

STREAMLINE HEALTH SOLUTIONS INC.

Form 10-Q

September 08, 2008

**Table of Contents**

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, DC 20549  
FORM 10-Q**

**QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

**For the quarterly period ended July 31, 2008**

**Or**

**TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

**For the transition period from \_\_\_\_\_ to \_\_\_\_\_**

**Commission File Number: 0-28132  
STREAMLINE HEALTH SOLUTIONS, INC.  
(Exact name of registrant as specified in its charter)**

Delaware  
(State or other jurisdiction of  
incorporation or organization)

31-1455414  
(I.R.S. Employer  
Identification No.)

10200 Alliance Road, Suite 200  
Cincinnati, Ohio 45242-4716  
(Address of principal executive offices) (Zip Code)  
(513) 794-7100

(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of large accelerated filer, accelerated filer and smaller reporting company in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer  Accelerated filer  Non-accelerated filer  Smaller reporting company   
(Do not check if a smaller reporting company)

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).  
Yes  No

Number of shares of Registrant's Common Stock (\$.01 par value per share) issued and outstanding, as of September 1, 2008: 9,302,782.

TABLE OF CONTENTS

	Page
<u>Part I. FINANCIAL INFORMATION</u>	
<u>Item 1. Condensed Consolidated Financial Statements</u>	3
<u>Condensed Consolidated Balance Sheets at July 31, 2008 and January 31, 2008</u>	3
<u>Condensed Consolidated Statements of Operations for the three and six months ended July 31, 2008 and 2007</u>	5
<u>Condensed Consolidated Statements of Cash Flows for the six months ended July 31, 2008 and 2007</u>	6
<u>Notes to Condensed Consolidated Financial Statements</u>	7
<u>Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations</u>	10
<u>Item 3 Quantitative and Qualitative Disclosure About Market Risk</u>	20
<u>Item 4. Controls and Procedures</u>	20
<u>Part II. OTHER INFORMATION</u>	
<u>Item 1. Legal Proceedings</u>	21
<u>Item 1A Risk Factors</u>	21
<u>Item 3. Defaults upon Senior Securities</u>	21
<u>Item 5 Other Matters</u>	21
<u>Item 6. Exhibits</u>	22
<u>Signatures</u>	23
<u>EX-11</u>	
<u>EX-31.1</u>	
<u>EX-31.2</u>	
<u>EX-32.1</u>	
<u>EX-32.2</u>	

**Table of Contents**

## PART I. FINANCIAL INFORMATION

## Item 1. CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

STREAMLINE HEALTH SOLUTIONS, INC.  
CONDENSED CONSOLIDATED BALANCE SHEETS  
Assets

	(Unaudited) July 31, 2008	(Audited) January 31, 2008
Current assets:		
Cash	\$ 372,692	\$ 2,189,010
Accounts receivable, net of allowance for doubtful accounts of \$100,000, respectively	1,771,787	2,832,852
Contract receivables	1,505,094	1,833,842
Prepaid hardware and third party software for future delivery	720,711	484,247
Prepaid other, including prepaid customer maintenance contracts	775,845	501,803
Deferred tax asset	185,000	185,000
 Total current assets	 5,331,129	 8,026,754
Property and equipment:		
Computer equipment	2,568,820	2,235,104
Computer software	1,197,147	1,086,691
Office furniture, fixtures and equipment	736,441	731,346
Leasehold improvements	574,257	574,257
	5,076,665	4,627,398
Accumulated depreciation and amortization	(3,509,923)	(3,153,675)
	1,566,742	1,473,723
Capitalized software development costs, net of accumulated amortization of \$7,681,901 and \$6,643,235, respectively	5,251,027	4,878,694
Other, including deferred taxes of \$1,690,000, respectively	1,744,776	1,720,114
	\$ 13,893,674	\$ 16,099,285

See Notes to Condensed Consolidated Financial Statements.

