, consulting and managed IT services to rural and community healthcare organizations, regardless of their IT vendor. Healthland provides integrated technology solutions and services to small rural and critical access hospitals. American HealthTech is one of the nation's largest providers of financial and clinical technology solutions and services for post-acute care facilities. Rycan provides revenue cycle management and workflow and automation software to hospitals, healthcare systems, and skilled nursing organizations. For more information, visit www.cpsi.com, www.evident.com, www.trubridge.com, www.healthland.com, www.healthtech.net or www.rycan.com.

About American HealthTech

Headquartered in Jackson, MS, and with offices in Denver, CO, American HealthTech (AHT) is a premier provider of integrated solutions to the skilled nursing industry to help organizations achieve data-driven clinical and financial improvements. Its solutions delivered to clients include software, professional services and interoperability connections. AHT is a member of the CPSI family of companies. For more information, visit www.healthcare.net.

Forward-Looking Statements

This press release contains forward-looking statements within the meaning of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995. These forward-looking statements can be identified generally by the use of forward-looking terminology and words such as "expects," "anticipates," "estimates," "believes," "predicts," "intends," "plans," "potential," "may," "continue," "should," "will" and words of comparable meaning. Without limiting the generality of the preceding statement, all statements in this press release relating to estimated and projected earnings, margins, costs, expenditures, cash flows, growth rates and future financial results are forward-looking statements. We caution investors that any such forward-looking statements are only predictions and are not guarantees of future performance. Certain risks, uncertainties and other factors may cause actual results to differ materially from those projected in the forward-looking statements. Such factors may include: overall business and economic conditions affecting the healthcare industry, including the potential effects of the federal healthcare reform legislation enacted in 2010, and implementing regulations, on the businesses of our hospital customers; government regulation of our products and services and the healthcare and health insurance industries, including changes in healthcare policy affecting Medicare and Medicaid reimbursement rates and qualifying technological standards; changes in customer purchasing priorities, capital expenditures and demand for information technology systems; saturation of our target market and hospital consolidations; general economic conditions, including changes in the financial and credit markets that may affect the availability and cost of credit to us or our customers; our substantial indebtedness, and our ability to incur additional indebtedness in the future; our inability to generate sufficient cash in order to meet our debt service obligations; restrictions on our current and future operations because of the terms of our senior secured credit facilities; market risks related to interest rate changes; our ability to successfully integrate the businesses of Healthland, American HealthTech and Rycan with our business and the inherent risks associated with any potential future acquisitions; competition with companies that have greater financial, technical and marketing resources than we have; failure to develop new or enhance current technology and products in response to market demands; failure of our products to function properly resulting in claims for losses; breaches of security and viruses in our systems resulting in customer claims

against us and harm to our reputation; failure to maintain customer satisfaction through new product releases or enhancements free of undetected errors or problems; interruptions in our power supply and/or telecommunications capabilities, including those caused by natural disaster; our ability to attract and retain qualified customer service and support personnel; failure to properly manage growth in new markets we may enter; misappropriation of our intellectual property rights and potential intellectual property claims and litigation against us; changes in accounting principles generally accepted in the United States; fluctuations in quarterly financial performance due to, among other factors, timing of customer installations; and other risk factors described from time to time in our public releases and reports filed with the Securities and Exchange Commission, including, but not limited to, our most recent Annual Report on Form 10-K. We also caution investors that the forward-looking information described herein represents our outlook only as of this date, and we undertake no obligation to update or revise any forward-looking statements to reflect events or developments after the date of this press release.



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