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Streamline Health Solutions Q3 2008 Earnings Call Transcript

Question-and-Answer Session

Operator

(Operator instructions) Your first question comes from Tom Carpenter - Hilliard Lyons.

Tom Carpenter - Hilliard Lyons

Brain, I wanted to say I'm whole-heartedly in favor of the new strategy and it looks like it's already paying dividends with Catholic Healthcare West and the unnamed hospital in New York City, which it looks like it's a major hospital based on the revenue you talked about going forward that these are hospitals that can choose on whatever system they like and they are choosing you guys.

It seems like that, distribution always been the issue with you guys, but you seem like with shifting the focus to ASP, you'll all be given the door more than you were in the past and get the company's to sign in that dotted line instead of protracting the deals that we saw in the past?

Brian Patsy

Well Tom, thank you for your comments; we sincerely appreciate it. There's a lot of dynamics going on right now. As I'd like to say, the vectors seem to be pointing all in the positive direction for a whole host of reasons. One is, we brought in some very talented Senior Sales Leadership and Scott Boyden, who has clearly focused our team on the true differentiators in the marketplace, which we're calling at a higher level and we have a much more cohesive message.

Second of all, there is a shift that we're seeing toward ASP solutions for the reasons I mentioned in my comments, but also with the financial crisis that even creates more opportunity to look at a hosted solution versus the purchased solution and now we're focusing on what we do well and we're not chasing every deal, but focusing specifically our resources on hosted opportunities and our large purchase transaction where we have a strategic advantage. As you said, the dividends are starting to payoff here.

Tom Carpenter - Hilliard Lyons

So with Catholic Healthcare West and the large hospital in New York City, maybe you can give us some insight as of why they choose Streamline; how you beat out some of your competitors and that can help accomplish or frame the investment decision better for next year?

Brian Patsy

Well regarding Catholic Healthcare West, first of all they wanted by definition in ASP solution. So, that eliminated a lot of the competition right there, but in the case of the shortlist for Catholic Healthcare West, it eliminated all the competition. Who could not provide the scalability that we have with our ASP solution.

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