

(Knowledge + Technology + People) + (Time + Place) = Optimal Health Outcome



**CERNER CORPORATION
ANNUAL REPORT**

1998

Transformations are at the heart of modern healthcare. Every year, thousands of new discoveries in science, genetics, and medical technology literally transform our ability to prevent, contain, and treat disease.

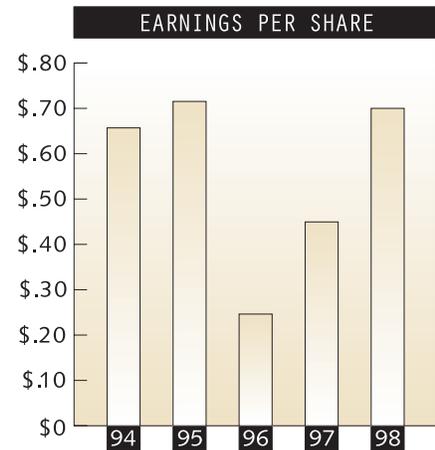
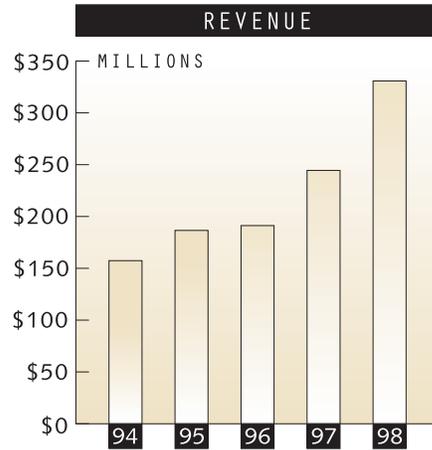
Such discoveries do not happen by accident. They are preceded by an investment of years—even decades—of research and planning, and fueled by the unwavering commitment of individuals to whom an unsatisfactory current state is a catalyst for a future solution. There is a point in the discovery process where the elements come together, offering proof that the equation is complete, and reaffirming that the investment was worthwhile. At this moment, the transformation begins.

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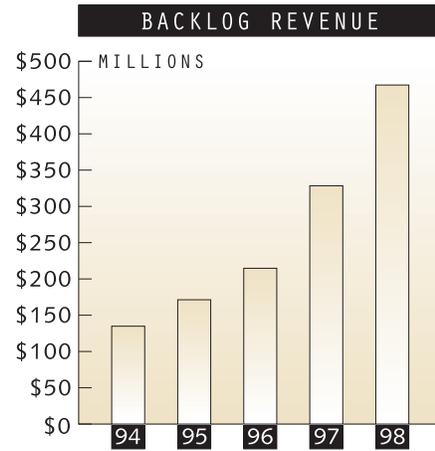
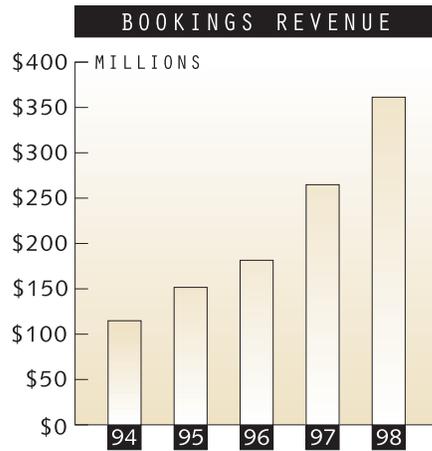
In healthcare, the need is obvious for improved information and knowledge to make better decisions. The health industry stands on the brink of a transformation driven by improved availability, usage, and analysis of information. Just as other industries have redefined themselves through information technology, today's healthcare leaders must do the same.

For the last five years, Cerner has invested heavily in designing and building an information system that will enable the transformation of healthcare. Our intent with this investment was deliberate: to create the ability to connect the appropriate person, knowledge, and resources—at the appropriate time and location, to achieve the optimal health outcome. We reinvented our solutions around a single, intelligent information architecture with that equation in mind.

In 1998, this investment came into its own, as *Health Network Architecture (HNA) Millennium* proved itself and started driving substantial benefits to our health system partners. What no one else in the health industry has attempted, Cerner has successfully done. Unique in its design, *HNA Millennium* has the power to transform the business and practice of healthcare.



1998 EXCLUDES ACQUISITION RELATED CHARGES



A LETTER TO OUR SHAREHOLDERS, CLIENTS, AND ASSOCIATES

1998 was a paradoxical year, with great highs and lows:

- For the year ended January 2, 1999, revenues increased 35 percent to a record \$330.9 million;
- Net earnings (excluding acquisition related charges) increased 56 percent to \$23.7 million;
- Diluted earnings per share (excluding acquisition related charges) increased 56 percent to \$0.70 per share;
- Operating margins (excluding acquisition related charges) improved from 9 percent to 12 percent;
- We completed our long development cycle for the *HNA Millennium* version of Cerner's Health Network Architecture (HNA), which we believe is the industry standard for the next generation of information technology;
- Cerner was recognized by *Fortune* magazine as one of the Top 100 Companies to Work for in America;
- External surveys identified Cerner as the Best Telephone Support provider in the industry;
- And, as we compose this letter in March 1999, Cerner's shareholder value is near a five-year low.

Left to right:

Glenn P. Tobin, *Executive Vice President & Chief Operating Officer*

Neal L. Patterson, *Chairman of the Board, President & Chief Executive Officer*

Clifford W. Illig, *Vice Chairman*





Cerner's 1998 imperative was to finish the development cycle of our new system architecture, *HNA Millennium*. While the year brought disappointments in the areas of enterprisewide sales and shareholder value, Cerner and our clients realized the significant benefits of *HNA Millennium* and we forged several strategic, long-term relationships with leading companies. We believe, with confidence, that Cerner's future is bright.

Shareholder Value

We are extremely disappointed with Cerner's current shareholder value. During 1997 and 1998, Cerner's stock outperformed the S&P 500 average. However, this changed in February 1999 when Cerner's stock price declined significantly. We believe that Cerner's current stock price reflects that we missed the target for large, enterprisewide new client bookings in the latter half of 1998, and broader concerns regarding the impact of year 2000 issues on the healthcare information technology marketplace. In the balance of this letter, we will discuss the key characteristics of the healthcare information technology marketplace, 1998 events, and Cerner's plan for 1999.

Our current stock price does not reflect the value we have created through *HNA Millennium* and Cerner's leadership within the industry. This leads us to believe we have not been successful in communicating Cerner's basic core strategies and our relative marketplace position. It is crucial that you understand that the investments we have made together in *HNA Millennium* uniquely position Cerner to transform healthcare, and we expect them to eventually transform Cerner's shareholder value.



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Change in Demand for Large Systems

Over the last half of 1998, there was a noticeable decrease in the healthcare industry's demand for large strategic information systems. Though we anticipated this shift to some degree, we underestimated the impact of this trend upon Cerner's sales of large, enterprisewide systems.

As discussed throughout the year in a number of venues, year 2000 issues had a significant impact upon the sales of information system solutions throughout all industries, including healthcare. As healthcare organizations recognized that year 2000 preparedness was central to their survival, they diverted resources from the purchase of new, strategic information systems to year 2000 issues. In addition to the diversion of these potential resources, Cerner's sales of enterprisewide systems were clearly hindered by the lack of a large, complex reference site using significant portions of *HNA Millennium* applications during 1998. However, in January of 1999, Cerner converted its first large tertiary care organization using *HNA Millennium* applications. This achievement clearly drove the stake into the ground that *HNA Millennium* is industrial strength.

HNA Millennium Development Cycle

Software is never finished. Our clients' business requirements evolve and software engineers continue to design more efficient methods of performing the same functions. In addition, Cerner's clients continue to be a source for new innovations when they propose improvements to existing products. Computing, storage, and communication technologies also are enhanced, making the impossible, possible. Cerner always will be in the process of developing innovative applications for new and changing markets. Software is never finished—this truth is a part of the dynamics of the evolving industry of information systems and of software technology.

