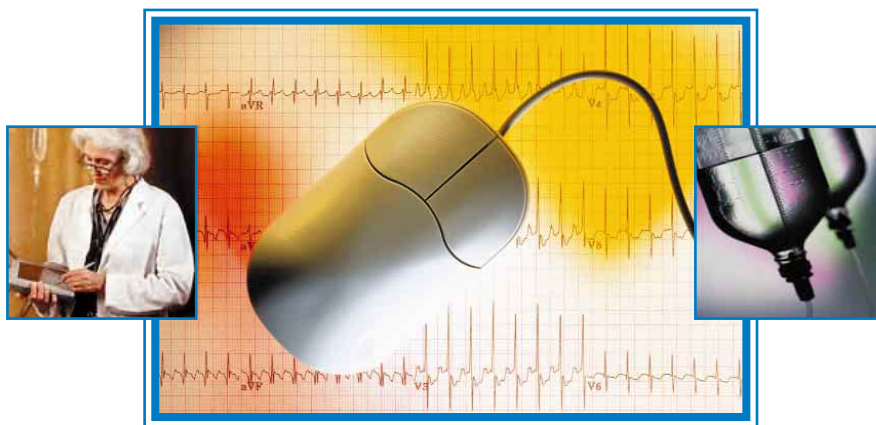


## GRAPHON HAS THE RIGHT PRESCRIPTION FOR FASTRACK HEALTHCARE SYSTEMS.



***GO-Global Web-enabling solution lowers costs, improves performance, and simplifies ASP services for healthcare ISV.***

### ***Customer Solution at a Glance***

**Company Profile:** Founded in 1994, FASTRACK Healthcare Systems is an Independent Software Vendor (ISV) based in Plainview, NY.

**Business Need:** FASTRACK needed an easy and efficient way to Web-enable its suite of applications for the home healthcare industry.

**GraphOn Solution:** The company selected GO-Global® for Windows, an advanced, server-based computing solution that provides near-zero-footprint clients for fast, simple and affordable application access from any location or platform.

#### **Results:**

- Provides FASTRACK customers with efficient remote access to server-based applications.
- Allows FASTRACK to offer their software on an Application Service Provider (ASP) basis.
- Allows FASTRACK sales and support staff to perform online demos, and to access CRM and help desk applications from any location.

FASTRACK Healthcare Systems, Inc. provides Windows-based software solutions that help home healthcare providers increase efficiency by addressing the day-to-day challenges of regulation, reimbursement, and managed care. The company offers an integrated suite of financial, operational and clinical software for home medical equipment providers, infusion therapy pharmacies, and home healthcare agencies. FASTRACK's customers include some of the nation's best-known home healthcare providers such as the Mayo Clinic, the University of Michigan Health Center System, Baxter Healthcare, and AGA Linde Gas Healthcare.

When FASTRACK needed a fast, simple, and affordable solution to Web-enable its full suite of healthcare applications, the company turned to GO-Global from GraphOn.



**Access to Applications Anywhere.**

## FASTRACK<sup>™</sup>

Healthcare Systems, Inc.

FASTRACK's comprehensive healthcare solution suite combines multiple applications in a single package optimized for maximum utility and performance. FASTRACK customers can select any combination of financial, operational and clinical applications for home healthcare agencies, hospices, and IV therapy providers. The modular design of the product solution allows users to plug in additional components as business needs increase or change, while maintaining a common database with one entry point for patient intake and financials.

"With the integration of GO-Global into the FASTRACK product family, we have been able to bring a new level of service to our customers based on GO-Global's excellent performance," said Spencer Kay, President of FASTRACK Healthcare Systems. "What's more, GO-Global is much easier to support and install for our clients than other Web-enabling products."

### Finding a Better Solution

Prior to selecting GO-Global, FASTRACK had been using Citrix MetaFrame and Microsoft Windows Terminal Services (WTS). "We switched to GO-Global for a number of key reasons," explained Kay. "Citrix is a very complex product with substantial licensing requirements. With GO-Global, we're able to offer our clients a simple and cost-effective Web-enabling solution without the complexities and high cost of Citrix."

### Efficient Remote Access

GO-Global allows FASTRACK's customers to quickly and efficiently access the software on their server from remote locations such as branch offices, warehouses, and other sites. It allows nurses and therapists to access patient information on a remote basis. It also lets the healthcare firms centralize their business operation so that billings and cash posting are accomplished at one central location for the entire operation, as opposed to having duplicate staffing and operations at each location.

"This truly provides a significant cost reduction and improves management reporting for our clients," said Kay.

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***"We selected GO-Global based on the product's outstanding functionality, simple deployment, cost effectiveness, and ability to retain all of our applications' features and branding."***

Spencer Kay  
President  
FASTRACK

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### Enabling ASP Model

GO-Global has been instrumental in enabling FASTRACK to offer its applications on an ASP basis. Under this service-based outsourcing model, the healthcare applications run on FASTRACK's central servers. Customers

can thereby conveniently and cost-effectively access the applications online over the Internet via GO-Global.

"Using GO-Global for our growing ASP activities has saved us a substantial amount of money as opposed to our previous use of Citrix and WTS," reported Kay. "This in turn has allowed us to keep our prices competitive for our clients."

### Sales and Support Tool

Kay went on to explain that GO-Global has also proven to be an important tool for the firm's sales and support staff.

"GO-Global lets our sales reps and implementation staff access our CRM and help desk software from any location," added Kay. "In addition, our sales personnel can use GO-Global to conduct live interactive software demos right from the prospect's office."



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