



Join athenahealth



athenahealth

We're a rapidly growing US-based company providing technology and services to help America's doctors. We are driven by our mission to develop innovative and reliable processes to address the incredible complexity of the US healthcare industry. Over the past eight years, we've built our own technology and processes from the ground up. We've helped over 5,000 doctors get proper payment for the work they do, collecting over \$100 million for our clients each month. Although we've been growing over 40% per year, we're still just getting started.

We believe that Chennai will soon be known not just for its highly scalable labor force but as a world-class center of high-quality, efficient business processing. We want to lead the way. Our new subsidiary in Chennai, athenaIndia, will share our passion for innovative operations. athenaIndia will work closely with local operations teams to develop superior workflow processes and technology. To become a founding member of athenaIndia, and create the future of offshore operations, read on.

athenahealth

In the United States, ensuring doctors receive payment for their work is shockingly complex. For every doctor in a medical practice, there are typically several people focused just on billing for that doctor's services. athenahealth provides a solution to that problem.

Our Solution

- athenahealth built athenaNet™, a Web-native enterprise application, specifically to support our services and help physician practices efficiently manage the entire patient and billing cycle.
- athenahealth staff perform functions that can be centralized and standardized, then use athenaNet to automate them as much as possible.
- Our clients remain in control of other functions by using athenaNet to identify and prioritize their work each day.
- A library of knowledge, built on experience and expanding daily, is shared by all athenahealth clients, allowing them to learn from us and from each other.

Our Success

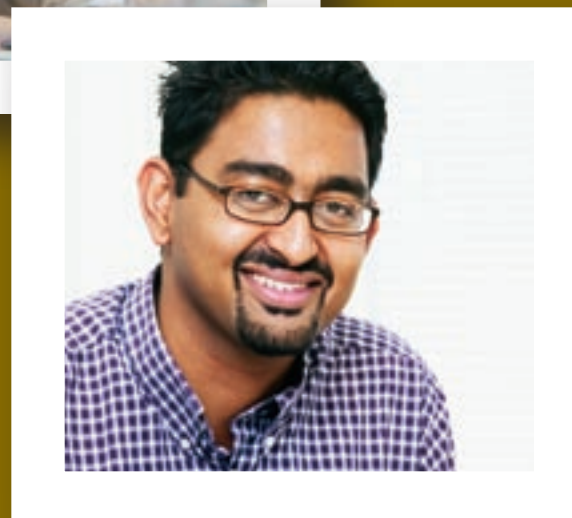
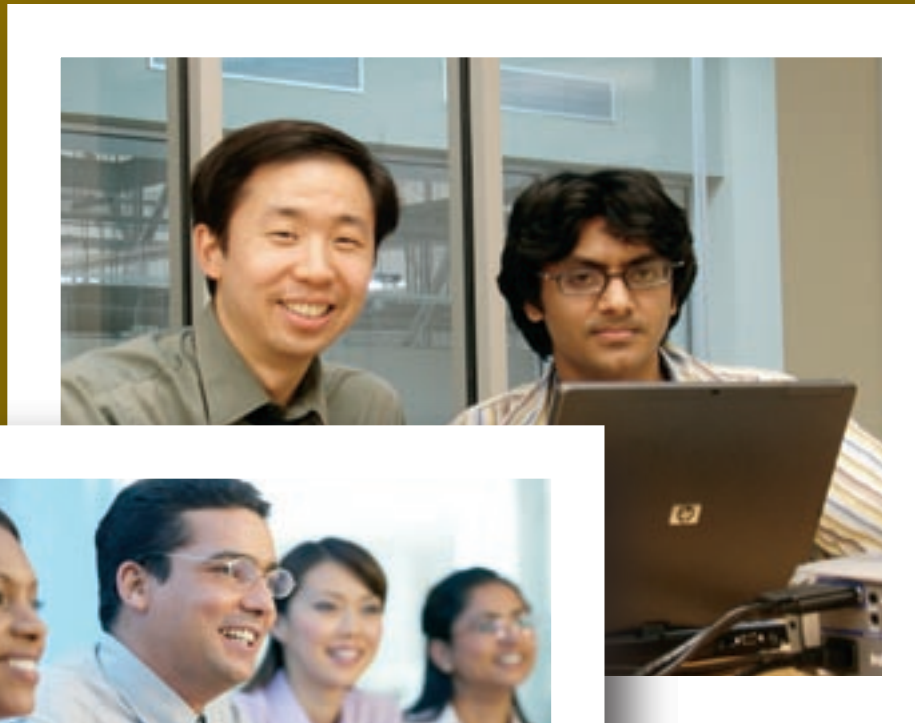
- In eight years, we've outgrown all our direct competitors, and we're still growing by more than 40% each year.
- We have over 600 clients representing 5,000 doctors who yield over \$60 million in annual revenue and operating margins of 40-50%.
- Over 90% of our clients would recommend us to their colleagues.
- We have top venture-capital backing from the same firms that fund Apple®, Home Depot®, Intel® and others.

