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## PRESS RELEASE

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### **\$1.3M GRANT WILL PROVIDE STATE-OF-THE-ART EMR INFRASTRUCTURE PROPOSAL FOR VIRGINIA DEPARTMENT OF HEALTH LOCATIONS**

**Duffield, VA & Gate City, VA — The Virginia Tobacco Indemnification and Community Revitalization Commission (VTICRC)** today announced a \$1.3M grant to the **Scott County Economic Development Authority** in partnership with **OnePartner** for the purpose of proposing an unprecedented, turn-key solution that will provide state-of-the-art electronic medical records capabilities to 37 Virginia Department of Health locations in Southwest Virginia and Southside Virginia.

The grant, approved on July 30, is matched by an investment of \$2.5M by OnePartner.

“This is just another example of how the Commission has been able to maximize their funds and also continue to not just bring Southwest Virginia to a level playing field with the rest of the Country, but actually surpass the rest of the Country in the realm of EMR infrastructure,” stated Delegate Terry Kilgore, Vice Chairman of the Virginia Tobacco Commission.

“The collaborative effort between OnePartner, UVA Wise, Scott County, and all of the other agencies involved sets a precedent in maximizing dollars through partnerships that hopefully will be continued throughout the region,” said Senator William Wampler, Chairman of the Virginia Tobacco Commission Special Projects.

“Scott County continues to be pleased with the private capital investment and the new jobs created through the efforts of Holston Medical Group and the OnePartner ATAC facility, which are bringing new and innovative measures that will favorably impact the quality of life in our region,” stated Dr. David Redwine, Chairman of the Scott County Board of Supervisors and a member of the Virginia Tobacco Commission.

“The Scott County Economic Development Authority (EDA) is extremely pleased with the cooperation and partnership forged with OnePartner and Holston Medical Group in creating jobs and capital investment for Duffield and the region,” said Joe Fuller, Chairman of the Scott County EDA.

“Holston Medical Group and OnePartner are so excited and appreciative of the individuals, collectively responsible for this to happen,” shares Founder and President of Holston Medical Group, Jerry L. Miller, M.D. “The leadership throughout this region is exceptional. The visions and foresightedness are exactly what is needed. Overall this project will have a tremendous impact on the access, quality, and affordability of health care to all our citizens. This is Modern Health Care!”

OnePartner’s first steps will be to work with the Virginia Department of Health propose a solution that identifying the most appropriate ambulatory EMR system. Once selected, the EMR infrastructure will be installed and hosted at the OnePartner Advanced Technology & Applications Center (ATAC) located in Duffield, Va.

Within the grant specifications, OnePartner will provide the training and support to initially launch the EMR system at two to-be-determined health department locations. Future OnePartner efforts will expand the EMR program to the remaining 35 health departments.

Tom Deaderick, director of OnePartner, says the complete EMR solution is “a truly novel approach.”

“There are some very good reasons why EMR adoption has been stagnant. Comparing any two EMR systems is very challenging. There really is a lack of consistency between vendor’s service offerings. Throw in different pricing plans, additional required software and all the different hardware required to create a secure, production-ready system and you have a Gordian Knot of a puzzle and no one with the objectivity and experience to help decide between them. I think there are a lot of reasons why the adoption rate has held at 20% for years, but I don’t blame physicians. They’ve been asked to make a very complicated decision knowing that many EMR implementations have failed and knowing that switching from one system to another is nearly impossible. None of these factors is conducive to quick decisions.”

“This project is a critical building block in a much larger dream for us,” continues Deaderick. “The EMR system we bring online for the Department of Health will be the first of a whole menu of EMR options, with consistent and simple pricing for private practice physicians and larger organizations, based on a unique co-operative model where every new physician decreases the monthly cost for all the physicians using the system. There is no need for physicians to spend money to build out office infrastructure when they can securely share the infrastructure already here, with a near-turn-key model.”

“We have an opportunity to really contribute to the health and economic vitality of our region with this grant and we’re not going to waste it,” says Deaderick. “There are a lot of people to thank. The Virginia Tobacco Commission and their excellent staff who worked this project through a rigorous review to ensure it is a sound investment”.

“State Senator Phillip Puckett, Delegate Terry Kilgore and Senator William C. Wampler’s vision and determination sparked and sustained this concept”.

“We thank CareSpark, our region’s RHIO, UVA-Wise and Dr. James Burns at the Department of Health”.

“We are grateful to economic development representatives from LENOWISCO and Scott County and especially for Scott County Economic Development Authority Executive Director John Kilgore who is as faithful a guide and partner as any company, or any region could ask”.

## **About OnePartner**

OnePartner LLC designed the nation’s first commercial data center to receive a Tier III (or higher) certification by the Uptime Institute ([uptimeinstitute.org](http://uptimeinstitute.org)). The Uptime Institute developed the Tier classification system as a benchmark for reliable data center infrastructure design. OnePartner’s data center, the Advanced Technology & Applications Center (ATAC) is designed for maximum resiliency, achieving “concurrent maintainability”. “Concurrent maintainability” means that every component receives proper maintenance without service disruption. OnePartner’s ATAC data center is located in Duffield, Va.

Organizations interested in colocation within the OnePartner ATAC should visit the OnePartner web site (<http://www.onepartner.com>).

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