

## Nightingale makes big EMR sale to Ontario health centres

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Nightingale Informatix Corp. has signed a 10-year contract with the Association of Ontario Health Centres (AOHC) to provide its electronic medical record (EMR) and practice management solution, Nightingale On Demand, to community health centres (CHCs) and aboriginal health access centres (AHACs) across Ontario.

The agreement is said to be one of the single largest EMR contracts ever awarded in Canada. It covers approximately 3,500 healthcare providers at 83 CHCs and AHACs across the province.

Deployment will start in early 2012 and is expected to be completed over two years.

"This agreement represents a transformational event for Nightingale, as it clearly establishes us as the EMR market leader not only in Ontario, but also across Canada," says Sam Chebib, president and CEO of Nightingale. "Once fully deployed, we will have doubled our Canadian user base, positioning us as the largest EMR vendor in the country."

Aдриanna Tetley, executive director of the AOHC, says, "A provincial EMR licence that covers our members at a fair price is a significant achievement for the sector. It ensures our members are aligned with the provincial direction for electronic medical records, and well-positioned to benefit from current and future electronic health system solutions."

The AOHC undertook an extensive evaluation process to select a partner for the deployment. It mandated that the selected vendor deploy its EMR solution in an ASP (hosted) model, recognizing that a web-based EMR offering is cost-effective and provides the best security for patient information.

Nightingale will deploy its solution in both French and English through its ASP data centre at eHealth Ontario.

The agreement between the AOHC and Nightingale provides the AOHC with a provincial licence for all current and future CHCs and AHACs, as well as nurse practitioner-led clinics and community family health teams.

This represents an anticipated value of more than \$9 million over the first three years and up to \$17 million over the 10-year life of the agreement. The recurring revenue component of the agreement is linked to the growth of the public health sector governed under the AOHC mandate.

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Tags: electronic medical record, EMR, Nightingale, Nightingale Informatix