In the mid-1990s, Cerner committed to build the industry's first fully integrated, enterprisewide, single architecture using client/server, object-oriented, relational data technologies. After five years of enormous investments in research and development, Cerner completed the major developmental cycle of *HNA Millennium*, the industry's most comprehensive set of fully integrated clinical and business management solutions. *HNA Millennium* is designed to manage health and automate processes across the continuum of care. This is a significant milestone for Cerner, moving us into a position of clear technological leadership within our industry.

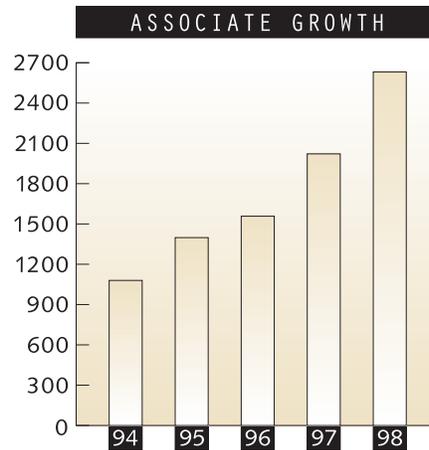
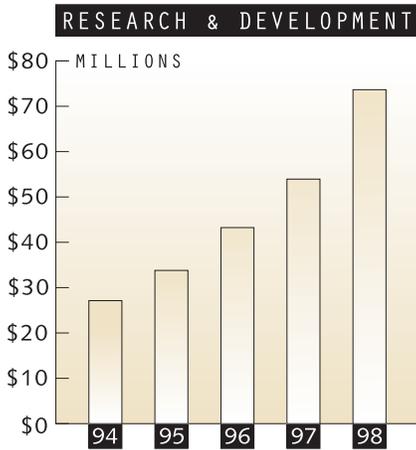
This accomplishment within the healthcare information technology industry was achieved only through the vision, wisdom, courage, resources, and perseverance of Cerner, our associates, our shareholders, and our client partners. As of March 1999, Cerner successfully completed this part of the journey with 23 of *HNA Millennium's* 30 product lines live at client sites. In comparison, *HNA Classic* had seven product lines. We believe that *HNA Millennium* will be an "engine for growth" for Cerner's client partners and shareholders for years to come.

In last year's annual report, we said that Cerner expected to convert 150 *HNA Millennium* applications by the end of 1998. We are pleased to report that 187 *HNA Millennium* applications were in operation by the end of 1998. Through large-scale conversions with two of Cerner's valued client partners, Cerner proved *HNA Millennium* performs and can be scaled. More importantly, *HNA Millennium* creates the opportunity for healthcare organizations to change the way healthcare is practiced and delivered across their communities. We estimate that Cerner will have more than 400 *HNA Millennium* applications converted by the end of 1999, demonstrating the power and completeness of our solutions.

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Building Cerner's Executive Management Team

Cerner's associate base continued to grow steadily in 1998. In fact, the number of Cerner associates has doubled every two to four years for nearly 20 years. In 1998, we recruited and appointed a number of talented executives to our senior management team. These additions reflect our strategy to meet the evolving needs of Cerner's growth, product development and management, sales and implementation, and people practices. The following are five of Cerner's newest executive appointments:

- **Jeff Townsend**, 35, was appointed Chief of Engineering for Cerner in March 1998. Jeff joined Cerner in 1985 and is one of the brightest young software executives in the country. Jeff is one of the architects of *HNA Millennium*.
- **Glenn Tobin, PhD**, 37, joined Cerner in May 1998, and was appointed Chief Operating Officer in October 1998. Glenn brings a unique blend of skills and experience to this position, including depth of experience in both information technology and healthcare strategy. Glenn is responsible for the core of Cerner's business with engineering, professional and client services, and marketing organizations reporting to him.
- **Marvin Pember, CPA, MM**, 45, joined Cerner as Senior Vice President and General Manager following nearly 20 years of experience in healthcare organizations. Prior to joining Cerner, Marvin served as a senior executive in a billion-dollar health system, gaining significant background in both the financial and operational areas of hospitals, physician practices, and managed care organizations. Marvin is responsible for Cerner's provider-based and managed care Enterprise Business Units.
- **Stan Sword**, 37, joined Cerner in October 1998 as our first Chief People Officer. Cerner is committed to becoming 'The Place to Be' for professionals who want to improve the way healthcare is delivered in the world today. Stan has extensive experience in change management, education, and human resources. The creation and designation of a Chief People Officer confirms Cerner's commitment to attract the industry's best knowledge workers, invest in the future of our associates, and retain our current knowledge workers.
- **Paul Black**, 40, was promoted to Chief Sales Officer in December 1998. Paul has been one of the most outstanding performers in our sales organization over the last five years, and served as Area General Manager and Vice President prior to his appointment as CSO. Paul is responsible for worldwide sales for Cerner.

Development of Significant Strategic Relationships

Synetic Healthcare Communications

Cerner's first new strategic relationship in 1998 occurred in October when we announced our intent to form a relationship with Synetic, Inc. The vision of Synetic's management team is very similar and synergistic with that of Cerner. At the end of 1998, a subsidiary company to Synetic, Synetic Healthcare Communications, Inc. (SHC), was formed for the purpose of creating Internet-based physician connectivity and electronic commerce. We licensed *HNA Millennium* functionality to SHC in return for a 19.9 percent equity interest in the company. At Cerner, we believe strongly in the future of SHC.

General Electric Company

In November 1998, Cerner announced a major technology and marketing agreement with General Electric Company acting through its GE Medical Systems division. Cerner is a leader in radiology information systems (RIS), and GE is a leader in radiology imaging systems, as well as picture archiving communication systems (PACS). PACS systems are designed to store, retrieve, and enhance digital images produced by modern radiology imaging systems, such as CAT scans, MRIs, and ultrasound medical technology. This agreement is focused upon building the next generation of solutions in the radiology suite, a fully integrated RIS and PACS system.

Today's buyers in the radiology marketplace are more discriminating, demanding increased functionality. These buyers also appreciate architecture. So, the integration of both RIS and PACS is a logical new segment of the marketplace. GE's significantly larger sales force also has the potential to increase the sales of Cerner's radiology systems on a stand-alone and integrated basis, as well as boosting the sales of Cerner's broad *HNA Millennium* architecture into healthcare organizations.

The Global Marketplace

Cerner continues to value its relationship with Siemens Health Services GmbH & Co. KG in the European marketplace. As a valued business partner, Siemens continues to increase Cerner's presence within the European health community. At the beginning of 1999, Siemens completed its first European conversion of *HNA Millennium* at a large health system in Berlin, Germany. This project is the pilot site for *HNA Millennium* in Europe. Siemens' completion of the first phase of *HNA Millennium* installation at this pilot site is a milestone for both Siemens and the European healthcare community. In addition to the live *HNA Millennium* site in Berlin, Siemens has three additional *HNA Millennium* sites being implemented in France, Austria, and the United Kingdom.



HNA Millennium, the most powerful, complete and technologically advanced health information solution available today, has more than 15.2 million lines of code embedded in it. The power of *HNA Millennium* has been realized through the automation of more than 200 broad processes, which consist of more than 11,500 discrete tasks.