**Table of Contents**

STREAMLINE HEALTH SOLUTIONS, INC.  
CONDENSED CONSOLIDATED BALANCE SHEETS  
Liabilities and Stockholders' Equity

	(Unaudited) July 31, 2008	(Audited) January 31, 2008
Current liabilities:		
Accounts payable	\$ 1,137,717	\$ 1,518,682
Accrued compensation	439,477	536,599
Accrued other expenses	469,289	521,210
Deferred revenues	4,654,930	5,183,333
Total current liabilities	6,701,413	7,759,824
Non-current lease incentives	97,683	146,525
Stockholders' equity:		
Convertible redeemable preferred stock, \$.01 par value per share 5,000,000 shares authorized		
Common stock, \$.01 par value per share, 25,000,000 shares authorized, 9,302,782 and 9,260,320 shares issued, respectively	93,028	92,603
Capital in excess of par value	35,687,051	35,542,222
Accumulated (deficit)	(28,685,501)	(27,441,889)
Total stockholders' equity	7,094,578	8,192,936
	\$ 13,893,674	\$ 16,099,285

See Notes to Condensed Consolidated Financial Statements.

**Table of Contents**

STREAMLINE HEALTH SOLUTIONS, INC.  
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS  
Three and six Months Ended July 31,  
(Unaudited)

	Three Months		Six Months	
	2008	2007	2008	2007
Revenues:				
Systems sales	\$ 1,285,528	\$ 101,215	\$ 1,595,019	\$ 864,339
Services, maintenance and support	2,644,140	2,195,530	5,046,906	4,325,019
Application-hosting services	906,933	906,470	1,798,426	1,793,257
Total revenues	4,836,601	3,203,215	8,440,351	6,982,615
Operating expenses:				
Cost of systems sales	921,174	580,315	1,672,145	1,363,622
Cost of services, maintenance and support	1,139,443	1,043,600	2,198,591	1,987,188
Cost of application-hosting services	309,048	279,730	597,239	555,159
Selling, general and administrative	1,883,071	1,404,337	3,482,494	2,821,671
Product research and development	1,011,114	949,446	1,730,369	1,755,901
Total operating expenses	5,263,850	4,257,428	9,680,838	8,483,541
Operating (loss)	(427,249)	(1,054,213)	(1,240,487)	(1,500,926)
Other income (expense):				
Interest income	2,205	3,142	7,759	17,232
Interest expense	(447)	(8,687)	(885)	(19,376)
Loss on disposal of property and equipment		(11,546)		(11,546)
(Loss) before taxes	(425,491)	(1,071,304)	(1,233,613)	(1,514,616)
Income taxes	(3,500)		(10,000)	
Net (loss)	\$ (428,991)	\$ (1,071,304)	\$ (1,243,613)	\$ (1,514,616)
Basic net (loss) per common share	\$ (0.05)	\$ (0.12)	\$ (0.13)	\$ (0.16)
Diluted net (loss) per common share	\$ (0.05)	\$ (0.12)	\$ (0.13)	\$ (0.16)
Number of shares used in per common share computations:				
Basic	9,275,335	9,225,212	9,267,910	9,218,482
Diluted	9,275,335	9,225,212	9,267,910	9,218,482

See Notes to Condensed Consolidated Financial Statements.

**Table of Contents**

STREAMLINE HEALTH SOLUTIONS, INC.  
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS  
Six Months Ended July 31,  
(Unaudited)

	2008	2007
Operating activities:		
Net (loss)	\$ (1,243,613)	\$ (1,514,616)
Adjustments to reconcile net (loss) to net cash provided by (used for) operating activities:		
Depreciation and amortization	1,394,915	1,113,719
Share-based compensation expense	80,811	55,571
Loss on disposal of property and equipment		11,546
Cash provided by (used for) assets and liabilities:		
Accounts and contract receivables	1,389,813	1,068,455
Other current assets	(510,506)	(329,539)
Accounts payable and accrued expenses	(530,007)	111,233
Deferred revenues	(528,403)	(937,128)
Net cash provided by (used for) operating activities	53,010	(420,759)
Investing activities:		
Purchases of property and equipment	(449,267)	(383,672)
Proceeds from disposal of property and equipment		138,775
Long-term lease incentive	(48,842)	(37,980)
Capitalization of software development costs	(1,411,000)	(999,996)
Other	(24,662)	(43,644)
Net cash (used for) investing activities	(1,933,771)	(1,326,517)
Financing activities:		
Payment of long-term debt		(1,000,000)
Payment of capitalized leases		(147,051)
Exercise of stock options and employee stock purchase plan	64,443	86,831
Net cash provided by (used for) financing activities	64,443	(1,060,220)
(Decrease) in cash	(1,816,318)	(2,807,496)
Cash at beginning of period	2,189,010	3,316,614
Cash at end of period	\$ 372,692	\$ 509,118
Supplemental cash flow disclosures:		
Interest paid	\$ 885	\$ 20,987

