

Frost & Sullivan Selects CNSI for 2006 Customer Value Enhancement Award for the North American Healthcare IT Market

PALO ALTO, Calif. – Frost & Sullivan today announced CNSI as the recipient of its 2006 Customer Value Enhancement Award in the North American healthcare information technologies (IT) market. Each year, Frost & Sullivan presents this Award to a company that has demonstrated the ability to expand its customer base, while maintaining an existing install base, with more innovative value creation and enhancement strategies than competing vendors.

PALO ALTO, Calif. – Frost & Sullivan today announced CNSI as the recipient of its 2006 Customer Value Enhancement Award in the North American healthcare information technologies (IT) market. Each year, Frost & Sullivan presents this Award to a company that has demonstrated the ability to expand its customer base, while maintaining an existing install base, with more innovative value creation and enhancement strategies than competing vendors. Frost & Sullivan selected CNSI based on its customer-centric approaches and solutions, which have enabled the company to bring technological advancements to the North American Healthcare IT Market. CNSI is a fast-growing provider of IT solutions for government and commercial enterprises. During the last 10 years, CNSI has grown from \$1.2M to more than \$104M in annual revenues. The company has established a presence in prominent market segments, including Transportation, Homeland Defense and Healthcare. The Award specifically recognizes CNSI's penetration in the healthcare IT market, touting the company's innovative products and

commitment to customers as key drivers for its success. "Beginning with its initial healthcare offering – Maryland Primary Care, a Web-based application for primary care solutions – CNSI maintains a commitment to bring technological advancements to the industry and to provide quality service to its customers, " says Frost & Sullivan Research Analyst S. Priyan Viswanathan. "CNSI sees this blend as the significant reason for its 40 percent growth in healthcare IT revenues over the past two years."

Early on, CNSI overcame issues inherent in the adoption of modernizing legacy systems. For the State of New Hampshire, CNSI's implementation of a Web-enabled vital records system provided the State with a fully-integrated software solution for collecting, editing, registering, and issuing of records in a manner that supports and enforces all federal and state rules, regulations, and policies applicable to the Health Insurance Portability and Accountability Act (HIPAA) of 1996. "With the help of CNSI, New Hampshire moved to a Web-based system that has 650 users and processes 50, 000 vital record events per year. This transition made New Hampshire the first state in the country to deploy a fully integrated, 100 percent Web-based vital records management system, " said William Bolton, state registrar and director, Division of Vital Records Administration, State of New Hampshire. CNSI's vital record system is also the only Web-based vital records system available today that is 100 percent compliant with the NCHS 2003 revised certificate specifications, as well as with security guidelines for HIPAA."

Additionally, CNSI developed and deployed the industry's first J2EE, Web-centric Medicaid Management Information System (MMIS). In 2001, the State of Maine's Department of Health and Human Services (DHHS) sought a replacement solution for its 30-year old MMIS. Comprised of obsolete technology, the legacy system had become increasingly difficult and costly to maintain. Built on J2EE technology and n-tier architecture,

CNSI's MMIS, eCAMS?, is becoming the industry standard for future MMIS implementations. Since Maine, CNSI has won awards to deploy next-generation MMIS solutions in Michigan and Washington. CNSI plans to take its MMIS solution to several other states over the next two years. S. Priyan Viswanathan continued, "eCAMS is the most technologically-advanced MMIS available today and has quickly become the single largest contributor to CNSI's healthcare revenues. eCAMS has been in production for approximately 18 months, giving CNSI a competitive advantage in a market that's been dominated by billion dollar companies. In a short period of time, CNSI has positioned itself as a formidable competitor in the MMIS space." "We are honored to receive Frost & Sullivan's 2006 Customer Value Enhancement Award. This award validates our recent healthcare successes and our commitment toward continuous product innovation and improvement.

Since inception, CNSI has placed strong emphasis on its customers. Developing innovative solutions that directly solve our customers' key business and technology challenges is the founding principle upon which CNSI was built – and it remains that way today, " said CNSI President B. Chatterjee. "I would also like to recognize the CNSI employees who have carried out this philosophy with hard work and dedication. They are relentless in the pursuit to constantly enhance CNSI's products and to improve customer satisfaction." Frost & Sullivan Best Practices Awards recognize companies in a variety of regional and global markets for demonstrating outstanding achievement and superior performance in areas such as leadership, technological innovation, customer service, and strategic product development. To select each Best Practices Award winner, Frost & Sullivan uses in-depth interviews with all market participants and extensive secondary research of proprietary data to track competitor revenue and market share within the industry. The competitors are then compared and ranked. There are specific criteria used to ascertain the final competitor ranking in each industry. For technology Best

Practices Awards, the technologies and research projects are compared using customer base demands. Frost & Sullivan will honor the winners during an awards ceremony on November 15th in San Antonio, Texas.

For more information about the Best Practices Awards, please visit www.awards.frost.com or www.healthcareit.frost.com.

About CNSI

Founded in April 1994, CNSI is a premier provider of IT business solutions for government and commercial enterprises. Based in Rockville, Maryland, CNSI delivers technology and resource expertise that improve the efficiency and productivity of IT systems. Focused on supporting clients that ensure the safety, health, and efficiency of the nation, CNSI serves customers such as the Department of Homeland Security, Federal Aviation Administration, Department of Energy, and several state Medicaid agencies. Over the last 10 years, CNSI has earned top industry honors and regular inclusion in the Inc. 500, VAR Business 500 and the Deloitte Fast 50 lists for consistently high-revenue growth. For more information, please visit www.cns-inc.com.

About Frost & Sullivan
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