

Who is STI Computer Services?

STI Computer Services, Inc. (STI) is a Medical Software Development Company offering both Practice Management (PMS) and Electronic Medical Record (EMR) Systems, headquartered in Norristown, Pennsylvania. We have three locations to better serve you and provide all your software needs for successful practice management. STI specializes in the development, sale, installation, and support of medical computer systems. We provide two products of interest to the medical practice. The Practice Management System, called Perfect Care®, is currently installed in over 2,500 medical practices. ChartMaker® is an Electronic Medical Record System that is integrated with Perfect Care for Windows®. Both products are true Microsoft Windows® program systems, using SQL technology.

STI History

STI sold its first Perfect Care® Practice Management System in 1979. STI was one of the first medical system vendors to provide electronic transmission of insurance claims as a no charge feature in its billing system. In 1996, STI purchased the Orion Medical Billing System from Aetna subsidiary, U.S. Healthcare. STI currently has over 2,500 medical practice customers representing over 7,500 physicians using their software. STI prides itself on its reputation for great system support.

Perfect Care® Practice Management System

Perfect Care for Windows® is an affordable and comprehensive practice management system that offers everything you need to computerize your office -- from appointment scheduling through electronic posting of the EOMB. The system is true Microsoft

Windows® technology. Features include Managed Care Reporting, Patient Recall, and electronic billing direct to Medicare, Blue Shield, Medicaid, and electronic claims to over 700 commercial insurance carriers with no per claim charge, or physician monthly access fee.

ChartMaker® Electronic Medical Record System

ChartMaker® is a speech-enabled, pen-based, template-driven, Electronic Medical Record (EMR) system using the Microsoft Windows® operating system. ChartMaker® is designed to produce legible, structured patient charts by eliminating hand written records. No matter who produces the patient chart all information is displayed in a consistent chart format making it quick and easy to review and search for important patient information.

Total System Support

STI continually updates and enhances our systems to keep you current. With our annual support agreement you'll receive at least 2 system enhancement updates per year, additional training for new staff members, and unlimited telephone support. STI provides all installation assistance and training at your office location. We also provide free annual user group meetings throughout the area to keep your staff up-to-date. You have access to a private, customer area on our web site. Hardware maintenance is also available from STI.

Data Conversion

Since 1992, over 60% of the systems we sold were to practices that were already computerized with another practice management system. We have experience in converting other system's demographic data to the Perfect Care® System. Data conversion saves your staff the time required to re-enter patient demographic information.

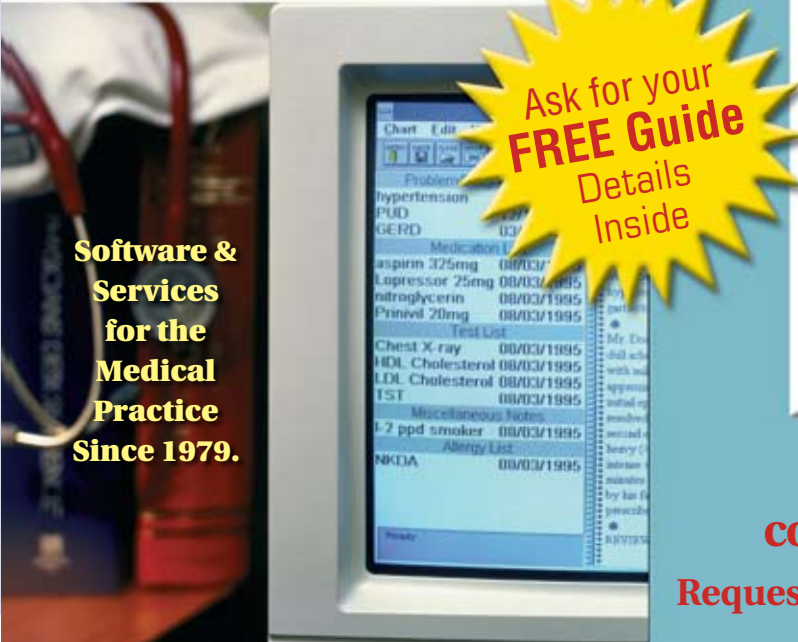


Valley Forge Corporate Center  
2550 Eisenhower Avenue  
Norristown, PA 19403



FIRST CLASS  
US Postage Paid  
Permit 118  
Pleasantville, NJ  
08232

... software solutions  
for your practice needs ...



Software & Services  
for the  
Medical  
Practice  
Since 1979.

Considering a new practice  
computer system? Need Answers?  
Request your *Free Practice Software Buyers Guide!*



For More Information Call (800) 487-9135

For more information about Perfect Care for Windows® or Chart-Maker® EMR, or to schedule an on-site system demonstration, call Rob Farrow today toll free 800-487-9135, at extension 1159, or email Rob at [rfarrow@sticomputer.com](mailto:rfarrow@sticomputer.com).