The State of Healthcare

Cerner's business environment continues to be extremely dynamic. Healthcare was radically re-sculpted in the 1990s, while information technology proliferated throughout society due to the microprocessor and the explosion of the Internet. This trend offered organizations and individuals new methods of connecting and communicating. There are a number of broad trends currently affecting the healthcare environment:

- The healthcare landscape continues to evolve at an accelerated rate.
- The United States has entitlement funding issues with key programs such as Medicare and Medicaid, which will be exacerbated by changes in demographics during the next decade as baby boomers retire.
- Insurance companies became managed care organizations and promised better medicine and healthier populations at lower costs. They failed to deliver fundamental, systemic, sustainable improvements in each of these areas.
- Hospitals have consolidated into local and regional health systems, representing themselves as "systems of care" to their communities. However, few of these health systems have the technology to share information across their systems or between physicians and hospitals.

There is a fundamental need for technological strategies that can transform the healthcare industry. Cerner believes that our vision is the only fundamental strategy that will enable our clients to transform their organizations into true systems of care. Long-term opportunities exist to transform healthcare using information architectures. Cerner plans to lead with a set of innovative new strategies that address the needs of the evolving healthcare landscape.

The Healthcare Information Technology Industry

While the healthcare industry struggled to find methods to transform itself, a significant consolidation of healthcare information technology companies also occurred. The prevailing strategy used by the majority of Cerner's major competitors is to obtain a portfolio of products through the acquisition of companies. There is little new value created for the healthcare industry when companies purchase existing, outdated technology. In contrast, Cerner's marketplace strategy is founded upon our commitment to transform healthcare through the development of the superior solution for today's health challenges, *HNA Millennium*.

Today, there are only four or five major healthcare information technology companies that have the technology, resources, and skills necessary to compete for large, integrated, enterprisewide marketplace opportunities. Cerner is one of these companies. We believe Cerner is the best-positioned company to succeed because we have the only person-centric, single-system architecture in the industry.

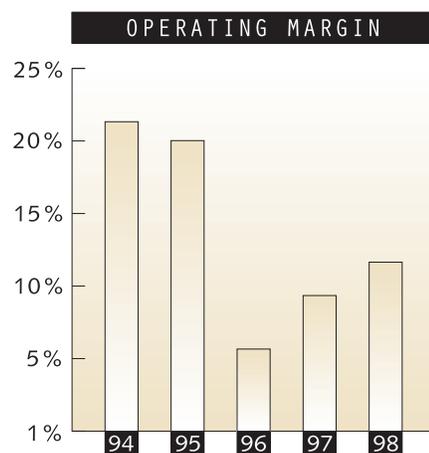
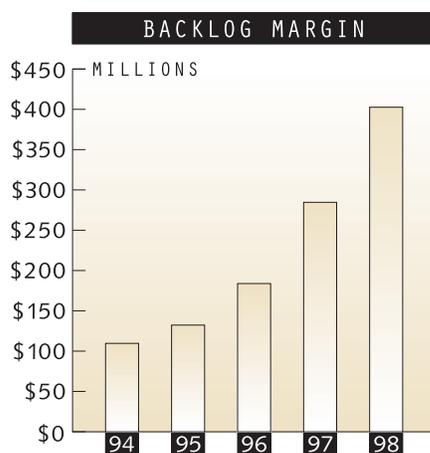
In all growing marketplaces, new players will emerge. In the healthcare technology industry, Cerner believes these new players will be derived from two different directions. First, we expect the large, service-based companies to attempt to differentiate their services by purchasing information technology. This strategy will put these companies in direct competition with Cerner. Secondly, we expect competition from the pure, Internet-based, start-up companies. We believe the Internet will significantly decrease the amount of infrastructure necessary for our clients to implement community-based health systems. However, the Internet does not decrease clients' needs for Cerner systems.

Cerner's Plan for 1999 & Beyond

During 1999, we believe that the issues and complexity around the year 2000 will distract some of our clients and potential clients. We expect the financial community to flee from the uncertainty and continue to undervalue Cerner and the healthcare information technology industry as a whole. However, we believe we can continue Cerner's growth in both revenues and earnings. In addition, we are confident that Cerner is extremely well positioned for growth entering the new millennium.

Here is a summary of Cerner's plan for 1999:

- In terms of expected new business revenues and corporate spending, Cerner has a conservative 1999 business plan. However, we expect that the plan will yield growth in top line revenues, expansion of Cerner's operating margins, and growth in earnings.
- In Cerner's early *HNA Millennium* projects, a number of our clients were contracted on a fixed-fee basis for implementation services. Due to delays in completing these projects, earnings from these implementation services were significantly reduced. In 1997, Cerner discontinued contracting implementation services on a fixed-fee basis and began offering these services on a fee-for-service model. Over the next year, Cerner's commitments to clients under the fixed-fee model will be substantially completed and will be replaced with contracts using the fee-for-service model for implementation services. We expect this swing within Cerner's business model to generate growth in our operating margin.
- Since 1995, we have invested heavily in software development to build *HNA Millennium*. As a percent of revenue, Cerner spent 22 percent of its revenues on development in 1998. We are now at the end of this large development cycle. Over the next three years, we anticipate Cerner will increase the total amount of dollars being spent on development. However, we expect the percentage of revenue that Cerner spends on development to decline.



1998 EXCLUDES ACQUISITION RELATED CHARGES

The remaining question: Can Cerner continue to grow its revenues far beyond 1999? We believe that the answer to this question is, "yes." Here are some of the compelling reasons why Cerner should experience growth into the new millennium:

- 1) Cerner has a great history of organic growth. Cerner grew from approximately \$50 million in revenues to more than \$330 million during this decade. Cerner has never been in a better position in its entire history to create future growth in revenues and earnings.
- 2) Cerner is in a marketplace with tremendous potential—healthcare information technology. Most analysts fully expect that the overall healthcare information technology marketplace will grow at least 20 percent per year for the five years following the millennium.
- 3) We expect the clinical information system segments to grow faster than the general market. Cerner now has the only fully integrated enterprisewide, single-system architecture in the marketplace. We believe that we have a major competitive advantage. We also believe this will accelerate Cerner's growth past the general marketplace.
- 4) *HNA Millennium* moves Cerner into new markets. Cerner's *HNA Classic* architecture had seven major product lines. Today, *HNA Millennium* has 30 product lines and should continue to grow over the next few years. For example, patient accounting represents an estimated \$2- to \$3-billion marketplace. Cerner has no market share in this niche today. However, by this time next year, we plan to have *HNA Millennium ProFit* out into the marketplace. We believe that *ProFit* is a substantially improved solution over other patient accounting systems currently available.

Yes, we expect 1999 to be an unpredictable year due to the nature and complexity of year 2000 issues.

However, we also believe Cerner's technological investments position us as the clear leader in healthcare information technology for the next millennium.

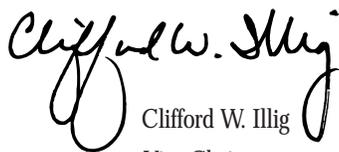
We are looking forward to the future.

Yours Very Truly,



Neal L. Patterson

Chairman of the Board, President & Chief Executive Officer



Clifford W. Illig

Vice Chairman



Glenn P. Tobin

Executive Vice President & Chief Operating Officer

BUILDING AN INFORMATION ARCHITECTURE FOR HEALTHCARE

Today's health organizations must share enormous amounts of clinical and financial information across an increasingly complex network of care providers. More than ever, they are being challenged to improve the quality of care and overall performance of their organizations while squeezing costs from operations. The balance between cost and quality is so delicate that separating the two could prove disastrous. The only effective way to meet these demands is with an integrated information architecture.

Only Cerner has made the investment needed to create the health enterprise information system of the 21st century. In 1998, we emerged from a five-year development cycle and a \$130-million investment to become the clear leader in the healthcare information technology industry. Today, *HNA Millennium* is the only fully integrated information and knowledge system that spans the entire health continuum and the complete healthcare enterprise. This gives Cerner a competitive advantage in the fastest-growing segment of the health industry—enterprise clinical solutions. With growth estimated at 25 to 30 percent per year, this market could reach \$6 billion by 2002.

