

Thursday, June 3, 2010, 11:33am CDT

Dell partners with health record company

Austin Business Journal - by [Chris Rauber](#) San Francisco Business Times

A San Francisco-based electronic medical record startup is partnering with **Dell Inc.** to jointly offer a hardware, software and online services package for small medical practices.

Practice Fusion, which now provides free electronic medical record services to 40,000 doctors and other health care providers, and Round Rock-based Dell (Nasdaq: DELL) is offering the product to small and mid-sized primary care practices looking to install digital records.

The bundle combines Practice Fusion's Web-based electronic medical record with Dell's suite of health record hardware, including desktop and laptop computers, specialized broadband hardware, scanners and printers. The partners claim the package can replace paper systems with electronic charting, scheduling, prescribing and lab orders, improving efficiency for a small price tag.

Emily Peters, a Practice Fusion spokeswoman, said a package for a small medical practice of three to four staffers would cost about \$3,000, if the practice needed to effectively start from scratch.

Dell, which employs 16,000 in Central Texas, last month was named No. 1 health care information technology services provider in the world by Gartner Inc. Dell also recently formed a partnership with the American Medical Association to supply computer hardware and support to medical practices using the group's new electronic medical records platform.

Courtesy of JB Goodwin