Income taxes paid	\$	8,740	\$	6,775
-------------------	----	-------	----	-------

See Notes to Condensed Consolidated Financial Statements.

6

---



**Table of Contents**

STREAMLINE HEALTH SOLUTIONS, INC.  
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
(Unaudited)

**Note 1 BASIS OF PRESENTATION**

The accompanying unaudited Condensed Consolidated Financial Statements have been prepared by Streamline Health Solutions, Inc. ( Streamline Health or the Company ) without audit, in accordance with accounting principles generally accepted in the United States for interim financial information, pursuant to the rules and regulations applicable to quarterly reports on Form 10-Q of the U. S. Securities and Exchange Commission. Accordingly, they do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation of the Condensed Consolidated Financial Statements have been included. These Condensed Consolidated Financial Statements should be read in conjunction with the financial statements and notes thereto included in the most recent Streamline Health Solutions, Inc. Annual Report on Form 10-K, Commission File Number 0-28132. Operating results for the three and six months ended July 31, 2008, are not necessarily indicative of the results that may be expected for the fiscal year ending January 31, 2009.

**Note 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

A summary of the Company s significant accounting policies is presented beginning on page 43 of its fiscal year 2007 Annual Report on Form 10-K. Users of financial information for interim periods are encouraged to refer to the footnotes contained in the Annual Report when reviewing interim financial results. There has been no material change in the accounting policies followed by the Company during fiscal year 2008.

**Note 3 CHANGES IN BALANCE SHEET ACCOUNT BALANCES**

The decrease in cash during the first six months results primarily from investing activities - primarily capitalized software development and acquisition of fixed assets.

The decrease in accounts receivable is the result of lower billings during the first six months and increased collections. The increase in prepaid hardware and third party software for future delivery results from the purchase of items for a recently signed contract that have not been delivered.

The increase in property and equipment is primarily the result of the acquisition of additional equipment to accommodate additional employees, upgrading of the data centers for internal operations and Application Hosting Services.

**Table of Contents**

The increase in capitalized software development costs, net, is the result of the development of the next generation of core software products and expanded work flow module development.

The decrease in accounts payable results primarily from the payment of invoices which traditionally are higher at year end, which corresponds with traditionally higher fourth quarter revenues from hardware and third party software sales. The decrease in deferred revenues reflects the normal amortization of prepaid maintenance payments received in fiscal year 2007 and 2008, net of any additions in the first half of 2008.

**Note 4 EQUITY AWARDS**

During the first six months of the current fiscal year, the Company granted 75,000 options with a weighted average exercise price of \$2.17 per share. During the same period no options expired or were forfeited and 5,000 options, with an exercise price of \$1.50, were exercised under all plans.

The Company adopted the standards of Statement of Financial Accounting Standards No. 123(R), *Share-Based Payment*, in fiscal year 2006, using the modified-prospective-transition method which requires expensing the fair value of the equity awards. The expense relating to the fair value of equity awards included in the second quarter and first six months of fiscal year 2008 and 2007 operating expenses amounted to \$40,757 and \$25,573 for the quarter and \$80,811 and \$55,571 for the first six months, respectively. The increase reflects the amortization of new grants and the cumulative effect of the amortization of option grants over the past three years.

The assumptions used to calculate the fair value of equity awards granted are evaluated and revised, as necessary, to reflect current market conditions and prior experience.

