

WHAT YOU NEED TO KNOW ABOUT HOSTING SOLUTIONS.

Considering a Hosted Software Solution?

Don't be fooled by some of our competitor's outrageous claims. One vendor will tell you they have 10,000 customers in an industry of approximately 12,000 providers and that their clients submit electronically \$1.5 billion in claims annually. (Only \$150K each?...Sounds like a lot of small providers.) Big numbers but not exactly accurate. Fastrack

clients submit in excess of \$4 billion, which translates into experience far beyond our competitors. They will try to fool you by claiming their system is simple. Quite frankly we all know this is a complex business and that this just doesn't make sense! Perhaps simple reflects their lack of functionality. Discover why Fastrack has so many of the industry's most successful providers as clients.

FASTRACK VS. THE COMPETITION

Feature	Fastrack	Competition
Ability to move from Hosted solution and bring system in-house	☆Yes at anytime	No, only offers Hosted Model.
Plan available that provides ownership of software?	☆Yes	No, must pay indefinitely and client never owns the software!
Experience with Hosted solution offering	☆Hosting started in 1999, Fastrack was the first to offer hosting for the HME & IV industries.	More recently
Upgrade path	☆In addition to being able to take the system inhouse, Fastrack accommodates multiple business lines including HME, Respiratory, IV & Homecare Agencies.	None
Performance	☆Fast...allows for quick data entry.	Slow especially when making data changes (based on actual user feedback)
On-site Implementation meeting & Training tailored to your business	☆Yes, tailored to client's business. On-going web training courses available.	No, primarily web only training.
Receive a copy of you data at any time.	☆Yes	???
Ability to have multiple companies	☆Yes	No
Branch Level Security	☆Yes	No
All fields on screen without having to scroll up and down	☆Yes	No
Strong inventory control	☆Yes, included in the price.	No, plus extra charge for module (based on actual user feedback)
Scheduling of recurring supplies	☆Yes, included in the price.	No
Advanced bar coding technology	☆Yes, including use in the delivery, warehouse & point of sale applications.	No, simple ccd laser
Document Storage developed in-house and integrated with application	☆Yes, with ability to store documents in the patient, referral source, carrier, product, physician, cash receipts & more.	No, third party.
Electronic Claims transmitted "real-time"?	☆Yes, helps insure optimum turn around time and feature is included in the price.	No, batched and not sent until at night to a third party, leaving providers a day behind. Plus module cost extra.
Electronic Claims Module developed in-house	☆Yes	No, developed by third party with little or no previous HME experience.
ERN downloadable (auto cash posting)	☆Yes	No
Eligibility	☆Yes, Medicare, Medicaid & commercial carriers	Medicare only
Sophisticated CMN tracking capabilities	☆Yes	No (based on actual user feedback)
Routing of delivery trucks	☆Yes, including optimizing routes.	No
Delivery module	☆Yes, drivers capture delivery info in the field with Treo/PDA and automatically confirms orders realtime.	No
Ability to print or not print prices on delivery ticket	☆Yes, per order.	All or nothing—set at company level.
Sleep Software Integration	☆Yes	No
Business Intelligence	☆Yes, full data mining capability available to users to create their own reports & data analysis.	No
Reports	☆Extensive library of reports	Very limited

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