

From: Perrotti, Richard J.
Sent: Thursday, April 29, 2010 9:17 AM
To: hsovronsky
Cc: Andrew J Meshulam
Subject: reference.

I have been working with Andy Meshulam and AM Technologies for the past 5-6 years and cannot say enough positive things about Andy and his entire staff. They are all extremely knowledgeable about the Why-Type product and **deliver the most outstanding customer service of any of the many vendors I have relationships with.**

The Why Type product itself is equally exceptional. It is being used in both of my medical practices by more than 9 physicians and one nurse practitioner. The product has allowed our clinicians to more efficiently create patient and administrative documentation. The software is very adaptable to our electronic medical records system but best of all it is very easy to use and maintain. To give you an idea of the efficiency impact it has had for our clinicians, **my clinicians can complete the documentation for one session of patients (9-11 patients in less than 1/2 hour** using the combination of Why-Type macros, voice commands and our electronic health record templates.

I would highly recommend the Why-Type product and AM Technologies.

Best of Luck

Rich

Richard Perrotti, Jr., CMPE
Senior Administrative Manager
MGH Beacon Hill/MGH Downtown Primary Care
100 Charles River Plaza, Suite 501
Boston, MA 02115
P: 617-726-6677

From: Jeffrey P. Tannenbaum
Sent: Friday, March 12, 2010 8:19 AM
Subject: recent experience with AM technologies

Dear Dr. Rajesh Dharampuriya and Mr. Girish Kumar,

I am just writing to let you know about the experience I have had with AM Technologies Inc, of Newton, Mass **over the last seven years**. They have provided myself and Caritas Christi with outstanding service in setting up practices with their Why Type Medical/Dragon speech recognition software. **Their superb training and support staff** has allowed me to easily integrate speech recognition with eClinicalWorks.

It has saved hours and hours of laborious typing!

As an example of both their expertise and devotion, they recently provided me with extremely swift and effective solutions to technical problems that were threatening to prevent me from completing my patient documentation. **I have never received such outstanding support from a vendor.**

They work so hard on all my Dragon and eCW needs. I thought you should know that your clients could greatly benefit from their help.

Jeffrey P. Tannenbaum, M.D.
CCPN

Ann Wang-Dohlman, M.D., P.C.
Pediatric and Adult Allergy

Diplomate, American Academy of Pediatrics
Diplomate, American College of Allergy and Immunology
Telephone: 617-527-3440

2000 Washington Street, Suite 205
Newton, Massachusetts 02462
FAX: 617-641-9947

May 12, 2010

To Whom It May Concern:

I have had the pleasure of using the Why Type Medical System for the past 2 months. I chose this option hoping that it will facilitate my ability to create necessary documents in my patient charts.

With the assistance of the staff at the Why Type Medical System, I have been able to interface this voice recognition program into my present EMR system. I am happy to report that the installation and incorporation of this voice recognition system into my practice has been painless.

In addition, signing up for the training sessions has allowed me to dictate presentable documents into my patient charts in a speedy and accurate manner. I thank the staff at the Why Type Medical System for helping me achieve this goal.

I highly recommend this voice recognition product and AM Technologies.

Thank you.

Sincerely,



Ann Wang-Dohlman, M.D.

CHARANJIT S. RAO, MD, FACS, RPVI
General and Vascular Surgery
10 Winthrop Street, Worcester, MA 01604
72 Cudworth Road, Webster, MA 01570

Telephone (508) 756-2244 Fax (508) 752-0621
cj.rao.md@verizon.net

06-24-2010

Andy Meshulam
AM technologies, Inc.
831 Beacon St.
Newton, MA 02459

Re: WHY TYPE® Medical System

Dear Andy,

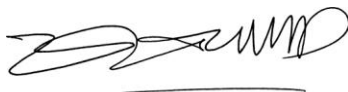
I'm writing to thank you for introducing me to your WHY TYPE® Medical System. Over the last three years, I have successfully used it for all of my patient notes. It has saved me hours per week, and has truly made a difference in my life and in my practice.

