



**KLAS**<sup>TM</sup>  
ENTERPRISES L.L.C.

**MARKET INTELLIGENCE LEADERS**

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# KLAS Klarification<sup>TM</sup> Re: Eclipsys

This notification is a clarification or correction of the public use of KLAS data where the use of KLAS data was unclear, partial or incorrect.

**Today's Date:** April 6, 2004

**Who:** Eclipsys

**What:** Sunrise Clinical Manager

**When:** January 13, 2004

**Where:** Eclipsys Press Release

## **Data Claim (with KLAS Klarification):**

BOCA RATON, Fla.--(BUSINESS WIRE)--Jan. 13, 2004--Eclipsys Corporation®, The Outcomes Company®, (Nasdaq:[ECLP](#) - [News](#)), today announced that its Sunrise<sup>TM</sup> Clinical Manager solution leads an independent survey evaluating healthcare information systems for the third year in a row. Sunrise Clinical Manager achieved the top ranking **in the Acute Care CDR, Orders and Charting category** from KLAS, an independent consulting firm that conducts an annual survey of computerized healthcare information systems.

The report, titled "Top 20: 2003 Best in KLAS Vendor Performance Report," was issued by KLAS, a Draper, UT-based research and consulting firm specializing in monitoring and reporting the performance of healthcare information technology (IT) vendors and products. The report compared Eclipsys' Sunrise Clinical Manager with more than **500 380** products. Sunrise Clinical Manager ranked first **in its category** as evaluated by IT executives and healthcare professionals at over 4,500 healthcare organizations.

In the KLAS report, Eclipsys' Sunrise Clinical Manager significantly outranked its closest competitors in the Acute Care CDR, Orders and Charting market segment. In this segment, KLAS rated the top products from vendors that provide inpatient clinical data repository (CDR), order entry, results reporting and care provider charting and documentation software. Eclipsys' Sunrise Clinical Manager ~~significantly~~ outranked McKesson Horizon Clinical Documentation; Cerner Millennium OCF/PowerChart/CareNet; IDX LastWord Clinicals; Siemens Invision LCR; Meditech C/S Clinicals, and others. **\*Significantly is not a term used in the KLAS report.**

**Data Klarification:** Data claim lacks specificity to KLAS category and overstates ranking achieved.

## **Data Restatement (see yellow highlights in above data claim):**

- 1. Sunrise Clinical Manager achieved the top ranking in the Acute Care CDR, Orders and Charting category from KLAS.*
- 2. When compared to "all products" Sunrise Clinical Manager ranked 12th.*
- 3. Sunrise Clinical Manager achieved "Best in KLAS" for 2003 in the category of "Acute Care CDR, Orders and Charting". Describing this award as "significantly outranking" its competitors is not a comparable KLAS uses in the report.*