An Architecture for the Future

HNA Millennium reaches across all phases of the care process, connecting clinical, management, and operational processes into one intelligent system. From the most advanced clinical and management systems for hospitals and physicians' offices to innovative solutions for payers, employers, and consumers, *HNA Millennium* seamlessly connects people with the information they need to arrange, deliver, and manage care. *HNA Millennium* has one architecture, one set of core processes, and one data model as its foundation. Across more than 30 different end-user applications that extend from the laboratory to the intensive care unit and even into the home, that same architecture, core processes, and data model are used. With a lifetime electronic medical record at the center of its open architecture, *HNA Millennium* is a powerful enabling tool that allows progressive health organizations to achieve real clinical and economic benefits.

During 1998, *HNA Millennium*'s engineering design and core functionality were tested and proven. Following 1997's successful launch with 32 *HNA Millennium* conversions, in 1998 the number grew by almost 500 percent. By year-end, Cerner had exceeded its own goals with 187 conversions at 50 client sites across the country. Throughout the year, complex implementations involving multiple end-user applications in large health system settings validated the scalability and performance of *HNA Millennium*.

Innovation Through Seamless Integration

HNA Millennium solutions are engineered for seamless integration to synchronize care in every area across the health enterprise. Through common process design and shared functionality, *HNA Millennium* allows integrated health organizations to improve processes and eliminate the costly redundancies inherent in the process of delivering care.



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GENERAL ELECTRIC AND CERNER

After an extensive evaluation of the future, GE Medical Systems, a leader in the radiology field, and Cerner announced a partnership in 1998 to develop the next generation of solutions for the radiology suite. Through this partnership Cerner's industry-leading *RadNet Radiology Information System* will be integrated with GE Medical Systems' Picture Archive and Communication Systems (PACS) technology.

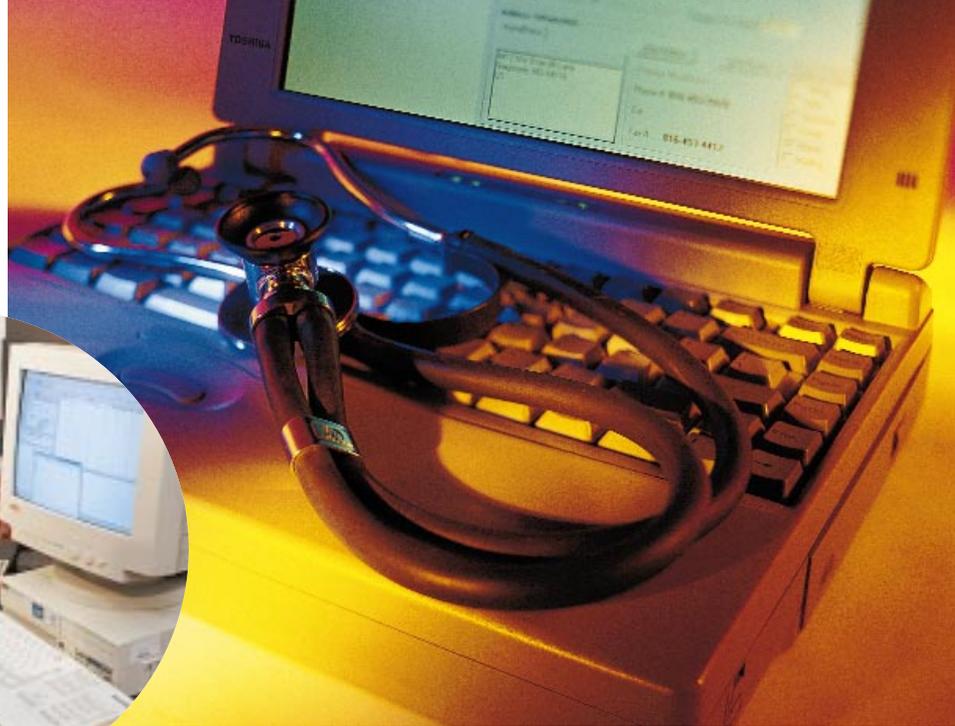
GE Medical Systems, through its own sales force, will market this new solution. "We've built a relationship with Cerner because we want to be involved long-term with an organization that really understands how information moves around the enterprise," says Vishal Wanchoo, General Manager, Integrated Imaging Solutions, GE Medical Systems.

Radiologists and other clinicians will benefit from the new solution as they access information and images in a seamless fashion on common workstations. Healthcare organizations will benefit from improved productivity and enhanced decision making by clinicians, and the elimination of unnecessary technology investment.

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Cerner makes it possible for health organizations to maximize their current investment while taking incremental steps toward building an information infrastructure. Our unique architecture is completely open, allowing Cerner systems to connect easily to the legacy systems that generate the majority of a health organization's information. At the end of 1998, Cerner systems openly interfaced to more than 120 foreign systems, through 2,500 active interfaces.

Information technology departments that must run a patchwork of different computing platforms and operating systems require highly skilled, expensive technical professionals to maintain each of them. *HNA Millennium* is different. By using one operating system and one database across all applications, *HNA Millennium* streamlines systems management and can substantially reduce an organization's labor costs for systems support. *HNA Millennium* supports both IBM® AIX and Compaq OpenVMS computing platforms and utilizes the industry leading Oracle® database. At the forefront of innovation, Cerner's approach combines multi-tier client/server solutions with thin client and web technologies to deliver the right tool for the right job.



Improving Access to Healthcare

Managing a patient across a single episode of care requires a highly coordinated set of access, clinical, and financial services. Now faced with the challenge of managing thousands of individuals through multiple episodes across numerous providers and venues of care, healthcare executives are learning what other industries have known for years. Business and information integration efforts must begin with processes that effectively manage interaction with consumers as they move into and throughout the health enterprise. A health enterprise must be able to seamlessly orchestrate services across the continuum to increase customer satisfaction and optimize utilization of its finite resources. In 1998, Cerner introduced *CapStone Enterprise Access Management System*, a suite of solutions that automate and integrate the processes of person identification, registration, scheduling, eligibility verification, and referral and authorization management across the enterprise.

Clinical Solutions

Cerner continued to expand its leadership in 1998 with advanced clinical information solutions that support the delivery of high-quality, efficient patient care. One such solution is *CareNet Order Management*, which allows ordering information to be distributed to the entire enterprise—seamlessly and immediately. *CareNet Documentation Management* automates the information gathering, recording, and reporting of patient care activities, eliminating paperwork and the need for redundant charting in multiple systems. *PowerChart Electronic Medical Record System* provides the whole care team with desktop access to a lifetime of data collected on individuals across care providers and locations. Thousands of clinicians at major health systems across the country, such as Sisters of Mercy Health System, St. Louis, Missouri; and Martha Jefferson Hospital, Charlottesville, Virginia, are using *PowerChart* to improve the care process and establish a framework for creating a complete and active electronic medical record.

HNA Millennium supports the needs of today's progressive health enterprise with fully integrated clinical systems for the broad health spectrum, including laboratory, radiology, pharmacy, emergency, surgery, cardiology, intensive care, acute care, home health, and physician offices.



SEAMLESS ACCESS

It is estimated that about 40 percent of the time, relevant medical information is not available to physicians when seeing patients on an outpatient basis. It may be captured in another system, in a paper chart that is missing, or simply not available. Without the appropriate information, clinicians cannot make effective care decisions. With advanced information technologies and seamless enterprise solutions from Cerner, that is changing.

Through *HNA Millennium* solutions, healthcare organizations have seamless access to an individual's personal history, medical record, insurance information, employer, and demographic information. As care is delivered, information is immediately updated. When the physician provides a referral to a specialty clinic, referral forms are automatically generated, the individual's next appointment is confirmed, and insurance eligibility is verified. In the future, at the end of the visit, charges for the care from all providers at various locations within the health system will be consolidated into one easily understood bill.

