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Booming business pushes ClinixMIS to larger office space

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by [Erin Lawley](#)

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Clinix Medical Information Services is moving to bigger digs to accommodate recent growth and prepare for the future.

The Brentwood-based company will leave 3,500 square feet in Maryland Farm on Feb. 3 for 6,000 square feet in the Synergy Business Park on Franklin Road. CEO Jerry Killough says the upgrade is necessary because business is good. He's added several employees in recent months and plans to do the same in 2007.

"We've gotten a lot of traction in our marketplace," says Killough, whose company -- an application service provider, or ASP -- helps health care industry clients with billing and revenue management. Clients pay a monthly fee to access ClinixMIS servers and databases for reports, backups and electronic claims transmissions and remittances.

Steve Starkey, vice president of research and development for Healthcare Management Systems Inc., says ASP technology is growing in popularity among his company's clients -- community and specialty hospitals -- because they want the capabilities of a large hospital but don't have the \$500,000 to \$1.5 million it takes to buy their own systems.

"And we're finding some (hospitals) just don't want to manage the IT side of it anymore," Starkey says.

Killough won't give a revenue figure, but says the company's top line grew 28 percent from 2005 and 2006. The company handled about 4 million insurance claims and processed more than \$1 billion in health care provider charges across the country last year. Killough projects 20 percent growth for 2007.

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