

Inside Perspective

ACHIEVE THE POWER OF MEDITECH

Message from Management

Berk Smith, Executive Vice President, healthcare group of Perot Systems and leader of the MEDITECH Solutions Group

As announced this week, Dell and Perot Systems have entered a definitive agreement for Dell to acquire Perot Systems. The two companies will come together as a global leader in the technology industry and provide clients with the benefits of expanded offerings. The intent of this note is to provide you some details about this announcement.



This announcement represents a great opportunity for both companies, our associates, and our clients. Unifying the two companies will create a larger enterprise services business that will provide our existing clients access to the same exceptional level of service you've come to expect from us, with the additional scale and depth of Dell's world-class products, global footprint, and complementary I.T. services. With deeper and broader technology capabilities than ever before, we will now be able to offer MEDITECH customers the advantages that come from a more extensive reach and the acceleration of healthcare service offerings.

For the past two years, Perot Systems and Dell have collaborated to develop I.T. solutions and innovate services for shared clients. In April of this year, Dell and Perot Systems announced a strategic alliance that united their best-in-class technology and services solutions to provide virtualized services for the healthcare market. These joint solutions were designed to help improve patient care and to help healthcare organizations achieve the standard of "meaningful use" for Electronic Health Records established in the American Recovery and Reinvestment Act (ARRA).

Once the acquisition is complete, Perot Systems will become Dell's services unit and be led from Perot Systems' current facility in Plano, Texas by Peter Altabef, the current Perot Systems chief executive officer. In addition, Ross Perot, Jr. will be asked to join the Dell board of directors.

The MEDITECH Solutions Group within Perot Systems remains focused on the MEDITECH community and will continue to design, implement, and support MEDITECH-certified technology solutions on diverse platforms such as EMC, HP, IBM, and Stratus. We will continue to provide the optimal technology solutions to meet each of our clients' best interests. The combination of the MEDITECH Solutions Group's expertise combined with Perot Systems' overall healthcare capabilities and Dell's technology leadership provides MEDITECH customers expanded benefits. This advantage is not only for those MEDITECH customers who install in-house infrastructure but those who look to implement MEDITECH through hosting and cloud-based offerings as well. From the desktop to the cloud, our group will now be able to offer the most comprehensive one-stop shop for all the needs of MEDITECH hospitals, including comprehensive application consulting, subject matter expertise, implementation support, and application support delivered by an extensive team of healthcare and application specialists.

We realize you may have additional questions and also understand you may want to discuss the announcement in more detail. In either case, we encourage you to contact us. Please don't hesitate to call Peter Stone, Worldwide Leader of Sales and Marketing for the MEDITECH Solutions Group, at 781-401-5818. Or you can certainly email me at meditechsolutions@ps.net if you'd prefer.

As always, we sincerely appreciate your support and look forward to working with you.

Berk Smith