Prior to working with AM Technologies, Inc., I used Dragon NaturallySpeaking for many years and received training from a different local re-seller. I was not obtaining nearly the speed, accuracy, or productivity that I was hoping for. Your organization came in and did an outstanding job of integrating your speech recognition with my workflow. Your trainers offered training tips well beyond the instruction I originally received, and your WHY TYPE® Medical system allowed me to incorporate and automate my forms. I am now completing all of my documentation in a fraction of the time that I was spending previously. I wish I had called you at the start!

I have been very pleased also with the timely technical support for occasional tiny issues to keep my office running smoothly. Your remote access support has saved a lot of time when trying to create new forms or fix technical issues.

After trying Dragon with another company, I have been extremely pleased with my decision to go with your organization. Your WHY TYPE® Medical System has been an investment that has paid for itself many times over. Thank you for your tremendous help. I look forward to continuing to work with you in the future.

With regards,



Charanjit S. Rao M.D.

May 14, 2010

Dear Andy,

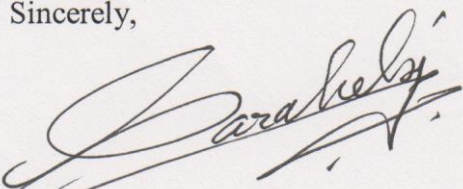
I am writing to let you know what a pleasant experience we have had with AM Technologies, Inc. and your WHY TYPE ® Medical System.

Over the last five years, your organization has provided speech-recognition software, training and support to many of our Hallmark Health physicians. Your trainers have integrated WHY TYPE ®/Dragon seamlessly with our GE ® Centricity EMR, both increasing efficiency and dramatically improving the transition process for our providers. It has saved our doctors hours each week on their patient documentation and helped them to better utilize the tools built into their electronic medical record.

The support we have received from AM Technologies, Inc. has been of the highest level. Your sales representatives are very pleasant, extremely responsive and always willing to go the extra mile to make sure that our providers are happy and functional.

Thank you for making speech recognition such a success for our doctors! We will continue to recommend AM Technologies and WHY TYPE ® to all of our colleagues.

Sincerely,



Sam Tarabelsi, Director of Operations
Physician Practices



Beth Israel Deaconess HealthCareSM

An Affiliated Physicians Group Practice

Lexington



A community based organization of healthcare professionals associated with Beth Israel Deaconess Medical Center, a teaching hospital of Harvard Medical School

Affiliated Physicians Group

David V. Ives, MD
Internal Medicine
Medical Director

Lisa W. Gilbert, MD
Internal Medicine

Risa J. Korn, MD, MPH
Internal Medicine

Emily C. McPhillips, MD
Internal Medicine

Noor J. Kassamali, MD, Sc.M.
Internal Medicine

Peter Zuromskis, MD,
M.P.H., F.A.C.P.
Internal Medicine

Bethany W. Thomas, R.N.,
C.S., A.N.P.
Internal Medicine

Kathleen Corley, R.N.,
C.S., F.N.P.
Internal Medicine

Tarryn Holman, R.N.,
M.S.N., A.N.P.
Internal Medicine

12/24/08

Andrew J. Meshulam, MBA
President
AM Technologies, Inc.

Dear Mr. Meshulam,

I run a busy primary care practice of 6 physicians and 3 nurse practitioners. Several years ago most of the physicians began using WhyType medical in place of dictation. **Our medical record costs plummeted and timeliness of completion of progress notes soared!** I now use Whytype for my medical record, e-mails, and website communications with patients. Whytype's macro capabilities have significantly reduced the time I spend writing form letters and even entering my key to sign notes and orders. **We are all very happy with Whytype and can't really believe that we used to live without it.**

Sincerely,

David V. Ives, M.D.
Medical Dir.
Beth Israel Deaconess Health Care-Lexington

Podiatric Physician & Surgeon

Anthony S. Spiri, DPM, P.C.

172 County Street, Somerset, MA 02726

Tel: 508-675-1401 Fax: 508-675-4877

Date: 10-7-08

To Whom It May Concern,

I am writing this letter to share my recent experiences with two voice recognition companies that I have dealt with within the past 6 months.

I have been using voice recognition for medical record dictation for over 10 years and have saved thousands of dollars in dictation costs and my medical records are available to me immediately instead of waiting for transcriptionist turnaround.