Our Team & Culture

- We are driven by our mission to transform healthcare through process integrity and efficiency.
- We are passionate about applying technology and continuous process innovation to complex, real-world operations.
- We hire for attitude, values and raw talent, and we develop experience through a collaborative culture of teamwork, teaching and learning.

The Future of athenahealth

- For all of our success, we still have less than 1% market share. There's plenty of room to grow!
- Our finances are rock solid, we rarely lose a client, and our revenue is predictable. We'll be here for a long time.



athenaIndia

For three years athenahealth has used an outsourced vendor in Chennai to provide half the staff behind our products. Our success has depended on their stable delivery of many of our critical, time-sensitive services. Now we're ready to apply our own focus on process and technology innovation to the operations here. Over the next twelve months we will build athenaIndia, an elite subsidiary which will drive the continuous improvement of those operations.

athenaIndia will have full ownership of our India-based operations and will own the technology they require. athenaIndia will provide strategy and direction in addition to developing enterprise application software.

athenaIndia will have specialized expertise in accurately capturing key data from complex forms using optical character recognition (OCR) and other technologies. Other core skills will include efficient scripting and management of data-gathering phone calls as well as optimal management and reporting of work queues across numerous parties.

athenaIndia will be an elite team. Our technologists, from the best schools and firms in India, will be ready to make a real difference by applying their skills to a problem they can see and feel. Our process engineers will know how to find the key to making an operation faster, cheaper and higher quality. And our team leads, from the best BPOs, will be eager to move beyond how things have always been done before and learn how they could be done in the future.

athenaIndia will be housed in a centrally located, world-class facility, modeled on our new headquarters outside Boston, Massachusetts. We'll offer a great community environment, an open floor plan that reflects our egalitarian culture and good transportation options. In addition, we'll have an enthusiastic culture that values teaching, learning, teamwork and results. Every employee will be closely connected to the company's mission and customers, and will have a clear understanding of how he or she can contribute to them.

Reasons to Work for athenaIndia

It's fun to work with a team this good

We've hired the best talent available in the United States. Our team includes many alumni of Harvard, the Massachusetts Institute of Technology and other top US schools, as well as those who excel in music, athletics and other fields.

See the results of your work with your own eyes

You'll be there to see the impact when your technology and processes are rolled out to a real operation.

Be at the cutting edge of a revolution in Indian operations

We are committed to being leaders in the application of workflow processes and technology in offshore operations. Being a part of athenaIndia will soon be a tremendous mark of achievement.

Own your results

We don't plan to micro-manage athenaIndia. Instead, we are going to find people who will learn what the team needs from them and who will independently drive to deliver those results.

Experience a true meritocracy

We value results and reward those who find a way to make a visible difference in our operations. If you're driven, focused and capable, athenaIndia is a great place to make a difference.

Benefit from rock-solid financials

Our clients pay us a fraction of their revenue every month, and they seldom leave us once they sign up. However, we spend less than 60% of that revenue on the services we provide. Today, that leaves about \$2 million each month to spend on building the product and company.

Start your career path at the ground floor

athenaIndia is looking for its first employees and will grow to 40 or more within 18 months. Join us now for a chance to help build a team of innovators like yourself.

Have long-term opportunity

Although we are already the largest force in our incredibly fragmented industry, we still have less than 1% market share. We will continue to experience tremendous growth for many years to come.

Work in a great environment for personal development

We don't hire resume builders, and we don't switch to the latest technology fad every six months. If you want to grow as a true leader, this is the place. Every employee receives an annual 360 degree performance appraisal, and our culture emphasizes that the entire team keep each other learning and growing.

Be a part of a team-built culture

We recognize that our culture — and the team that sustains it — is our most valuable asset, and we focus on keeping the team strong.

www.athenahealth.com



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