**Note 5 INCOME TAXES**

The Company adopted Financial Accounting Standards Board Interpretation 48, *Accounting for Uncertainty in Income Taxes* ( FIN 48 ), at the beginning of fiscal year 2007. FIN 48 requires the Company to evaluate whether the tax positions taken by the Company will more likely than not be sustained upon examination by the appropriate taxing authority. It also provides guidance on how a company should measure the amount of the benefit that that the Company recognizes in its financial statements. The Company believes that its income tax positions and deductions will be sustained on audit and does not anticipate adjustments that will result in a material change to its financial position. Therefore, no reserves for uncertain tax positions have been recorded pursuant to FIN 48.

The Company and its subsidiary are subject to U.S. Federal income tax as well as income taxes in multiple state and local jurisdictions. The Company has concluded all U.S. Federal tax matters for years through January 31, 2006. All material state and local income tax matters have been concluded for years through January 31, 2003.

The expense reflects the estimated minimum state expenses (amounts to be paid) in the various states in which the company does business notwithstanding the year to date loss.

**Table of Contents****Note 6 EARNINGS PER SHARE**

The basic (loss) per common share is calculated using the weighted average number of common shares outstanding during the period.

The 2008 diluted net (loss) per common share calculation, excludes the effect of the common stock equivalents (stock options), as the inclusion thereof would be antidilutive. The Company had approximately 479,000 equity award shares outstanding at July 31, 2008 that were not included in the diluted net (loss) per share calculation as the inclusion thereof would be antidilutive.

The 2007 diluted net (loss) per common share calculation, excludes the effect of the common stock equivalents (stock options and warrants), as the inclusion thereof would be antidilutive. The Company had approximately 455,000 equity award shares and 750,000 warrant shares outstanding at July 31, 2007 that were not included in the diluted net (loss) per share calculation as the inclusion thereof would be antidilutive.

**Note 7 CONTRACTUAL OBLIGATIONS**

The following table details the remaining obligations, by fiscal year, as of the end of the quarter for operating leases. There are no capitalized leases, debt, or other commitments. There are no obligations beyond fiscal year 2010.

	Total	2008	2009	2010	2011
Operating leases	743,261	185,585	380,738	176,938	

**Note 8 DEBT**

Effective July 30, 2008, Streamline Health, Inc., a wholly owned subsidiary of Streamline Health Solutions, Inc., entered into a new revolving loan agreement with the Fifth Third Bank, Cincinnati, OH, in the principal amount of \$2,000,000. The interest rate on amounts borrowed will accrue at a variable rate from the Prime Rate minus 1% to the Prime Rate plus 3%, (or an effective rate of 4.5% [prime minus 1/2 %] at July 31, 2008) based on the trailing twelve months earnings before interest, taxes, depreciation and amortization (EBITDA). The agreement contains other covenants including: Minimum Tangible Net Worth, Fixed Charge Coverage Ratio and Funded Indebtedness to EBITDA. The loan is guaranteed by the Registrant and is secured by a first lien on all of the assets of the Registrant and its subsidiary. The Company was in compliance with all of the covenants at July 31, 2008 and had the ability to borrow up to \$1,900,000 on the facility. This facility is scheduled to expire on August 1, 2010.

In 1998, Streamline Health issued a \$6,000,000 note which was repaid in full in July, 2004. In connection with the issuance of the note, Streamline Health issued Warrants to purchase 750,000 shares of Common Stock of Streamline Health at \$3.87 per share at any time through July 16, 2008. The Warrant holder did not exercise the warrants. Accordingly, the Warrants have expired and were cancelled.

**Table of Contents**

**Note 9 WARRANTIES AND INDEMNITIES**

Streamline Health provides for the estimated cost of the product warranties at the time revenue is recognized. Should products fail to meet certain performance standards for an initial warranty period, Streamline Health's estimated warranty liability might need to be increased. Streamline Health bases its warranty estimates on the nature of any performance issue, the effort necessary to resolve the issue, customer requirements and any potential concessions, if any, which may be required to be granted to a customer, which result from performance issues. Streamline Health's ASPeN application-hosting services guarantees specific up-time and response time performance standards, which, if not met may result in reduced revenues, as a penalty, for the month in which the standards are not met. Streamline Health's standard agreements with its customers also usually include provisions to indemnify them from and against third party claims, liabilities, damages, and expenses arising out of Streamline Health's operation of its business or any negligent act or omission of Streamline Health. To date, Streamline Health has always maintained the ASPeN performance standards and has not been required to make any material penalty payments to customers or indemnify any customers for any material third party claims. At July 31, 2008 and 2007, Streamline Health had a warranty reserve in the amount of approximately \$171,100 and \$250,000, respectively. Each contract is reviewed quarterly with the appropriate Streamline Health Client Manager to determine the need for a warranty reserve based upon the most currently available information as to the status of the contract, the customer comments, if any, and the status of any open or unresolved issues with the customer.

**Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

In addition to historical information contained herein, this Report on Form 10-Q contains forward-looking statements relating to the Company's plans, strategies, expectations, intentions, etc. and are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. The forward-looking statements contained herein are no guarantee of future performance and are subject to certain risks and uncertainties that are difficult to predict and actual results could differ materially from those reflected in the forward-looking statements. These risks and uncertainties include, but are not limited to, the timing of contract negotiations and executions and the related timing of the revenue recognition related thereto, the potential cancellation of existing contracts or clients not completing projects included in the backlog, the impact of competitive products and pricing, product demand and market acceptance, new product development, key strategic alliances with vendors that resell Streamline Health products, the ability of Streamline Health to control costs, availability of products obtained from third-party vendors, the healthcare regulatory environment, healthcare information system budgets, availability of healthcare information systems trained personnel for implementation of new systems, as well as maintenance of legacy systems, fluctuations in operating results and other risk factors that might cause such differences including those discussed herein, and including, but not limited to, discussions in the most recent Form 10-K, Part I, Item 1 Business, Item 1A

**Table of Contents**

Risk Factors , Part II, Item 7 Management's Discussion and Analysis of Financial Condition and Results of Operations and Item 8 Financial Statements and Supplemental Data. In addition, other written or oral statements that constitute forward-looking statements may be made by or on behalf of the Company. Readers are cautioned not to place undue reliance on these forward-looking statements, which reflect management's analysis only as of the date thereof. The Registrant undertakes no obligation to publicly revise these forward-looking statements, to reflect events or circumstances that arise after the date hereof. Readers should carefully review the risk factors described in this and other documents Streamline Health Solutions, Inc. files from time to time with the Securities and Exchange Commission, including future Quarterly Reports on Form 10-Q and any Current Reports on Form 8-K.

Streamline Health's discussion and analysis of its financial condition and results of operations are based upon its consolidated financial statements, which have been prepared in accordance with accounting principles generally accepted in the United States. The preparation of these financial statements requires Streamline Health to make estimates and judgments that affect the reported amounts of assets, liabilities, revenues, and expenses, and related disclosure of contingent liabilities. On an ongoing basis, Streamline Health evaluates its estimates, including those related to product revenues, bad debts, capitalized software development costs, income taxes, warranty obligations, support contracts, contingencies, and litigation. Streamline Health bases its estimates on historical experience and on various other assumptions that Streamline Health believes are reasonable under the circumstances, the results of which form the basis for making judgments about the carrying values of assets and liabilities and revenue and expense recognition. Actual results may differ from these estimates under different assumptions or conditions.

**RESULTS OF OPERATIONS**

**GENERAL**

Streamline Health Solutions, Inc. ( Streamline Health® or the Company ) is a healthcare information technology company, which is focused on developing and licensing proprietary software solutions that improve document-centric information flows and complement and enhance existing transaction-centric hospital healthcare information systems.

The Company's workflow and document management solutions bridge the gap between current, predominantly paper-based processes and transaction-based healthcare information systems by 1) electronically capturing document-centric information from disparate sources, 2) electronically directing that information through vital business processes, and 3) providing access to the information to authenticated users (such as physicians, nurses, administrative and financial personnel and payers) across the continuum of care. Streamline Health's systems are designed for enterprise wide deployment to seamlessly connect disparate departmental systems, or silos of independent technologies which create Friction Points™, in a common interoperable document management workflow solution.

