

President's Message, August 2007"

Alas, summer is coming to an end. I hope everyone found some time to relax and have fun with family and friends. For many of us at CNSI, the summer of 2007 turned out to be very hectic. Many of you worked overtime on proposals and presentations, MMIS 2007 conference preparation, and quality and performance initiatives. As a result of these efforts, CNSI made progress on several fronts, one of which being the company's quality policy initiative. I will talk about the quality policy in more detail in an upcoming message.

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The annual MMIS conference is the primary event in the Medicaid IT industry and for CNSI. This event represents the only opportunity for us to interact with most of our potential customers in one place. CNSI's participation at MMIS 2007 included a mix of customer meetings, speaking engagements, exhibiting, demonstrations, and networking events. This year, CNSI unveiled eCAMS 2.0, the second generation of our pioneering MMIS solution. We gave eCAMS 2.0 demonstrations to several potential new customers and CMS representatives, all of whom were impressed with the new features and functionality. We also had meaningful conversations with a number of state representatives on the show floor and in our booth. Additionally, CNSI's Arvinder Singh and Gino DeMarco presented at the conference on Medicaid Communications and MITA Aspects of an MMIS Procurement, respectively. CNSI's participation in this conference once again proved to be the perfect forum for us to strengthen relationships and spend quality time with customers. We not only increased market awareness of both CNSI and eCAMS, but also solidified our position as a thought leader and change agent in the MMIS community. Finally, with just over a month left before the federal government fiscal year ends (September 30th), agencies are usually looking to use up their remaining funds. This could result in new business opportunities for us, so staying close to our customers can help identify these opportunities. Let us try and make the best of the government's buying spree! Thank you for your cooperation and for keeping our customers happy. As always, I welcome and encourage your feedback; you can reach me at (301) 634-4599 or bchatterjee@cns-inc.com. Sincerely, B. Chatterjee President