Recently I purchased a new computer that had the VISTA program installed and this created problems with my Dragon NaturallySpeaking voice recognition software. Medical records were piling up and I needed immediate help to get this resolved. Initially, I contacted Peter Cohen Associates because I had some experience with them in the past. They attempted to reprogram my computer but I had repeated problems, which needed to be fixed. I attempted to telephone them on many occasions and received no response. I got an answering machine each time I did try to contact them. I was very frustrated.

Finally I contacted A.M. Technologies and much to my satisfaction I had a telephone call answered by a knowledgeable programmer within minutes. They came to my office for a very reasonable fee and quickly had my dictation program back in operation. In addition, there have been some minor problems attributed to windows 2007, however, they were immediately resolved with a simple phone call to A.M. Technologies. They have an excellent training and support staff. Therefore, I strongly recommend A.M. Technologies to anyone interested in Dragon Voice Recognition software.

Anthony S. Spiri, D.P.M., P.C.



DATE 6/15/2010

To Whom it May Concern:

I am writing to provide you with feedback regarding my experience with the WhyType Medical System.

The system enables me to efficiently complete all patient and administrative documentation in a timely manner.

Utilizing this system is saving me countless time allowing me to concentrate on patient care.

The training and attention that AMT (Adrian Witcomb) provided allowed me to immediately achieve very high accuracy with my dictation and seamlessly integrate it with my EMR.

I would highly recommend the WhyType product and AM Technologies.

Sincerely

Mary Gosney Cnm
Harvard Vanguard Medical Associates.
Quincy, Ma

From: Welch, Charles A., M. D.
Sent: Friday, January 04, 2008 1:44 PM
To: Andy
Subject: Thanks

Andy,

I have just finished a 4 hour session with Ben Friedman for the installation of Dragon 9.5 in my desktop and laptop computers. I just want to tell you how pleased I am with the new program, which is faster and more accurate than anything I have used. As you know, I have been using your systems since 1999.

I do virtually everything with speech recognition: Clinical notes, e-mail, business letters, speeches, scientific papers, and scheduling. I have never been able to type, and without Dragon, I actually could not practice modern medicine at all, let alone do it at my current high level of productivity.

I also want to say how much I enjoyed spending a morning with Ben. He is a wonderful guy, and was very persistent in overcoming multiple pre-existing problems with my desktop computer.

I plan to acquire a new desktop computer, and I will contact you when it is ready for installation of 9.5. In the meantime, please send me a bill for the installation on the laptop, as my prepayment was only for the desktop.

Thanks for all your excellent support,

Charles A. Welch M.D.

July 29th, 2008

Dear Mr. Meshulam,

I would like to personally thank you for my recent experience with AM Technologies, Inc. I am very happy to say that after only a few sessions with your training staff, I am now using Dragon and your WHY TYPE® add-ons every day directly within eClinicalWorks!

The voice software, along with all of your WHY TYPE® commands and letter templates, have saved me tremendous amounts of time documenting my patient notes.

I am quickly producing thorough medical documents with excellent accuracy and making very few corrections. Please feel free to use me as a reference. I highly recommend your company and the expert staff you employ.

Sincerely,



Margret A Sandin, MD

Internal Medicine

Monica Gomez, MD
Sandeep Jain, MD
Melvyn W. Kramer, MD
Anthony P. Lopez, MD
Barbara T. Peters, DO
Andrea R. Rizzo, MD
Noor A. Roomi, MD
Leslie E. Schwab, MD
Dan S. Tilles, MD
Sarah Zifcak, MD
Mary Cochran, MHP, PA-C
Ellen Crompton, RNC, GNP
Susan Divver, CFNP
Nancy Herriott, PA-C
Tina Reinhardt, MS, RN-C

Pediatrics

Thomas M. Collins, MD
Charles A. Garabedian, MD
Michael S. Glazier, MD
Ronni L. Goldsmith, MD
Deborah R. Hoffer, MD
Julie M. Jankelson, MD
Stephen A. Jenkins, MD
Sandra M. Meyerson, MD
Jeffrey R. Ristaino, MD

