



Posted on: Wednesday, February 6, 2008

ADVERTISEMENT

## TeamPraxis deal to double its revenue

By **Greg Wiles**

Advertiser Staff Writer

In what has the potential to be a big software deal for a local company, TeamPraxis LLC said its newest medical software has been picked up by one of the country's largest healthcare software companies and is being resold nationwide.

TeamPraxis said the agreement with Allscripts Healthcare Solutions Inc. should result in a doubling of its annual revenue of \$9 million and follows its successful raising of more than \$20 million in funding last year.

Allscripts is one of the largest providers of clinical software and information solutions for physicians, with its products being used by more than 40,000 doctors.

"It's a huge opportunity for us," said Creighton Arita, TeamPraxis president and chief executive officer.

"We want to show the world we can produce world-class software."

Chicago-based Allscripts is marketing the software under the Allscripts Clinical Quality Solution name to the more than 40,000 physicians and others who use its software for a variety of functions, from documenting patient care to billing. The TeamPraxis product aids physicians in several ways and primarily helps doctors provide better disease management and quality patient care.

It also automates the time-consuming quality reporting requirements of insurer and government pay-for-performance initiatives that provide bonuses to physicians who deliver high-quality care.

"Our new Clinical Quality Solution powered by TeamPraxis takes the pain out of pay-for-performance by automating the entire reporting process, letting physicians focus on what they do best — providing great patient care," said Glen Tullman, Allscripts CEO, in a news statement.

The software took about two years to develop and includes a "physician dashboard" display that provides an aggregate view of patient clinical information.

For example, a doctor can see that a diabetic patient's cholesterol levels are outside of a recommended range, or that it's time for a mammography for another patient.

Arita said the Hawaii Medical Service Association provided \$10 million of the \$20 million of funding that TeamPraxis raised recently.



Creighton Arita



### RELATED NEWS FROM THE WEB

#### Latest headlines by topic:

- **Marketing**
- **Allscripts Healthcare Solutions**
- **Software**

Powered by Topix.net

Other investors included local physicians and banks.

"We really now have the resources to staff up and focus on this opportunity," Arita said. That includes adding another 40 people.

He said TeamPraxis will retain rights to sell the software locally, along with continuing to offer some of Allscripts' electronic health records software to physicians locally. Arita said TeamPraxis had been a reseller of the Allscripts software but crossed over into becoming a software provider after the Chicago company examined the Clinical Quality Solution software.

While Allscripts had another partner for such software, "they just felt ours was the most elegant, robust and offered the most compelling solution for their company," Arita said.

*Reach Greg Wiles at [gwiles@honoluluadvertiser.com](mailto:gwiles@honoluluadvertiser.com).*

---