



Ingram Micro and NextGen Healthcare Team Up to Influence the Swift Adoption of Electronic Healthcare Records in U.S.

New Agreement Rounds Out Ingram Micro's IT Healthcare Solutions Portfolio

SANTA ANA, Calif., Feb. 8 /PRNewswire/ -- Ingram Micro Inc. (NYSE: IM) is pleased to announce a new distribution relationship with NextGen Healthcare Information Systems, Inc., a wholly-owned subsidiary of Quality Systems, Inc. (Nasdaq: QSII). NextGen Healthcare is a proven industry leader, providing electronic health record (EHR) and practice management systems, connectivity solutions and revenue cycle management services for hospitals, health systems and physician practices of all sizes, including more than 25 medical specialties.



(Logo: <http://www.newscom.com/cgi-bin/prnh/20100107/IMLOGO>)

Ingram Micro will work with NextGen Healthcare to proactively recruit, train and support new partners focused on providing healthcare information technology solutions. This U.S. distribution relationship, which includes NextGen® EPM (Enterprise Practice Management), NextGen EHR, NextGen Community Health Solution (CHS), and other NextGen and Quality Systems, Inc. solutions, complements Ingram Micro's American Recovery and Reinvestment Act (ARRA) economic stimulus effort within the IMStimulus program, and enhances the solutions portfolio offered within Ingram Micro's existing IMHealth program. Since 2006, Ingram Micro has provided an extensive portfolio of in-demand healthcare solutions focused on intake, patient care, mobility applications and universal infrastructure.

Ingram Micro will also provide flexible financing and leasing options to help solution providers acquire NextGen solutions, increase their margin opportunity and minimize their expenditures. These progressive financing options are intended to help channel partners and end-users take advantage of ARRA stimulus payments for healthcare IT adoption.

"With the onset of the ARRA and the need for cost-cutting efficiencies in the U.S. healthcare system, physicians are incented to consider EHR and ePrescribing technology solutions. This, against the backdrop of government healthcare reform, makes the healthcare market one of the fastest growing sales markets for IT in the U.S. Working with NextGen Healthcare, a healthcare IT leader in this market, on behalf of our IT vendors and channel partners is a top priority for Ingram Micro," says Bob Laclede, vice president, business development, Ingram Micro U.S.

"NextGen Healthcare brings a business-building, sales advantage to our channel partners and wraps healthcare IT sales expertise around our IMHealth program," continues Laclede. "Unlike other EHR offerings, NextGen Healthcare's award-winning solutions are channel-ready and can scale from the small to the large medical practice provider community, bringing our partners sales flexibility and the opportunity to capitalize on this sizable market. The NextGen solution can also be deployed locally or in a software-as-a-service (SaaS) model using cloud computing technology, which is important depending on the size and technical expertise of the physician's practice."

"Given the current market environment created by ARRA, NextGen Healthcare anticipates considerable demand for certified EHR systems that can help providers demonstrate meaningful use and qualify for stimulus incentive payments," says Scott Decker, president of NextGen Healthcare. "Working with Ingram Micro will enable us to leverage its extensive distribution network and technology capabilities to extend our market reach and meet this demand."

According to a State of the Market survey recently conducted by [Everything Channel](#), healthcare ranks as the second highest vertical that U.S. solution providers plan to focus on in 2010, behind the federal market. In addition, a recent poll of Ingram Micro's VentureTech Network shows healthcare as the No. 1 vertical market targeted by this elite channel partner community.

"We see tremendous opportunity, demand and growth for tailored IT solutions within the healthcare market – especially among those practices and facilities looking to benefit from deploying EHR solutions," says Guy Baroan, president of Baroan Technologies, Elmwood Park, New Jersey. "NextGen EHR is the solution of choice for the healthcare industry – making this announcement from Ingram Micro all the more valuable to the IT channel."

For more information about the IMHealth program or NextGen Healthcare, solution providers can visit www.ingrammicro.com/healthcare,

contact the Ingram Micro Healthcare Program Desk at (800) 456-8000, ext. 77846, or email IMHealth@ingrammicro.com. NextGen solutions are available now to pre-authorized Ingram Micro/NextGen solution providers in the U.S.

About NextGen Healthcare

NextGen Healthcare Information Systems, Inc., a wholly owned subsidiary of Quality Systems, Inc. (NASDAQ: QSII), provides integrated electronic health record and practice management systems, connectivity solutions, and billing services for hospitals and ambulatory practices of all sizes and specialties. For more information about NextGen Healthcare, please visit www.nextgen.com and www.qsii.com.

About Ingram Micro

As a vital link in the technology value chain, Ingram Micro creates sales and profitability opportunities for vendors and resellers through unique marketing programs, outsourced logistics services, technical support, financial services and product aggregation and distribution. The company serves approximately 150 countries and is the only global broad-based IT distributor with operations in Asia. Visit www.ingrammicro.com.

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