

Oracle Solutions Rank High in KLAS' ERP Market Review

An Excerpt from KLAS' 2006 Top 20 Report

Oracle provides choice and performance for ERP in healthcare. Oracle E-business Suite and Oracle PeopleSoft Enterprise Financial Management rank in the top four of KLAS' 2006 annual vendor review of ERP providers for healthcare.

REPORT BACKGROUND

KLAS' annual ERP ranking report published in February 2006, provides a snapshot of thirteen ERP vendors, compares their strengths and weaknesses and provides the KLAS HIT average (the average of all Healthcare Information Technology products in the KLAS database). The following excerpt from the full report, demonstrates how Oracle's ERP solutions, Oracle E-Business Suite and Oracle PeopleSoft Enterprise were ranked in this objective study.

SUMMARY OF ORACLE FINDINGS

Overall Vendor Rankings Based upon 40 Performance Indicators		
Ranking	Vendor/Product	Total Score (Out of 100)
1	McKesson PW Financial/Materials Mgmt	79.2
2	Oracle E-Business Suite	78.2
3	Lawson Healthcare Solutions	72.2
4	Oracle PeopleSoft Enterprise Financial Mgmt	68.6

Source: Top 20 ERP Market Review, February 2006, pg. 19 www.healthcomputing.com © 2006 KLAS Enterprises, LLC. All rights reserved.

Performance monitoring is measured in four fundamental areas as selected by healthcare CIOs and end user department directors: 1) *Product/Technology Indicators*, focus on 10 key areas of product quality and technology; 2) *Service Indicators*, focus on 10 areas of product implementation and support; 3) *Success Indicators*, focus on eight key areas that span the expectations before and after the sale; and 4) *Business Indicators*, focus on 12 areas providing an overall view of the system and include questions such as "Would you buy the product again?"

As shown in the Business Indicator table below, Oracle E-Business Suite performed best in four business categories with Oracle PeopleSoft showing market momentum by scoring highest for being implemented in the last three years.

Figure 1: Business Indicators Table of Top 4

Business Indicators	Lawson	McKesson	Oracle E-Business Suite	Oracle PeopleSoft
Implemented in Last 3 Years	93%	78%	87%	97%
Core Part of IS Plan	99%	95%	93%	97%
Would You Buy it Again	87%	92%	93%	82%
Avoids Nickel and Diming	64%	64%	79%	39%
Keeps All Promises	51%	65%	64%	46%
A Fair Contract	92%	100%	91%	75%
Contract is Complete (No Omissions)	77%	82%	91%	79%
Timely Enhancement Releases	90%	95%	86%	82%
Support Costs as Expected	87%	90%	92%	75%
Would You Recommend to a Friend/Peer	87%	97%	93%	75%
Ranked Client's Best Vendor	27%	31%	57%	21%
Ranked Client's Best or Second Best Vendor	54%	67%	79%	43%
Business Average	76%	80%	83%	68%

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Note: Sum may not add up due to rounding

FOR MORE INFORMATION

To learn more about Oracle's ERP solutions for healthcare, contact your client executive, call Oracle at 1-800-ORACLE1 or visit www.oracle.com/industries/healthcare.

ABOUT KLAS

KLAS Enterprises is a leading research and consulting firm specializing in monitoring and reporting the performance of healthcare information vendors. KLAS collects data by a series of direct product evaluations completed by a vendor's customers in which product performance and business indicators are numerically ranked. In-depth, confidential interviews with IT and C suite executives and department directors are also conducted to gather more insight into specific strengths and product performance. The completed Top 20 report is available from KLAS at www.healthcomputing.com