



COMMUNITY IMPACT STATEMENT

1st Quarter 2014

	1st Quarter		
	Fee Revenue	Market Value	\$ Impact
Managed Services	\$54,633	\$109,266	\$54,633
Professional Services	\$0	\$7,310	\$7,310
Consulting	\$0	\$14,365	\$14,365
Hardware Reuse	\$5,520	\$10,350	\$4,830
Venture Funding	\$0	\$20,627	\$20,627
* Vendor Partner Savings	\$1,510,237	\$2,392,537	\$882,300 **
Net Community Impact			\$984,065
Average Budgeted Donations			\$74,050
IMPACT TO DONATION RATIO			\$13.30

* Vendor partners include Asemio, Avirodha Consulting, Edge Technologies, and Integrated Business Technologies.

** Avirodha Consulting had four EMR software implementations underway in this quarter. As part of those projects, they negotiated six-figure software purchases on behalf of each client which received a 50% discount off software licensing and lesser discounts off professional services and hosting fees. As a result, this quarters impact to donation ratio was much higher than previous quarters.

[We define impact as the difference between what we charge an organization for a product or service (if anything) and a very conservative estimate of its market rate. We know that our way of measuring impact differs significantly from the organizations we serve and is more complex. If you have questions about the way we calculate our impact, we'd be happy to schedule a call or visit to offer a more detailed explanation.]