Managerial and Financial Solutions

In today's increasingly risk-based environment, understanding the real costs of labor, equipment, and supplies is essential. Through the Balanced Budget Act's reduction in subsidies for Medicare and Medicaid, United States healthcare organizations will lose \$115 billion over the next five years. Organizations must take steps to manage costs and find ways to combat this loss of revenue. Cerner made substantial investments in the development of managerial and financial solutions throughout 1998 to help organizations overcome these challenges.

Cerner's *ProCare Medical Management System* integrates clinical and financial information at the point of care to impact decisions and improve economic and quality outcomes. *ProCare* supports data aggregation and analysis, real-time case management, utilization management, outcomes reporting, disease management, physician profiling, regulatory reporting, and risk management. Benchmark and satisfaction data can be integrated with clinical and financial information to deliver a more complete picture of the health system.

The increased penetration of managed care across the country intensifies the need for new age systems to deal with the multiplicity of reimbursement methodologies. As more integrated health organizations move to centralized business processes in response, they are demanding a system that combines all venues and providers of care in one billing statement the consumer can clearly understand.

With *ProFit Enterprise Financial System*, Cerner is creating the first truly integrated, enterprisewide financial solution for the healthcare industry that helps organizations manage reimbursement mechanisms across the continuum of care. By using this solution, the financial office can view, manage, and analyze patient accounts, and in the future will be able to consolidate charges from across the health system into one easily understood bill.

LEVERAGING KNOWLEDGE AND LINKING THE COMMUNITY

Nearly 30 years ago, when pioneers in medical informatics promised computers would revolutionize medicine, they primarily saw information systems as an enabler for automation. As a leader in the automation revolution, Cerner quickly recognized that information technology delivers its greatest value when the information in the system is used to directly impact health outcomes and improve the quality of clinical decision making. With that understanding, Cerner already has distinguished itself as a pioneer in the integration of information technology and knowledge.

It has been said that “information is knowledge.” Unfortunately in healthcare, too often information is just data. To become knowledge, information must be placed into clinical or economic context and made available at the right point in time. When that happens, information can help establish causes, make comparisons, improve results, and impact decisions. Information is then transformed into knowledge with real power to influence health outcomes.

Transforming Information Into Knowledge

Cerner continued its investments in knowledge in 1998, and brought substantial innovation to the market for how best to codify, analyze, and use information in clinical practices. *Cerner Knowledge Index (CKI)* is the industry’s most advanced methodology for establishing a common clinical nomenclature within healthcare systems. All terminology, events, and concepts used by the system are in a standardized format, and referenced in a single unambiguous manner that easily is mapped to industry standards. As a result, all systems speak the same language and different organizations can use their own terminology without losing data integrity. Through the use of sophisticated mapping techniques and unique identifiers, *CKI* enables healthcare data to be gathered, represented, stored, and retrieved in a single method, and also makes clear the relationships between that data.

Another significant achievement of 1998 was the implementation of *PowerNote* and *Care Designs*, Cerner’s content-rich, structured clinical documentation solution that truly delivers knowledge to the point of care at a time when it is most needed and most valuable. *PowerNote* guides clinicians through *Care Designs*, which work with the electronic medical record to sift through information and present the clinician with data that is most likely to be relevant to a given patient encounter.

These innovations enhance Cerner’s proven expert-knowledge and decision-support systems. Cerner’s *Discern Expert*, *Discern Dialogue*, and *Insights* provide clinicians with a view of clinical and financial data from throughout the health system, then integrate event monitors, alerts, and detailed clinical knowledge that are executable at the point of care to help clinicians make intelligent, evidence-based decisions.

With the 1998 purchase of *Multum*® Information Systems, Inc., a Denver-based supplier of drug knowledge databases and intelligent software components, Cerner added another important component to its growing knowledge architecture. *Multum’s MediSource™* solution is the only commercially available drug-dosing tool that supplies expert,





REDUCING ADVERSE DRUG EVENTS

Adverse drug events, or ADEs, are the most common cause of unintentional injury or death in hospitals. Each year, an estimated 2.2 million people are seriously injured and 100,000 die because of ADEs. Good Samaritan Regional Medical Center in Phoenix, Arizona, received national attention with a study that demonstrates that a computerized decision support system that monitors clinical events can significantly reduce the occurrence of, and injuries associated with, ADEs.

Robert Raschke, MD, working with colleagues from pharmacy, nursing, and information systems, wrote a set of computer alerts using Cerner's *Discern Expert* decision-support system. During the six-month study that included 9,306 admissions, the system generated 1,116 alerts. These alerts identified potentially dangerous clinical situations at a rate of 64 per 1,000 admissions. In 44 percent of these cases, physicians stated they were unaware of the potential ADE before the alert notification.

The benefits of a highly effective ADE prevention program are enormous. Conservatively, 28 percent of ADEs, in general, and 42 percent of life-threatening ADEs are preventable. If ADEs occur in approximately 7 percent of admissions, an average 650-bed hospital could experience as many as 1,800 ADEs a year. Raschke and his colleagues suggest that in a 650-bed hospital, as many as 36 lives and \$3 million might be saved annually with the implementation of a fully functional system for detecting preventable ADEs.

The results of this study were published in the October 21, 1998, issue of the *Journal of the American Medical Association (JAMA)*.



(Knowledge + Technology + People) + (Time + Place) = Optimal Health Outcome

person-specific clinical and drug utilization review data. MediSource allows physicians, pharmacists, and other clinicians to anticipate potentially harmful drug interactions before they occur, precluding ADE-related injuries, disabilities, and even deaths. Multum also offers a comprehensive database of drug information, disease-therapeutic pathways, and patient education materials.

Web-Enabled Healthcare

Through its ability to instantly connect people with the information they need, the Internet is shattering the physical boundaries that once defined healthcare. From providing remote access for physicians and exchanging data with payers, to empowering consumers to more actively manage their health, its effects are widespread.

As the Internet has become an important channel for delivering solutions and for connecting the healthcare continuum, *HNA Millennium* has proven that is ready for the web. Using Cerner's web-based solutions, caregivers and providers are using networks, intranets, and the Internet to connect to healthcare organizations' information systems, and to access information and perform transactions. In 1998, Cerner's Internet versions of its *PowerChart Electronic Medical Record System* and *ProVide Physician Practice Management System* became deployable over the web. These complement Cerner's existing *PowerLink Health Enterprise Network* physician access solution, which connects community physicians to payers and health systems for referrals, authorizations, claims, eligibility, and reporting.



CONNECTING WITH CONSUMERS

Approximately 50 million people in the world use e-mail today, and that number is expected to double by 2000. Yet, only about 1 percent of physicians take advantage of this technology to communicate with patients. Connecting the right people at the right time and place is part of the equation for optimal health, and electronic communications is becoming part of the answer. This medium of communication is becoming more accepted, and its effects on the quality and efficiency of the doctor-patient relationship has become the focus of an ongoing study at the University of Michigan Health System.

Healthcare organizations of the future must find ways to keep the populations they serve connected. Electronic communication adds another avenue to keep them connected.

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HNA Millennium's proven technology platform opened the door in 1998 to the electronic commerce market. In an agreement with Syntec, Inc., of Elmwood Park, New Jersey, Cerner's *HNA Millennium* will provide the infrastructure for Syntec Healthcare Communications, Inc., (SHC), an Internet-based company focused on clinical e-commerce. SHC provides web-based solutions for physicians that facilitate the confidential online exchange of clinical information between physicians and managed care organizations, pharmacy benefit managers, clinical laboratories, and pharmacies. As part of this agreement, Cerner acquired an equity position in SHC, and will contribute engineering and systems expertise to the development of future solutions.

