

**CAREfx**<sup>®</sup>

A subsidiary of Harris Corporation

**HARRIS CORPORATION ACQUIRES CAREFX:**

COMPANIES FORGE NEW PATHWAY TO  
HIGH-PERFORMANCE HEALTHCARE TRANSFORMATION

*“The commercial healthcare market has a high growth potential with strong demand for Harris’ core capabilities. By adding Carefx, we can deliver the full value of Harris’ broad capabilities to a multitude of healthcare providers.”*

**Jim Traficant**

Vice President &  
General Manager  
Harris Healthcare Solutions

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Harris Corporation, an international leader in integrated network and information technology solutions, completed its acquisition of Carefx, a leading provider of interoperable workflow solutions for healthcare, on April 4, 2011. Carefx is now a Harris subsidiary within its Harris Healthcare Solutions group.

Harris and Carefx are a powerful combination with shared mission, vision and values. Keeping the customer at the center is a major focus for both companies. Integrating complex data and making it usable in mission-critical situations where lives are on the line is a hallmark of Harris, while taking that data and making it viewable and understandable at the point of care is what Carefx does so well. Both companies share a vision of the patient and care delivery that champions streamlined communications and patient information sharing among diverse systems and locations, including hospitals, physician practices, labs, pharmacies, imaging centers, long-term care facilities and home care.

The following describes the unique characteristics of the Harris acquisition, the distinctive advantages of Harris and Carefx and how the two companies’ shared vision will generate clinical, operational and financial performance gains for providers, health information exchanges, government agencies and other healthcare stakeholders.

## Unique Blend of Skills, Markets and Solutions

Harris’ acquisition of Carefx ushers in a new era of high-performance healthcare, with two highly compatible, customer-focused and patient-centric companies and cultures joining to provide the best in healthcare data interoperability and integration.

With the capacity and experience to transform mission-critical data into secure information that creates a “complete picture” of the patient, Harris is already a formidable healthcare technology player in the government and military markets. Carefx, in turn, delivers a robust and scalable interoperability platform for information access and integration, clinical workflow management and performance management to commercial healthcare providers.

Together the companies offer an ideal foundation for high performance in any healthcare market. With greater combined resources and a wealth of healthcare experts, Harris and Carefx are poised to provide healthcare providers with unparalleled services and solutions.

## Unlike Other Recent Acquisitions

The combination of Harris and Carefx is unique. Unlike some recent acquisitions (Aetna acquiring Medicity and Axolotl being acquired by Ingenix, owned by United Health Group), the Harris acquisition of Carefx features no involvement by “payers.” Harris and Carefx are focused solely on the strategic priorities of providers, including marquee government, commercial and international customers like Johns Hopkins, Boston Medical Center, the Department of Defense, Centers for Disease Control and Prevention, Northwestern Memorial Hospital, Advocate Health Care, Cambridge University Hospitals and state Health Information Exchanges such as the Florida Health Information Exchange (FHIE) and the Louisiana Rural Health Information Exchange (LARHIX).

*The acquisition brings Carefx significant financial muscle to continue to scale and innovate. Together, our companies provide a powerful new combination of skills and expertise, including an expanded capability in security, data and image management.”*

**Andy Hurd**  
Chairman & CEO  
Carefx

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Harris and Carefx each offer unique but complementary technologies, as well as unique talents, skills and experiences. Harris' back-end Enterprise Intelligence solutions connect isolated data to networked information. Together with Carefx's front-end solutions that synthesize disparate data and make it easier for clinicians to view the information they need without changing the systems they use, the Harris-Carefx combination is a powerful force that will help a wide array of providers - from small and large hospitals and health networks to integrated delivery networks (IDNs) and health information exchanges meet the challenges of a transforming health system.

## Harris: Bringing Enterprise Intelligence to Healthcare

Much of Harris' passion for healthcare transformation comes from one of its executives, Jim Traficant. As a two-time liver transplant survivor who experienced several close calls on his way to recovery, he personally came to realize how beneficial the technological strength and expertise of Harris could be when applied to healthcare. Delivering the right information to the right person at the right time can truly save lives. With Traficant's leadership, the company has leveraged its communications, information and technological expertise to bring enterprise intelligence solutions to healthcare.