The Company's workflow-based products and services offer solutions to specific healthcare business processes within the Health Information Management (HIM) and revenue cycle, such as: remote coding, abstracting and chart completion, remote physician order processing, pre-admission registration scanning, insurance verification, secondary billing services, explanation of benefits processing, release of information processing and other departmental workflow processes.

**Table of Contents**

The Company's products and services also create an integrated document-centric repository of historical health information that is complementary to, and can be seamlessly bolted on to existing transaction-centric clinical, financial and management information systems, allowing healthcare providers to aggressively move toward fully Electronic Medical Record (EMR) processes while improving service levels and convenience for all stakeholders. These integrated systems allow providers and administrators to dramatically improve the availability of patient information while decreasing direct costs associated with document retrieval, work-in-process, chart completion, document retention and archiving.

The Company's software solutions can be provided on a subscription basis via remote application-hosting services or licensed and installed locally. Streamline Health provides ASPeN<sup>SM</sup>, Application Service Provider-based remote hosting services to, The University Hospital, a member of the Health Alliance of Greater Cincinnati, T. J. Sampson Community Hospital, Bronx Lebanon Hospital Center, Patty A. Clay Medical Center, and Children's Medical Center of Columbus, OH, among others. In addition, Streamline Health has licensed its workflow and document management solutions, which are installed at leading healthcare providers including Parkview Health, Pro Health Care, Peace Health, Texas Health Resources, Sarasota Memorial Hospital, the Albert Einstein Healthcare Network, Beth Israel Medical Centers, and Memorial Sloan-Kettering Cancer Center, among others.

The Company's applications allow authenticated users, such as physicians, nurses, administrative and financial personnel, and payers with access to patient healthcare information that exists in disparate systems across the continuum of care and improve operational efficiencies through business process re-engineering and automating labor-intensive and demanding paper environments. Streamline Health's applications and services are complementary to existing clinical and financial systems, and use document management and advanced workflow tools to ensure users can electronically access both structured (transaction-centric) and unstructured (document-centric) patient data and all the various forms of clinical and financial healthcare information from a single permanent and secure repository, including clinician's handwritten notes, laboratory reports, photographs, insurance cards, etc.

The Company's workflow solutions offer value to all of the constituents in the healthcare delivery process by enabling them to simultaneously access and utilize Streamline Health's advanced technological workflow applications to process information, on a real-time basis from virtually any location, including the Physician's desktop, using web-based technology. Streamline Health's solutions integrate its own proprietary document management platform, application workflow modules and image and web-enabling tools that allow for the seamless merger of back office functionality with existing Clinical and Financial Information Systems at the desktop.

The Company offers its own document management infrastructure (accessANYware<sup>TM</sup>) that is built for high volume transaction processing and is specifically designed for the healthcare industry. In addition to providing access to information not previously available at the desktop, Streamline Health's applications fulfill the administrative and regulatory needs of the Health Information Management, Patient Financial Services and other hospital administrative departments. Furthermore, these systems have been specifically designed to integrate with any

**Table of Contents**

Clinical Information System. For example, Streamline Health has integrated its products with selected systems from Emergis, Inc. (a Telus company) (Oacis Electronic Medical Record), Siemens Medical Solutions USA Inc. (Siemens), Cerner Corporation, and GE Healthcare (see below) applications, thus enabling customers to use our solutions without the expense of replacing entire software systems to gain the software functionality. By offering electronic access to all the patient information components of the medical record, this integration completes one of the most difficult tasks necessary to provide a true Electronic Medical Record. Streamline Health's systems deliver on-line enterprise wide access to fully updated patient information, which historically was maintained on a variety of media, including paper, magnetic disk, optical disk, and microfilm.

The Company operates primarily in one segment as a provider of health information technology solutions that streamline healthcare information flows within a healthcare facility.

Historically, Streamline Health has derived most of its revenues from recurring application-hosting services, recurring maintenance fees, professional services and system sales involving the licensing, either directly or through remarketing partners, of its Health Information Management Workflow and Revenue Cycle Management Workflow solutions to Integrated Healthcare Delivery Networks (IDNs). In a typical transaction, Streamline Health, or its remarketing partners, enter into a perpetual license or fee-for-service subscription agreement for Streamline Health's software application suite and may license or sell other third-party software and hardware components to the IDN. Additionally, Streamline Health provides professional services, including implementation, training, and product support.

