

WINTERGREEN RESEARCH, INC.

Homecare Information Systems  
Market Opportunities, Strategies, and Forecasts  
2002 to 2007



***OPPORTUNITY ABOUNDS***

**WinterGreen Research, Inc.**  
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## **Homecare Information systems Market Opportunities, Strategies, and Forecasts, 2002 to 2007**

Homecare information system software is targeted to non-acute health care distributors. This market has been highly fragmented. Products are differentiated in the market based upon the granularity of the offerings and the ability to meet the specific needs of the homecare providers.

Consolidation is occurring. The homecare market is changing. New services needed in the home include intravenous (IV) therapy, pain control, and basic needs services delivery.

Delivery of these services depends on automation of the reimbursement process. The ability of the existing homecare dealer network to deliver advanced services in the home is limited in part by an inability to bill for those services. New systems fulfill that need.

Worldwide homecare information systems markets at \$1.2 billion in 2001 are expected to reach \$2.6 billion by 2010. U.S. homecare information systems markets are expected to grow at 17% per year in 2003, with the growth rate accelerating to 27% per year by 2007. Global markets will be \$2.6 billion by 2010. Market forces for growth relate to the efficiency and efficacy of homecare services delivery.

## **Companies Profiled**

**3M**

**Advanced Information Management**

**Advanced Information Management**

**American Health Care (AHC) Software Enterprises**

**BeyondNow Technologies**

**CareCentric**

**Cerner**

**Fujitsu**

**Golden Rule Software**

**Green Mountain Software Corporation**

**Hann's On Software**

**HealthCare Synergy**

**Healthcare Synergy Products**

**Healthlink**

**IMA Technologies**

**Lewis Computer Services**

**McKesson**

**Pathways Homecare**

**Medical Information Technology (Meditech)**

**Meditech Internet Interfaces**

**Meditech and IBM 5-24**

**Meditech Third Quarter 2001 Revenue**

**Misys Group / Medic Computer Systems**

**Medic Products**

**Home Care Information Systems**

**(HCIS) / Medic Computer Systems**  
**Home Care Information Systems (HCIS) Software**  
**Home Care Information Systems Acquires Data Counsel**  
**Pharmacy Data Systems**  
**Pro Business Systems**  
**Pro Business Systems Products**  
**Procura 5-29**  
**Hedgehog Systems**  
**Procura / Micro Medical Systems**  
**Profium**  
**SAS**  
**STATLinc Computer Services**  
**VasTech**  
**Government Agencies With Homecare Responsibility**  
**National Associations And Regional**  
**Home Health Intermediaries (RHHIs)**  
**State Home Health Associations**

**REPORT METHODOLOGY**

THIS IS THE HUNDRED AND TWENTITH REPORT IN A SERIES OF MARKET RESEARCH REPORTS THAT PROVIDE FORECASTS IN COMMUNICATIONS, TELECOMMUNICATIONS, THE INTERNET, COMPUTER, SOFTWARE, AND TELEPHONE EQUIPMENT. THE PROJECT LEADERS TAKE DIRECT RESPONSIBILITY FOR WRITING AND PREPARING EACH REPORT ON A BEST EFFORTS BASIS. THEY HAVE SIGNIFICANT EXPERIENCE PREPARING INDUSTRY STUDIES. FORECASTS ARE BASED ON PRIMARY RESEARCH AND PROPRIETARY DATA BASES. FORECASTS REFLECT ANALYSIS OF THE MARKET TRENDS IN THE SEGMENT AND RELATED SEGMENTS. UNIT AND DOLLAR SHIPMENTS ARE ANALYZED THROUGH CONSIDERATION OF DOLLAR VOLUME OF EACH MARKET PARTICIPATION IN THE SEGMENT. MARKET SHARE ANALYSIS INCLUDES CONVERSATIONS WITH KEY CUSTOMERS OF PRODUCTS, INDUSTRY SEGMENT LEADERS, MARKETING DIRECTORS, DISTRIBUTORS, LEADING MARKET PARTICIPANTS, OPINION LEADERS, AND COMPANIES SEEKING TO DEVELOP MEASURABLE MARKET SHARE. OVER 200 IN DEPTH INTERVIEWS ARE CONDUCTED FOR EACH REPORT WITH A BROAD RANGE OF KEY COMPANY PARTICIPANTS AND TRADE ASSOCIATION OR INDUSTRY OPINION LEADERS IN THE MARKET SEGMENT.

**YOU MUST HAVE THIS STUDY**

**Homecare Information Systems  
Market Strategies and Forecasts 2002-2007**

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