Connecting to the Consumer

Optimal health outcomes start when individuals become proactive in managing their health. In 1998, Cerner continued its commitment to the development of solutions that are designed to support a system in which consumers, physicians, and their health providers are all connected. One of these solutions, *Vitality*, is a comprehensive health management system that helps consumers monitor their health status and make more informed health decisions. Other consumer health services that gained momentum in 1998 include Cerner's *Health Risk Assessments*, *Health Connections* telecare services, and *Health Directory* automated registration referral and authorization services.

In 1998, Cerner reached consumers in a very personal way through an agreement with a major pharmaceutical company. Cerner's *ProLink* call center solution is providing the backbone for an innovative disease-management program that offers telephone support and services to individuals with multiple sclerosis. Nurse counselors provide free information, make referrals, and answer questions about living with the disease. The center handles nearly 8,000 calls each month.

CREATING A UNIQUE COMPANY AND CULTURE

Cerner was started by three individuals who believed that information technology could transform healthcare. Their passion for excellence and innovation established the framework for this unique company and its associates. As the company has continued to grow, Cerner has remained committed to a culture that breeds innovation and success through the strong contributions of individuals and teams.

Nearly two decades old, we have not wavered in our commitment to transforming healthcare, and remain dedicated to helping health systems achieve their strategic visions through information and knowledge solutions. This environment has resulted in the industry's most advanced solutions, as well as the best group of associates who help to build, sell, implement, and provide services for those solutions. Cerner associates are committed to building a legacy in healthcare.

Accelerating Business Results

Coming off a very strong year in 1997, Cerner met its three imperatives for 1998—to increase top line growth, increase margin percentages, and make significant progress in the rollout of *HNA Millennium*.

This was another year of growth as the breadth of *HNA Millennium* made its way into the market. Revenues for the year grew by 35 percent to reach a record high of \$330.9 million. New business bookings increased by \$94 million to \$362 million in 1998. Net earnings increased 56 percent to \$23.7 million (excluding acquisition related charges). Strong performance in Cerner's core clinical markets, which grew by more than 60 percent over 1997, contributed to the year's success. We also saw very strong contributions from consulting and professional services, and from new markets that were developed in 1998.

Investing in Associates

Cerner's culture is reflected in its associate body. With a 30 percent growth rate in 1998, Cerner reached a new milestone of more than 2,600 associates worldwide. To stay at the top of the industry, we compete with some of the largest technology companies in the world for the most qualified candidates. Our success in attracting new associates is directly related to our culture. Cerner prides itself in building and maintaining a positive, flexible work environment where everyone has the chance to contribute. Associates respect one another's accomplishments and work hard to achieve success. When one team reaches a milestone, everyone celebrates.

Associates have known for a long time that Cerner is "the place to be," but when *Fortune* magazine named Cerner as one of the Top 100 Best Companies to Work for in America in December 1998, the world learned that Cerner is a special place. For the Cerner community, this award reflects the company's commitment to a corporate culture that values associates as its greatest assets. Cerner received this special honor by not only investing in associates' careers, but also by promoting health and wellness. Associates and their families have access to a world-class fitness center and an on-site Montessori childcare center. Cerner offers comprehensive continuing education opportunities, flexible work schedules, and stock ownership programs.



FORTUNE SELECTS CERNER AS ONE OF THE BEST

Cerner received a substantial honor in December 1998 when *Fortune* magazine named the company as one of the “100 Best Companies to Work for in America.” This award recognizes Cerner’s commitment and investments in creating a culture that values associates as its greatest assets. The award is especially significant as the company celebrates its 20th anniversary in 1999.

The “100 Best” list rankings were compiled through extensive research, analysis, and a poll of more than 27,000 employees at more than 1,000 companies nationwide. The review process included interviews with randomly selected employees, completion of a written questionnaire, as well as documentation of the company’s best “people practices.” Competing firms had to supply supplementary materials, such as newsletters, employee handbooks, and videos. *Fortune* used a 175-point scoring system to rank the companies.

This comprehensive study shows that Cerner successfully has created an empowered workplace where associates believe they are making a difference and are proud of their contributions. Associates are given a lot of responsibility, and are willing to go the extra mile to get things done. Cerner’s friendly environment, world-class fitness center, and on-site children’s center contribute to making Cerner a great place to work.

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Investing in the Future

Cerner’s investment in the development of *HNA Millennium* is matched by its commitment to ensure that we have the appropriate resources in Cerner Consulting to implement these solutions. Today Cerner Consulting is the fastest growing area of the company. With more than 770 associates, the organization grew by 40 percent over 1997. With that growth, Cerner also has added considerable experience to its consulting ranks. On average, the consultant leading an *HNA Millennium* project has 16 years of industry experience. Adding to their industry knowledge, Cerner associates spent the equivalent of 11,000 days in the *HNA Millennium* Certification Lab receiving training and certification in 1998, up significantly from 1997.

In 1998, the four practices within Cerner Consulting were substantially improved. The Implementation Services Practice offers the ability to convert a significant capital investment into a prudent benefits-realization strategy. The Benefits Realization Practice mentors a client through the change process, working side-by-side with clients to drive real, measurable benefits. Cerner’s Learning Services Practice seeks to increase client knowledge and competence by providing projectwide, customized, and prepackaged training opportunities. The mission of the Technical Services Practice is to develop and deploy technology capability essential to effectively implement and manage our clients’ technology infrastructures.

BUILDING STRONG CLIENT RELATIONSHIPS

While the true measure of a product or service can be determined by whether it delivers the intended benefits to the user, the value of partnership is evaluated in a different way. Partners do not measure success simply by the performance of their products. True success only can be achieved when the mutual goals that have been established by the partners are reached. In 1998, Cerner demonstrated the value of solutions and of partnership to clients around the world.

Partners for Success

Cerner was privileged in 1998 to work in partnership with a growing number of progressive health organizations including Detroit Medical Center, Detroit, Michigan; Aurora Health Care, Milwaukee, Wisconsin; Health Midwest, Kansas City, Missouri; and the UPMC Health System, Pittsburgh, Pennsylvania. These organizations have selected Cerner's *HNA Millennium* as the foundation for their enterprise information architecture.

With more than 1,000 organizations using Cerner's *HNA Classic* solutions to run parts of their health systems, Cerner remains committed to the ongoing development and support of this platform. Although many of these organizations already are making the shift to *HNA Millennium* to take advantage of its broad enterprise architecture, others will remain on the *HNA Classic* platform for years to come.

Health systems and health partners recognize the clinical excellence and management capabilities of *HNA Millennium*. AmeriNet, one of the nation's largest and most respected healthcare purchasing organizations with 7,210 member facilities, named Cerner as its preferred supplier of laboratory, radiology, and pharmacy solutions. Also in 1998, the Greater New York Hospital Association (GNYHA) endorsed *HNA Millennium* solutions to its more than 175 member hospitals. In a continuing relationship with the nation's largest strategic alliance of leading hospitals and healthcare systems, Premier, Inc., endorses *HNA Millennium OCF/PowerChart* to its more than 1,700 members.

Industry-Leading Service and Support

Connecting people to the information and resources they need to keep their systems running at peak performance is critical in health-care. Cerner's commitment to excellence in client service consistently ranks among the highest in the industry. The Immediate Response Center (IRC) provides 24-hour, 7-day-a-week access to technicians who can solve mission critical issues. Qualified technicians in Cerner's Immediate Answer Center (IAC) respond to non-critical issues. Seventy percent of calls to the IRC and IAC are resolved the same day they are received—an outstanding achievement in complex environments that utilize technologies from multiple suppliers.



HNA Millennium Goes International

The first *HNA Millennium* conversion outside the United States was at a hospital in Sydney, Australia. The momentum continued with the conversion of the first of five hospitals in a 2,300-bed organization in Sydney. Cerner's growing presence in the Australian market was further strengthened when the State of New South Wales designated Cerner as one of its preferred suppliers.



