

# Oracle Receives Highest Scores in Two Key Areas of KLAS' December 2007 Top 20 Report

## Customers Rank Oracle at 90% for "Recommend to a Friend/Peer" and 89% for "Buy Again"

**An Excerpt from KLAS' 2007 Top 20 Report  
Financial/ERP (GL, AP, MM, Payroll, HR)  
Performance and Business Indicators**

### Oracle Customers Speak Out

Oracle provides choice and performance for ERP in healthcare. **90%** of Oracle customers stated they would recommend the Oracle PeopleSoft Enterprise Financial Management Solution to a peer and **89%** stated they would buy the solution again.

Rank	Vendor	Lowest Rated Area	Highest Rated Area	Buy Again	Keeps Promises	Technology Easy to Implement/Support	Works As Promoted	Recommend to a Friend/Peer
1	McKesson PW Fin./Materials Mgmt	Proactive Service, 6.4	Interfaces Met Deadlines, 7.6	88%	62%	7.1	7.0	85%
2	Oracle PeopleSoft Enterprise Fin. Mgmt	Proactive Service, 5.7	Worth the Effort, 7.1	89%	53%	6.7	6.9	90%
3	Lawson Healthcare Solutions	Proactive Service, 5.5	Commitment to Technology, 7.0	85%	50%	6.1	6.5	83%

### Financial/ERP (GL, AP, MM, Payroll, HR)

Rank	Previous Rank	Vendor/Product	Overall Score	Rating % Change	Performance Indicator Average	Business Indicator Average	% Rated as Best Vendor	% Positive Commentary	Confidence Level
<b>Current Products<sup>§</sup></b>									
1	1	McKesson PW Financial/Materials Mgmt	78.98	+3%	6.99	82%	32%	53%	✓✓✓
2	3	Oracle PeopleSoft Enterprise Financial Mgmt	73.42	+8%	6.55	75%	36%	55%	✓✓✓
3	2	Lawson Healthcare Solutions	70.98	-1%	6.31	73%	25%	53%	✓✓✓
NA	NA	Meditech C/S General Financials*	75.60	0%	6.63	80%	67%	67%	-
NA	NA	Oracle E-Business Suite*	73.05	-2%	6.55	74%	25%	45%	-
NA	NA	SAP*	72.95	NA	6.61	72%	43%	55%	-
<b>Component [C], Superseded [S] or Not Primary [NP] Products<sup>§</sup></b>									
NA	NA	api Navigator (HR/Payroll)* [C]	78.46	-4%	6.98	81%	43%	50%	-
NA	NA	Electronic Healthcare Systems - MMIS* [C]	89.10	-4%	7.97	90%	65%	82%	-
NA	NA	ORMED MIS (Primarily Canadian) [C]	80.18	-2%	7.07	84%	44%	67%	✓

\*Preliminary scores: do not meet KLAS' minimum confidence level §Table legend can be found on page 104

Source: Top 20 ERP Market Review, December 2007, pg. 29 [www.healthcomputing.com](http://www.healthcomputing.com) © 2007 KLAS Enterprises, LLC. All rights reserved. Note: Sum may not add up due to rounding

The KLAS Vendor Relationship Evaluation is comprised of 40 individual questions that cover everything from contracting and sales to implementation, service and upgrades.

### 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](http://www.oracle.com/industries/healthcare).

### ABOUT KLAS

KLAS 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 are 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](http://www.healthcomputing.com)