Request Your Free Computer Buyer's Guide:

Call, Mail or Fax the Coupon below to receive your free guide. Make your next computer purchase after being better informed. It will save you time, aggravation and money!

Find Out if Your Billing System  
is Costing You Money.

Electronic Health/Medical Records  
are the Future of Medicine  
... learn more



Managed Care

Total System Technical Support

Record Storage  
and Backup

SCAN - Medical Records  
Insurance Cards & Driver's Licenses

HIPAA Compliant  
Electronic Medical Records

Prescription  
Management

Insurance Billing

Wireless and PDA Compatible

SEE INSIDE:  
A New STI Billing System With  
Electronic Medical Records Can  
Improve Your Cash Flow And  
Help You Provide Better Patient Care

Or, Fill Out and Return the Form Via Mail — For Fastest Service Fax it to (610) 650-9272

STI Computer Services • Valley Forge Corporate Center • 2550 Eisenhower Ave., Bldg C • Eagleville, PA 19403

Name: \_\_\_\_\_  
Practice: \_\_\_\_\_  
Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip code: \_\_\_\_\_  
Specialty: \_\_\_\_\_  
Telephone: \_\_\_\_\_ Email: \_\_\_\_\_

☒ **Please send the Free Practice Software Buyers Guide**  
☐ **Please send additional information about:**    ☐ **Perfect Care®**    ☐ **ChartMaker®**  
☐ **Please call me to set up a demonstration**

Or, Contact the Location Closest to You:

<b>Main Corporate Office</b> Valley Forge Corporate Center 2550 Eisenhower Ave., Norristown, PA 19403 Telephone (610) 650-9700 (800) 487-9135 Fax (610) 650-9272	<b>MTA Division</b> 4312 West Genesee Street Syracuse, NY 13219 Telephone (315) 488-1518 (800) 243-8682 Fax: (315) 468-0977	<b>New York Metro</b> 50 McNamee Street Oakland, NJ 07436 Telephone (201) 337-1244 (800) 205-7730 Fax: (800) 971-7735	<b>Maryland Virginia West Virginia</b> Telephone (800) 487-9135 Fax (610) 650-9272	<b>North Carolina South Carolina Georgia</b> (800) 487-9135 Fax (610) 650-9272
--	--	--	--	--



# Selecting a Computer System for Your Practice is a Difficult Decision.

## The Free Practice Software Buyers Guide Can Help Make it a Little Easier.

Dear Healthcare Professional,

I don't need to remind you that these are difficult times to manage a medical practice. There are medical malpractice insurance issues, decreased reimbursement for services, E & M requirements for the completion of patient charts, patient billing issues, HIPAA requirements, referrals, co-pays, carve-outs, HMO authorizations, and slow collections. I realize, just as you do, that the paperwork burden for most medical practices is growing.

You don't need your life to be made more difficult by an inefficient practice management system.

If your colleagues are discussing electronic medical records, while your staff is still trying to master electronic billing, you may have an ineffective computer system holding you back.

Don't let a bad practice management system adversely affect your bottom line. Request our FREE Practice Software Buyers Guide and see if your present practice management system measures up to modern standards or if it is costing you time, money, and aggravation.

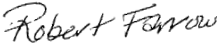
Some of the topics discussed in the Practice Software Buyers Guide include:

- The Functions of a Modern System
- Advantages of Electronic Billing
- How to Select a Practice Management System
- Why You Should Consider Electronic Medical Records
- Advice from the Experts
- How to Make a Capital Acquisition Decision

STI offers this guide as a resource to help you make an informed buying decision on your Practice Management System (PMS) or Electronic Medical Records (EMR) System. We believe this guide will assist you in evaluating medical practice software while introducing the STI Perfect Care for Windows® and ChartMaker® EMR Systems to your practice.

Even if you're only curious, I encourage you to contact me today at (800) 487-9135 ext. 1159, and request your copy. The guide is FREE and will serve as a valuable resource. You may even gain some insight on a few things you didn't know about medical practice software. You have nothing to lose and much to gain! There is no obligation.

Best Regards,



Robert Farrow  
Marketing Director

Call for your FREE Practice Software Buyers Guide if any of this sounds familiar:

### Bad or Inadequate System Support

Is support inadequate, unresponsive, and wrong?

*"The most significant factor in choosing among practice management software packages, the experts say often isn't the software itself; it's support. And support varies not just by vendor, but by location."*

Medical Economics Magazine; May 24, 1999; pgs 177-190



These are difficult times to practice medicine.

### No Electronic Insurance Billing

Is your system submitting electronic claims to all possible insurance carriers?