After being ranked as a leader in the industry for client service in 1997, Cerner's efforts were recognized again in 1998. *Inside Healthcare Computing* magazine named Cerner as having the "Best Telephone Support" in the industry. Most importantly, clients have given Cerner record-high satisfaction ratings in the mid-90 percent range for two years in a row.

Educating Our End-Users

Cerner Virtual University (CVU) offers comprehensive educational programs and knowledge-transfer opportunities by integrating technology and proven learning strategies. CVU works with clients, associates, and business partners to design, develop, and support innovative learning strategies. Through a combination of computer-based training (CBT), classroom and innovative training techniques that incorporate performance-based training,

Cerner is ensuring that client organizations are prepared to use and manage their Cerner systems.

An extension of CVU, the Cerner Knowledge Network (CKN) gives clients 24-hour access to a powerful web-based repository of information on Cerner applications, technologies, and training programs. Use of CKN increased almost 100 percent in 1998. Approximately 10 percent of Cerner clients use CKN daily to check the status of service requests, collaborate with other Cerner users via discussion forums, and order parts and equipment for their systems.

Strong Commitment to Continuous Improvement

Building software is an evolutionary process of development and refinement. The process is never complete. In mid-1998 Cerner launched the first phase of a performance strategy designed to verify that the technical and application

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architectures of *HNA Millennium* would effectively handle the HIS workload processing of the largest hospital systems. A multimillion-dollar investment was made in an in-house testing environment capable of replicating every aspect of the client environment. Real code and real client databases are used to systematically test and tune the system, capturing accurate baseline statistics for user-response time, stability, fault tolerance, throughput, and scalability for the *HNA Millennium* application suite. Through this sophisticated approach, which leverages input from performance experts outside the company, Cerner proved conclusively that the architecture will scale to the largest client environments and perform to the expectations of clients. The Performance Lab also offers a unique opportunity to drive continuous improvement in the system. Areas for enhancement are pinpointed, improved and then rapidly implemented across Cerner's cohesive architecture.

Cerner is committed to continuously improving the implementation of *HNA Millennium*. In 1998, we established the Project Implementation Lab, where the implementation methodology of *HNA Millennium* is being scrutinized to identify best practices. By establishing and perfecting a repeatable, predictable process, Cerner is creating a proven methodology to reduce the total cost, work effort, and time required to realize benefits and better support rapid installations.

Healthcare organizations already are realizing benefits quickly due to recordbreaking implementations. For example, Cerner's *OCF/PowerChart* has been implemented in six months at such organizations as Grey Bruce Health Services, Ontario, Canada; and Health Midwest, Kansas City, Missouri. Once the core architecture is implemented, subsequent applications can be implemented much more rapidly. For example, building off a foundation of Cerner solutions, Bridgeport Hospital, Bridgeport, Connecticut, was able to implement *FirstNet Emergency Care Information System* in nine weeks.

ESTABLISHING NEW BOUNDARIES

Cerner is positioned to lead the healthcare industry into the next millennium. As the industry is poised for a major transformation, Cerner celebrates almost 20 years of innovation. Healthcare executives who are preparing for this journey can do so with the confidence that Cerner has been preparing for this transformation for close to two decades.

The Millennium Health Imperative

In 1998, Cerner sponsored the creation of the Millennium Health Imperative (MHI), a think-tank of executives from leading healthcare organizations across the country. Through this imperative, Cerner is pooling the knowledge and thought leadership of these individuals and others in the industry to help shape how information technology will aid in this transformation.

Results from an initial research project conducted in partnership with *Modern Healthcare* magazine provide valuable insight from the executive suites of 43 of the nation's leading integrated delivery systems. Overwhelmingly these leaders recognize the need for greater investments in information technology in order to advance healthcare, and believe the critical link for success is a closer connection between an organization's information technology strategy and strategic business plan. As their average information technology investment increases to \$20 million over the next two to three years, nearly three-fourths of respondents site a preference for one or a "select few" supplier relationships. Future information and knowledge investment priorities include results viewing by clinicians, outcomes analysis, electronic medical records, person identification, and physician office connectivity.

Early conclusions from the MHI indicate enlightened organizations will stress "value creation" over ROI measurement, with these objectives: improving the quality of patient care and clinical outcomes; impacting the timeliness, availability of information for decision support and documentation; and increasing patient satisfaction and customer service.

Community, Physicians, and the Future

What must the equation for optimal healthcare look like in 2010? Nobody knows the answer, but it is evident that the most effective health systems will focus on the individual. They will not only focus on changing physician behavior but also their approach to technology and willingness to adopt solutions. Physicians must make computers a part of their normal workflow, and begin utilizing decision support systems to provide knowledge to them in the critical two seconds when a clinical decision is being made. Health systems, providers, payers, and employers must work collaboratively to reduce costs and implement programs that will change behaviors that lead to health problems, before those problems arise. They must work together to leverage the collective knowledge that resides in their information systems, and they must involve the community in this initiative. Cerner's information and knowledge solutions have been developed with this goal in mind.



Creating Virtual Health Systems

Used to its full potential, information technology can alter the structure of how care is delivered to individuals. We believe that over time healthcare will shift away from the structured delivery systems of today toward more “virtual health systems” where consumers can construct and reconstruct a care delivery system that meets their individual or family needs. The medical record, ultimately, will be the property of the individual, with each person determining who has access to that record. Those who need the information will be able to get to it, regardless of their location or prior affiliation with the person.

Through the creation of a single cohesive architecture for healthcare, the walls between care centers will become transparent as information travels seamlessly between offices and settings. Individuals will give personal information once, and will no longer fill out numerous forms at each care setting. Data collected at one setting will be available to others across the country. While the long-term vision of a virtual health system is still on the horizon, the solutions Cerner is developing today are bringing that picture closer to reality. This transformation will not be complete until every individual in every part of the care process is connected to the right knowledge, resources, and persons at the appropriate time and place.



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There are other boundaries to conquer. With solutions that span the continuum of care and seamlessly unify health systems, payers, and the community, Cerner will lead the way. The transformation of healthcare has begun.

CERNER LEADERSHIP AND CORPORATE INFORMATION

BOARD OF DIRECTORS

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Chairman of the Board, President
& Chief Executive Officer
Cerner Corporation

Clifford W. Illig
Vice Chairman
Cerner Corporation

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Chairman & Chief Executive
Officer
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Michael E. Herman
Chairman, Investment
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The Kauffman Foundation
President, Kansas City Royals
Baseball Club
Kansas City, MO

Thomas A. McDonnell
President & Chief Executive
Officer
DST Systems Inc.
Kansas City, MO

Thomas C. Tinstman, M.D.
Senior Vice President &
Chief Medical Officer
Cerner Corporation

Annual Meeting of Shareholders

The annual meeting will be held at 10:00 a.m. on May 28, 1999, at the Cerner Associate Center, located on the Cerner campus at 2901 Rockcreek Parkway, Kansas City, Missouri. A formal notice of the meeting, with a proxy statement and proxy form, will be mailed to each shareholder in April 1999.

Annual Report/10-K Report

Publications of interest to current and potential Cerner investors are available upon written request or via Cerner's Web site at www.cerner.com. These include annual and quarterly reports and the Form 10-K filed with the Securities and Exchange Commission.

Such requests should be made to:
Administrator of
Shareholder Relations
Cerner Corporation
2800 Rockcreek Parkway
Kansas City, MO
64117-2551

Inquiries of an administrative nature relating to shareholder accounting records, stock transfer, change of address, and miscellaneous shareholder requests should be directed to the transfer agent and registrar, UMB Bank, at (816) 860-7786.

Transfer Agent and Registrar

Securities Transfer Division
UMB Bank
P.O. Box 410064
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(816) 860 7786

Stock Listings

Cerner Corporation's common stock trades on The Nasdaq Stock MarketSM under the symbol CERN.