Diabetes/Nutrition

Kathleen Lawton, RN
Eileen Simoneau

Mental Health

Marie Darsch, LICSW
Terrel Fenn, LICSW
Donald S. Zall, PhD, LICSW

242 Baker Avenue
Concord, MA 01742-2188
T 978.287.9300

Internal Medicine
T 978.287.9350

Pediatrics
T 978.287.9400
F 978.287.9408

16 Lancaster County Road
Harvard, MA 01451-1114

Pediatrics
T 978.772.6161
F 978.772.4144

**Emerson Medical Building,
Suite 2003**
490 Boston Post Road
at Chiswick Park
Sudbury, MA 01776-3392

Internal Medicine
T 978.443.6086
F 978.443.6095

March 24, 2008

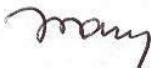
To whom it may concern:

I am writing in order to give a strong recommendation for Dragon NaturallySpeaking the medical addition. I have been using it for the past month and it has been a great time saver for me. At this point it is saving me approximately 1 to 1 1/2 hours a day of typing. I've been quite pleased with its accuracy and speed.

The training was not only quick and easy, but also a lot of fun. Greg Picariello was an excellent trainer and was able to set up my program but also help me feel as though I could management my program.

Because of the amount of time I'm able to save dictating, I am able to upgrade my billing codes and am sure I'm generating more money for my company. I would recommend Dragon NaturallySpeaking to anyone who is interested in saving time on their typing and increasing their revenue. It's also improved my quality of life.

Sincerely,



Mary Cochran, MHP, PA-C

Mbc and Dragon NaturallySpeaking

An affiliate of Harvard Medical School

Ida Gorenburg, MD
Wellesley Internal Medicine
230 Worcester Street
Wellesley, MA 02481-5491
781 431-5444

June 9,

2010

To Whom It May Concern:

I am writing to let you know how happy I have been with the WhyType Medical System. Using the system, I have been able to document faster and more accurately. It has helped me with progress notes, consultations, and letters to patients.

My AMT training was excellent. I was able to get up and running quickly. My trainer went at my pace, answered all of my questions fully, and made the training fun.

I would highly recommend the WhyType product and AM Technologies.

Sincerely,

Ida Gorenburg, MD
Harvard Vanguard Medical Associates
Wellesley IMC: 781-431-5496

Dorothy J. Cunningham, M.D.
John Strasswimmer, M.D., Ph.D.

Steven K. Shama, M.D., M.P.H.

Arnor Khachemoune, M.D.
Stephen O. Kovacs, M.D.

Brookline Village Dermatology, P.C.

Beth Israel Deaconess Medical Center
New England Baptist Hospital

One Brookline Place, Suite 406
Brookline, Massachusetts 02445
Office (617) 277-8332
Fax (617) 277-8105

Dermatology/Dermatologic Surgery
Cosmetic Dermatology

November 13, 2005

Andrew J. Meshulam
President, WhyType

Re: Dictation System

Dear Andy ,

This letter is an expression of my appreciation and excitement and delight in the WhyType Medical System. I have been using it for over six years and it has never failed me. It has saved me thousands of dollars worth of dictation costs and allows me to rapidly dictate letters to my colleagues to give them the best turnaround regarding their patient visits.

Gone are the days when I would dictate into a small recording machine, wait a day or two before the tape was taken by the dictationist, wait additional days before the tape was sent back and sometimes wait additional days before corrections were made. And then the bill!!!

No longer do I have to put up with an archaic dictationist system!! Why Type Medical System is always there for me, is simple to understand and to use. Should I have a question, your technical staff has been absolutely tremendous.

It has always been my pleasure and is still my pleasure to recommend your system to any company or organization. Keep up the good work.

Sincerely,



Steven K. Shama, M.D. MPH

From: Renna, Francis S., M.D.
Sent: Wednesday, September 20, 2006 7:11 PM
Subject: WhyType Medical System

Jeff and Mary,

I thought I would give you feedback on the WhyType Medical System for voice activated dictation. Since you recommended AM Technologies to me, it probably comes as no surprise that their organization and product are very impressive and helpful.

The training package that I opted for was most useful and time and cost effective. The trainer, Danny Lee, was excellent as a teacher and facilitator for my involvement and specific needs as a dermatologist. My telephone calls for minor issues and even a panic call for having possibly erased the whole software have always been handled promptly and with admirable patience and expertise. **All my questions have been resolved expediently.**

The training manual is very thorough and helpful. I appreciate the **short turnaround time for patient records** and having them saved on my computer in case they are misplaced.

