



## You Gain Some . . . You Lose Some

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The healthcare IT industry pits start-ups against virtual Goliaths. Those who have fared well financially typically "employed new technology-enabled solutions that are flexible, solve real problems for multiple constituencies and provide tangible benefits," says Stephen Savas, vice president and healthcare IT analyst at Goldman Sachs, New York.

But don't dismiss the companies at the other end of the spectrum. Although their revenues took a dive in 1999, which Savas attributes to "deferred purchases pre-Y2K," all but one still made this year's 100 rank. (*Editor's note:* Comparison is of companies who responded to the 100 survey and who reported at least \$1 million in revenue in 1999 and 1998.)

--Y.L.

### Top 10 Revenue Gainers

#	Company	Percent Increase	1999 Revenue (M)	1998 Revenue (M)	2000 Rank	1999 Rank

1	<b>Allscripts</b>	623.13	9.69	1.34	97	
2	<b>TenFold Healthcare</b>	318.18	4.6	1.1		
3	<b>The TriZetto Group</b>	188.6	32.9	11.4	55	85
4	<b>Confer Software</b>	181.82	3.1	1.1		
5	<b>SAP America Inc.</b>	160	65	25	39	58
6	<b>The Method Factory, Inc.</b>	150	2.5	1		
7	<b>First Insight Corp.</b>	131.9	2.69	1.16		
8	<b>MC Informatics</b>	130.38	8.57	3.72		
9	<b>InfoMC, Inc.</b>	126.41	5.23	2.31		
10	<b>CIMR</b>	125.77	16.82	7.45	79	97 <sup>1</sup>

1: Company was omitted from the 1999 *Healthcare Informatics* 100--see the September 1999 issue, page 16

## Top 10 Revenue Losers

#	Company	Percent Decrease	1999 Revenue (M)	1998 Revenue (M)	2000 Rank	1999 Rank
1	<b>VitalCom</b>	21.91	16.29	20.86	80	65
2	<b>PeopleSoft Inc.</b>	17.98	153.3	186.9	25	15
3	<b>LanVision, Inc.</b>	12.5	10.5	12	94	85
4	<b>Image Systems Corp.</b>	11.84	7.22	8.19		100
5	<b>STC</b>	10.71	24.59	27.54	65	52
6	<b>UltraLink, LLC</b>	10.31	2.510	11.15	95	88
7	<b>Physician Computer Network, Inc.<sup>1</sup></b>	8.4	79.6	86.9	36	32
8	<b>Per-Se Technologies, Inc.</b>	7.92	322.13 <sup>2</sup>	349.82 <sup>2</sup>	12	29 <sup>3</sup>
9	<b>Healthcare.com Corp.<sup>4</sup></b>	6.99	25.3	27.2	62	53
10	<b>Experior Corp.</b>	6.82	14.9	15.99	86	75

1: Acquired by Medical Manager Health Systems May 2000; 2:

Revenue reflects combined operations of Medaphis and Per-Se, which merged in August 1999; 3: Ranking based on Per-Se revenue only; 4: Formerly HIE, Inc.

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