Independent Accountants

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Kansas City, MO

Legal Counsel

Stinson, Mag & Fizzell
Kansas City, MO

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Executive Officers & Corporate Management

Neal L. Patterson
Chairman of the Board, President
& Chief Executive Officer

Clifford W. Illig
Vice Chairman

Glenn P. Tobin, Ph.D.
Executive Vice President &
Chief Operating Officer

Marc G. Naughton
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Jack A. Newman Jr.
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Stanley M. Sword
Vice President & Chief People
Officer

Randy D. Sims
Vice President, Chief Legal
Counsel & Secretary

Thomas C. Tinstman, M.D.
Senior Vice President &
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Chief Sales Officer

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Senior Vice President &
Area Manager

Richard J. Flanigan Jr.
Vice President &
Area Manager

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Senior Vice President

Cerner Consulting

Stephen D. Garver
Vice President & Managing
Partner

Paul J. Sinclair
Vice President, Senior Partner &
North American Operations
Officer

Robert J. Campbell
Vice President of Learning

Client Services Organization

Stephen M. Goodrich
Senior Vice President

Product Organization

Robert C. Dieterle
Senior Vice President,
General Manager & Interim Chief
Information Officer

Marvin G. Pember
Senior Vice President &
General Manager

Jeffrey A. Townsend
Vice President & Chief
Engineering Officer

David P. McCallie Jr., M.D.
Vice President Medical
Informatics & Chief Scientist

ENTERPRISE SOLUTIONS

CapStone™

Health organizations solutions for creating enterprisewide master person identification (EMPI), referrals, registration, and scheduling; and health plan member eligibility and coverage information

PowerChart™

The electronic medical record, including charts, flow sheets, ordering, and clinical documentation

ePowerChart

The Internet web-enabled version of PowerChart

PowerLink™

Connection solutions for connecting physicians to payers and health systems for referrals, authorization, claims, eligibility, clinical information, and reporting

PowerVision

Manager's desktop for managerial accounting information and decision support

ENTERPRISE REPOSITORIES

Open Person Foundation™

Open, person-centric EMPI repository for enterprisewide person/patient identification and reconciliation that creates the foundation for integrating the person throughout all clinical and financial systems

Open Clinical Foundation®

Open repository to manage clinical information providing the foundation for the electronic medical record

Open Management Foundation™

Open repository to store management information of enterprise financial, operational and process results, creating the foundation for the enterprisewide management and executive information system

Open Outcomes Foundation™

Open repository to store clinical, medical, process, economic, and satisfaction outcomes results creating the foundation for an enterprisewide outcomes management system

Open Agreement Foundation™

Open repository to manage health plan contracts and agreements, and member information

CLINICAL SOLUTIONS

Patient Care Systems

CareNet®

Care team workflow automation that includes task management, order entry, clinical documentation, care planning and coordination, and chart viewing

INet™

Automated clinical information system for intensive and critical care units with high levels of real-time patient monitoring equipment

ProVide™

Physician office workflow management systems for clinical, business, and support needs, including electronic medical records, care plans, registration orders, clinical documentation, scheduling, and billing

eProVide™

Web-enabled version of ProVide with expanded Internet functionality

ProCall®

Home care workflow and management system that seamlessly integrates clinical and financial information from all venues of home care while meeting stringent regulatory requirements

CLINICAL INFORMATION SYSTEMS for CARE RESOURCE CENTERS

FirstNet™

Emergency care information system that provides customized and automated patient and provider tracking, patient and medical assessment charting, and clinical and management reporting

SurgiNet®

Surgery information system that enables booking of multiple resources, checking scheduling conflicts, and patient scheduling

RadNet®

Clinical radiology information system that automates departmental operations including patient registration, order entry, exam tracking, film tracking, transcription, electronic signatures, and report distribution

ProLink™

Call center system for triage and disease management centers that assists with demand management, patient education, medication and treatment plan compliance monitoring, and physician office answering and scheduling services

CVNet™

Clinical cardiology information system that automates and integrates clinical and business processes

PathNet®

Laboratory information system that automates the clinical and management processes of the entire laboratory including microbiology, anatomic pathology, HLA, blood bank services, outreach services, and lab management

PharmNet®

Clinical pharmacy information system that automates the medication process across the continuum of care

IMAGE MANAGEMENT SYSTEMS

ProView™

Clinical image viewer and document management system

Document Imaging

Integrated enterprise document storage and management

FINANCIAL, OPERATIONAL, and MANAGEMENT SYSTEMS

ProFit™

Enterprise billing and accounts receivable system

ProForm™

Enterprise financial/operational decision support for performance profiling, productivity analysis, and executive key indicator dashboard

Managed Care Systems

ProFile™

Health information management department system for medical records storage, tracking, and accessing

ProCure™

Automated materials management system integrated into the clinical processes

ProCare™

Enterprise decision support for medical management, including performance profiling of providers, clinics, and hospitals

ProRate™

Managed care system for membership and eligibility tracking, claims processing, and contract management

ProCost™

Enterprise cost management, including cost analysis, cost accounting, variance tracking and integration with overall decision support solutions

ProTrack™

Automated equipment management system integrated into the clinical processes

The SHC system

Connects payers, providers, and physicians to perform electronic commerce and a set of managed care and clinical transactions

KNOWLEDGE SOLUTIONS

Clinical Decision Support Systems

PowerNote™

Automates the creation of clinical documentation using Structured Care Designs across the various care settings within an integrated or disparate health system

Discern Expert®

Built-in expert rule-based event monitor to perform clinical and management alerts

Discern Dialogue™

Built-in point of care expert system providing real-time, interactive guidelines and reminders

Discern Explorer®

Versatile tool for performing ad hoc or pre-defined queries and reports against the *HNA Millennium* data model

Executable Knowledge, Knowledge-Bases and Content

MediSource™

Integrates comprehensive drug information with information technology to provide person-centric clinical, drug utilization review, and clinical decision support

Care Designs™

Domain-specific encounter pathways that support real-time structured clinical documentation, assessments, and plans of care

Cerner Knowledge Index™

A standard and flexible data dictionary used to assign unique identifiers to, and map and express the relationships between, the following types of reference content: clinical concepts, terms, medications, diagnostic and treatment procedures, and billing and diagnosis classification schemes

Insights™

Real-time, actionable alerts that present patient-specific and situation-specific information

Health Facts™

Comparative data for benchmarking and process improvement

COMMUNITY HEALTH SERVICES

Personal Health Systems

IQ HealthSM

Personal health assessments and interventions to promote self-care and health maintenance

Vitality™

Personal health management software to access and maintain health records, wellness plans, and information

Internet-Based Systems

Vitality.com

Internet-based system for Vitality

IQHealth.com

Consumer and physician portal to health and medical information and services

IQRx.com

Physician, pharmacist and consumer portal to medication information and services for physicians, pharmacists, and consumers

Cerner Health Connections™

Disease management and triage telecare services

SYSTEM INTEGRATION SOLUTIONS

Interface Technologies

Open Engine Application Gateway System™

Foreign system interface and communication services

Open Port Interface System™

Foreign system and medical device interfaces

CERNER CONSULTING SERVICES

Implementation Services

Provides on-site technical resources and implementation personnel for project management, database design, installation, and readiness testing

Learning Services

Supports client education needs from computer-based training for clinical end-users of Cerner systems to hands-on learning labs for system installers and support specialists

Technical Services

Offers technical architecture design, readiness assessments, and overall enterprise system management to ensure system and network organization and performance

Benefits Realization Services

Consultants to assist clients with change management, process redesign, operational improvement, and evidence-based care management

CERNER TECHNOLOGIES

Computer and Network Equipment

Designer and provider of technology infrastructure for large system integration projects

Licensed Software

System integration services and provider of operating systems, databases, and other software components





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