



Dear Customer:

As you know, the American Recovery and Reinvestment Act (ARRA), or Stimulus bill, passed in January with provisions intended to spur adoption of Electronic Health Records (EHRs) by health care providers.

Specifically this legislation included the HITECH Act, which provides for Medicare and Medicaid incentive payments starting in 2011 for physicians who are considered meaningful users of certified electronic health records. In addition, hospitals are eligible for a base payment of \$2 million plus an additional amount based on their Medicare utilization rate. Other incentives are available through Medicaid and other programs.

We understand that there is significant confusion in the provider community about what constitutes meaningful use and what will be considered a "certified" product. Further, there is much speculation and confusion surrounding who will certify these products.

It is important to note that no final decisions have been made to date on certification. In addition, no certifying body has been selected, nor has the decision been made on whether there will be one or multiple certification bodies that can certify EHR systems.

Varian Medical Systems, Elekta Impac Software, and US Oncology have been working closely to ensure that our customers will be eligible for these incentive payments once the criteria and certification are established.

We have been communicating with relevant physician professional societies, the Department of Health and Human Services and their Health Information Technology (HIT) Policy and Standards Committees, as well as Congress to ensure that the specific needs of the oncology community are taken into consideration. In fact, a representative of our companies recently testified before the HIT Policy Committee, the organization tasked to make recommendations on certification and on criteria for meaningful use of EHRs.

Our companies have developed common principles that we believe should guide this process, and we have shared these with the appropriate decision-making stakeholders. First and foremost of those principles is the need for a separate, stand-alone certification for oncology. Because oncology specific EHRs contain so much essential information required for the treatment of cancer, basing certification on a set of generic criteria will be a disservice to both patients and providers in this community.

These processes will continue to evolve over the next several months, as the deadline for the development of certification and meaningful use criteria is December 31, 2009. We believe we are already making headway with important stakeholders who share our concerns about applying general criteria to specialty EHRs. To that end, we appreciate your patience as we continue to work ensure our customers will benefit from the HITECH Act incentives.

Sincerely,

Varian Medical Systems  
Elekta Impac Software  
US Oncology