### Expensive Annual Support Fees

### No Patient Charting Component

*"Many consultants emphasize that the Electronic Medical Record (EMR) will one day become standard. So keep electronic medical records in mind, and make sure whatever you buy now will give you a leg up when you go shopping for an EMR system."*

Medical Economics Magazine; May 24, 1999; pgs 177-190

### Not a Real Windows System

Is it Microsoft Windows Certified?

### Charge per Electronic Claim Submitted

### Constant Costly Upgrades

### Slow System Response Time

Does your office staff complain that the system is so slow they cannot keep up with the patient flow? Do reports take hours - instead of minutes?

### You Have No Managed Care Capabilities

Can it track managed care withholds and payments?

### You Can't Expand the Current System

Does your software lack a critical function such as reimbursement reports from a specific provider, a managed care plan, an insurance carrier, or a procedure?

### Your Software Company Was Sold

### Your Software is Not HIPAA Compliant

## 12 GOOD REASONS TO CHOOSE STI COMPUTER SERVICES

### 1. All the Software Pieces

STI Computer Services is a Norristown, Pennsylvania headquartered company. We are the software authors and provide, install, train, and support two integrated applications for the medical practice. The practice management product, called Perfect Care®, is currently installed in over 2,500 medical practices.

### 2. ChartMaker® Electronic Medical Record System

Now you can computerize your patient charts as well with ChartMaker®, a low cost, modular, Electronic Medical Record (EMR) system that integrates with Perfect Care for Windows® to create a complete, consistent, and legible patient chart. EMR systems are the future of medical software. Most consultants advise you not to buy a new Practice Management System that does not contain an EMR component.

### 3. True Microsoft Windows Applications

Perfect Care® and ChartMaker® are true Microsoft Windows® applications. You may have seen the UNIX and MUMPS demonstrations that use old, repackaged, text-based medical software in an NT environment, or salespeople that tell you that their product is "Windows like", or "our version of Windows" or "Windows based". As soon as the salesman shows you the medical application, you know it's not real "Windows®".

### 4. Great System Support

Over 60% of the systems we install are to practices that were already computerized with another practice management system. The main reason they switched to STI was a lack of adequate after-the-sale support and software updates from their old vendor. STI continually updates and enhances our practice management, appointment scheduling and EMR systems to keep you current. STI is the company of choice among practices who are experienced with other medical software vendors.

### 5. Free Electronic Insurance Submission

Electronic transmission of insurance claims is the future of third party billing. With STI, there is no extra charge to electronically transmit insurance claims to over 700 Medicare, Blue Shield, Medical Assistance and commercial payers. After all, isn't that why you're buying a computerized medical system?

### 6. A Stable, Experienced Medical Practice Vendor

It's no secret that many old time medical software vendors have merged their operations and no longer exist. With their demise, medical practices have been left with expensive software systems that are no longer supported. At STI we sold and installed our first Perfect Care System® in 1979, and that practice is still using Perfect Care® today. Now that's stability in a vendor.

### 7. HIPAA Compliance

President Clinton signed HIPAA calling for electronic billing standardization. All insurance carriers are now required to use this new format effective October 2003. We have implemented these new standards as required to keep your system current with all the new HIPAA electronic requirements and to protect your software investment now and in the future.

### 8. On-Site Training

STI provides installation assistance and training at your office location for no additional charge. We don't require your staff to travel to our location for training since it wastes time, creates anxiety, and disrupts your normal office workday. Once you're up-and-running, our support people can answer most questions on the telephone. Emergency on-site hardware support is also available.

### 9. Medicare Platinum Level Vendor

STI is one of only a few Medicare Platinum Vendors, the highest level of electronic compatibility with the Medicare Program. We install all of the available Medicare electronic programs, such as electronic billing, reconciliation, and automatic posting of the Medicare EOMB at no additional charge as part of your Perfect Care for Windows® Practice Management System.

### 10. Affordable Software

Some vendors show you an artificially low price for the base package, and then surprise you with additional charges after you purchase the system for items you thought were included. We include all of the functions you need in our basic package. It's our goal to provide you with the most powerful medical practice software available, at an affordable price.

### 11. Over 2,500 Local Medical Practice Users

Our focus is serving medical practices. It's all we do. We pride ourselves in providing the best after-the-sale support in the industry. With over 100 employees, STI will install and maintain your equipment, train your staff, answer your questions and conduct user group meetings. As one of our users recently said... "Your support people are incredible". But, don't just take our word for it, call us and request to speak to some of our customers in your specialty. We'll be happy to introduce you to some of your colleagues who use an STI system in their practice.

### 12. Medical Society of New Jersey Platinum Level Vendor

The Perfect Care for Windows® and ChartMaker® EMR Systems are a platinum level vendor with the Medical Society of New Jersey. At STI we don't take this endorsement lightly. As an organization, we pride ourselves in our reputation for excellence in our industry.



Turn Questions into Answers. Request Your Free Medical Practice Software Buyers Guide Today!