### **Harris:**

- Is a \$6 billion, Fortune 400 company serving customers in over 150 countries with assured communication and technology solutions in a multitude of industries.
- Has been growing rapidly in the healthcare market, serving customers such as the VA and DoD.
- Is the lead developer for the Nationwide Health Information Network (NHIN) CONNECT open source gateway, architecture support to the Office of the National Coordinator, the DoD's and VA's Bi-Directional Health Information Exchange (BHIE), and the State of Florida HIE.
- Has assisted federal and private sector organizations in achieving true standards based interoperability.
- Provides interoperable imaging solutions to customers such as Military Health and the VA.
- Offers a broad range of managed IT services and solutions for customers such as the VA, Health First of Florida and channel partners such as Siemens.

## Carefx: Advancing Interoperability, Access, Workflow

With its mission of "simply advancing healthcare," Carefx, a leading, Scottsdale, Ariz.-based provider of business intelligence, interoperability, workflow and information access and integration solutions, has transformed clinical and business operations in more than 800 facilities across North America, Europe and Asia.

### **Carefx:**

- Has achieved results for many well-known hospitals and integrated delivery networks (IDNs), including Fletcher Allen Health Care, Trinity Health System, Catholic Healthcare West, Emory Healthcare, and University of North Carolina Hospitals.
- Provides large-scale interoperability and information access for HIEs, including the award-winning LARHIX.

*“Harris can leverage Carefx’s penetration in the commercial market and its workflow-oriented solutions, while Carefx can leverage Harris’ deep technology expertise and experience selling into the federal and state market.”*

**Lynne Dunbrack**  
Research Director  
IDC Health Insights

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- Recently introduced a suite of Business Intelligence dashboards, originally developed by a team of medical, operational, and finance leaders at Cleveland Clinic.
  - Has earned consistent accolades from analysts such as Gartner and IDC.
  - Has partnered successfully with leading portal, application and infrastructure solution providers, including IBM, Oracle, GE Healthcare, Eclipsys, Siemens, Cerner, Epic, McKesson, Initiate, Imprivata, Citrix and Novell.

## Harris and Carefx Together - Helping Providers Transform Healthcare

“The IT-enabled future of healthcare will mirror IT-based improvements in national intelligence,” predicts Andy Lee, Ph.D., chief scientist at Harris Healthcare. “This will occur by fusing information from different sources, providing total situational awareness and delivering the most accurate information to decision-makers, whether in the Pentagon or at the Main Street health clinic.”

With the acquisition of Carefx, Harris hopes to digitize and integrate information so clinicians and executives can make faster, more accurate evidence-based clinical, operational and financial decisions to improve the quality, safety, efficiency and cost of care. “Connected healthcare information enables better, more efficient care,” said Harris’ Traficant.

The combination of Harris and Carefx also meshes with the trend toward medical home and accountable care, according to Traficant. Providers that consolidate are likely to fuel demand for the enterprise interoperability and intelligence solutions offered by Harris and Carefx.

Early reactions by industry analysts indicate that the visions and technology platforms of both companies appear to be aligned, both companies are committed to the integration and interoperability challenges facing healthcare, and both develop and deploy highly available, mission-critical systems requiring situational awareness in domains where lives are at stake. Harris’ greater resources, reputation and reach are expected to enhance the visibility, sales and support for Carefx’s products and services, and Harris’ significant network and IT infrastructure back-end capabilities will complement Carefx’s visual integration and front-end integration tools, while also reducing implementation risks for Carefx customers.

Lynne Dunbrack, research director with IDC Health Insights, describes Harris’ acquisition of Carefx as one of complementary technologies, providing “access to markets where each company was not respectively strong, which should prove beneficial to both companies’ customers.” She believes that Harris can “leverage Carefx’s penetration in the commercial market and its workflow-oriented solutions,” while Carefx can “leverage Harris’ deep technology expertise and experience selling into the federal and state market.”

For the hospitals and health systems searching for the right solution to improve the quality and efficiency of their patient care, the combination of Harris and Carefx hold much promise. Together, with their expertise in the government, military and commercial healthcare markets, these companies will help usher in a new era of high-performance healthcare, providing the right balance of technological strength, integration and point-of-care expertise to drive transformation across the spectrum.



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