Andy, the company CEO, has been readily available and has volunteered many helpful suggestions. So, **I can enthusiastically recommend the WhyType Medical System to other physicians.** I would glad to speak anyone wanting some firsthand feedback. Thank you again for suggesting this.

AHMED BASHEER, M.D.

DIPLOMATE, AMERICAN BOARD OF INTERNAL MEDICINE

October 28, 2003.

Andrew Meshulam
AM Technologies
831 Beacon St. Suite B-1 7
Newton, MA 02459

Dear Mr. Meshulam,

I have been using your WHY TYPE[®] Medical System since September of 2002. I am extremely satisfied with the results I have obtained and I am using it for all of my patient notes. As you know, I am an Internal Medicine doctor who sees approximately 20 patients per day, and your WHY TYPE[®] Medical System allows me to dictate and review all my notes instantly. Therefore, I no longer have a long, drawn-out transcription process.

Most importantly, I have eliminated all of my transcription costs! I estimate that I have saved over \$10,000 in transcription costs this year alone. Also, my medical notes are more thorough.

I have been discussing the virtues of your system to many of my colleagues, and I am aware of 10 doctors who have acquired your system due to my recommendations. Your software is very easy to use. I am a very enthusiastic user of your product!

Sincerely,



Ahmed Basheer, MD

P.S. The WHY TYPE[®] Medical System created this document!

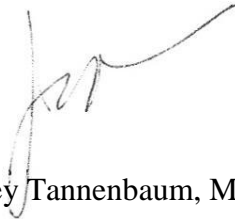
GSMPC
Good Samaritan Medical Practice Corporation
Southeastern Medical Center
104 Liberty St. (Rt. 58)
Hanson, MA 02341
781.293.5454

Date: April 13, 2005

To Whom It May Concern:

I have been a customer of AM Technologies for the past six months. I purchased their Why Type system for office dictations. This system has saved me time and enabled my office staff to read my notes. In fact I am dictating this letter with Why type. It has also helped with reimbursements from insurers as all the notes are clearly legible and contain the necessary elements of detailed histories and examinations.

I have always found the staff of AM Technologies to be very helpful and professional. When I first started I did not think that I could learn how to use the system. However after working with Danny Lee I was able to master the system. The company offers excellent customer support. The company owner Andy Meshulam is available and always willing to go the extra mile for his customers.



Jeffrey Tannenbaum, M.D.



Steven K. Shama, M.D., M.P.H.

Harvard Medical School Clinical
Instructor in Dermatology Beth Israel
Deaconess Medical Center New England
Baptist Hospital

One Brookline Place, Suite 406
Brookline, Massachusetts 02445
Office (617) 277-8332
Fax (617) 277-8105

Dermatology
Dermatologic Surgery
Occupational Dermatology

Diplomate of the American Academy of Dermatology

October 14, 1999

AM Technologies, Inc.
831 Beacon Street
Newton, MA 02459

Dear Andrew,

I have never been impressed with any labor-saving device than with your system. There is no question that training is essential for all us to truly appreciate what the system can do. I couldn't have done it without your wonderful trainer, Stacey Pelkey. She is a wonderful teacher. She has patience and somehow understands my needs without my saying them.

I am also wonderfully impressed with the amount of money that I have saved using the system. **Within one month I can easily say that I have saved over \$600 in typing fees.** Also, perhaps even more important to me, is the rapid turnover of my dictated letters. I can give you many examples of how this system has made me able to care for my patients more efficiently by getting letters out to referring physicians within days. I am thoroughly impressed and elated with your voice dictation system. It makes me happy every time I think of dictating letters. I never thought I would be able to say that.

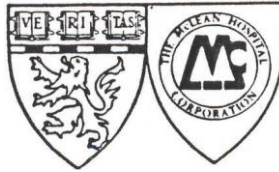
Thank you so much for making the system possible. I know you and Stacey will always be there if I have any questions. You guys are great!

Sincerely,

Steven K. Shama, M.D., M.P.H.

Harvard Medical School

Department of Psychiatry



McLean Hospital

*An Affiliate of the
Massachusetts General Hospital*

ASSOCIATE PROFESSOR
OF PSYCHIATRY

HARRISON G. POPE, JR., M.D.

CHIEF
Biological Psychiatry Laboratory

May 31, 1995

Mr. Andrew Meshulam, President
AM Technologies, Inc.
831 Beacon St., Suite B17
Newton, MA 02159

Dear Andy,

I am writing to tell you how pleased I have been with my new Power Secretary voice recognition system. Over the course of the last three weeks, I have created a 25-page single-spaced grant application (a document of approximately 13,000 words) entirely by voice. I suspect that it represents the first grant application sent to Washington which was never actually typed by a human being!

Although I was already very fast at dictating documents prior to acquiring the Power Secretary software, there is no substitute for being able to see one's text appear on the screen as one dictates. When dictating into a tape recorder, one cannot easily keep track of what appears in the paragraph which has just been dictated; a single telephone interruption thus requires replaying much of the tape simply to find where one has left off. With the computer, this is never a problem. Similarly, when creating a scientific paper, it is essential to be able to examine the text which one has just created in order to keep the writing organized. Thus, I think that the computer will now become my preferred mode for writing scientific papers in the future.

I have no doubt that by the turn of the century; many people like myself will be using voice recognition technology of this type routinely. For me, it's a pleasure to be several years ahead of the game, enjoying this technology today!

Sincerely yours,

A handwritten signature in black ink, appearing to read 'HGP Jr'.

Harrison G. Pope, Jr., M.D.

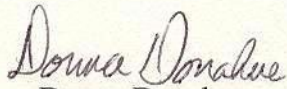
MOUNT AUBURN HEALTHCARE AT LEXINGTON

57 Bedford Street, Suite 130 / Lexington, Massachusetts 02420

Tel: (781) 862-7500 ~ Fax: (781) 861-1409

19

Sincerely,



Donna Donahue
Office Manager



MOUNT AUBURN
HOSPITAL

*Mount Auburn Professional Services
an affiliate of Mount Auburn Hospital*



A Teaching Hospital of
Harvard Medical School

MOUNT AUBURN HEALTHCARE AT LEXINGTON

57 Bedford Street, Suite 130 / Lexington, Massachusetts 02420

Tel: (781) 862-7500 ~ Fax: (781) 861-1409

July 29, 2008

Mr. Andrew Meshulam
AM Technologies, Inc.
831 Beacon Street
Newton, MA 02459

Dear Mr. Meshulam,

I am happy to write this letter of recommendation regarding the services that we have received from your company in implementing Dragon voice recognition software in our medical practice. As medical director of a small practice, part of the larger Mount Auburn Professional Services, Inc., I have been involved in the deployment of Dragon, used largely within the context of E Clinical Works, our electronic health record. Initial physician training allowed most physicians to be up and running with the product within one to two hours. When one physician, with a heavy accent, initially struggled with the product, she was given the additional attention needed to make voice recognition work for her.

I have been particularly impressed by the ability of your staff to help create customized solutions that simplified the process of some time-consuming, yet mundane tasks (such as letter writing). In fact, your solutions have allowed us to work around some of the frustrating limitations in the electronic health records software. Your staff has been able to work within busy doctors' schedules, making follow-up visits as needed until the job is complete.

I have already verbally recommended your services to several of my colleagues, and am happy now to do so in writing. I can confidently recommend AM Technologies to any medical practice looking to implement Dragon Voice-Recognition software.

Sincerely,



Andrew O. Nichols, MD
Medical Director



MOUNT AUBURN
HOSPITAL

*Mount Auburn Professional Services
an affiliate of Mount Auburn Hospital*



A Teaching Hospital of
Harvard Medical School



Beth Israel Deaconess
HealthCareSM

An Affiliated Physicians Group Practice

Brockton



A community based
organization of healthcare
professionals associated
with Beth Israel Deaconess
Medical Center, a
teaching hospital of
Harvard Medical School

Jane Butlin, MD

January 11th 2009

Within 6 weeks of starting the Whytype Programme, it became the exclusive documentation method for patient encounters.

It has improved many aspects of patient care, particularly review of radiology and laboratory results, and providing clinical data to consulting physicians, and Emergency Room staff for patients who need medical care after office hours.

The Technical support staff at Whytype are resourceful and helpful.

I would recommend this programme to any physician considering a move from handwritten notes.

Butlin

Jane Butlin