Streamline Health earns its highest margins on proprietary Streamline Health software and application-hosting services and the lowest margins on third-party hardware and software. Sales to customers may include different configurations of Streamline Health software, hardware, third party software, and professional services, resulting in varying margins among contracts. The margins on professional services revenues fluctuate based upon the negotiated terms of the agreement with each customer and Streamline Health's ability to fully utilize its professional services, maintenance, and support services staff.

Beginning in 1998, Streamline Health began offering customers the ability to obtain its workflow solutions on an application-hosting basis as an Application Service Provider (ASP). Streamline Health established a hosting data center and installed Streamline Health's suite of workflow products, called ASPeN (Application Service Provider eHealth Network) within the hosting data center. Under this arrangement, customers electronically capture information and securely transmit the data to the hosting data center. The ASPeN services store and manage the data using Streamline Health's suite of applications, and customers can view, print, fax, and process the information from anywhere using the Streamline Health web-based applications. Streamline Health charges and recognizes revenue for these ASPeN services on a subscription basis as information is captured, stored, retrieved and processed.

The decisions by a healthcare provider to replace, substantially modify, or upgrade its information systems are strategic decisions and often involve a large capital commitment requiring an extended approval process. Since inception, Streamline Health has experienced

**Table of Contents**

extended sales cycles. It is not uncommon for sales cycles to take six to eighteen months from initial contact to the execution of an agreement. As a result, the sales cycles can cause significant variations in quarter-to-quarter operating results. These agreements cover the licensing, implementation and maintenance of the system, which typically takes place in one or more phases. The licensing agreements generally provide for the licensing of Streamline Health's proprietary software and third-party software with a perpetual or term license fee on either an unlimited number of users (site license) or a specific number of users (concurrent users license) that is adjusted upward depending on the number of concurrent users using the software. Site-specific customization, interfaces with existing customer systems and other consulting services are sold on a fixed fee or a time and materials basis. Alternatively, with Streamline Health's ASP services solution, the application-hosting services agreements generally provide for utilizing Streamline Health's software and third-party software on a recurring subscription basis.

ASPeN services was designed to overcome obstacles in the buying decision such as large capital commitment, length of implementation, and the scarcity of time for Healthcare Information Systems personnel to implement new systems. Streamline Health believes that large IDNs and smaller healthcare providers are looking for this type of ASP application because of the ease of implementation and lower entry-level costs. Streamline Health believes its business model is especially well suited for the medium to small acute care facility marketplace as well as the ambulatory marketplace and is actively pursuing remarketing agreements, in addition to those discussed below, with other Healthcare Information Systems and staff outsourcing providers to distribute Streamline Health's workflow solutions. Streamline Health's quarterly operating results have varied in the past and may continue to do so in the future because of various reasons including: demand for Streamline Health's products and services, long sales cycles, and extended installation and implementation cycles based on customer's schedules. Sales are often delayed because of customers budgets and competing capital expenditure needs as well as customers' personnel resource constraints. Delays in anticipated sales or installations may have a significant impact on Streamline Health's quarterly revenues and operating results, because substantial portions of the operating expenses are fixed and the revenues are more variable.

**UNEVEN PATTERNS OF QUARTERLY OPERATING RESULTS**

The Company's revenues from systems sales have varied, and may continue to vary, significantly from quarter-to-quarter because of the volume and timing of systems sales and delivery. Professional services revenues also fluctuate from quarter-to-quarter because of the timing of the implementation services, project management and customized programming provided. Revenues from maintenance services do not fluctuate significantly from quarter-to-quarter, but have been increasing, on an annual basis, as the number of customers increase.

The Company's revenues and operating results may also vary significantly from quarter-to-quarter because of a number of other factors, many of which are outside the Company's control. These factors include the relatively high purchase price of a system, unpredictability in the



**Table of Contents**

number and timing of systems sales, length of the sales cycle, delays in the implementation process and changes in the customer's financial condition or budget and the sales activities of the remarketing partners. As a result, period-to-period comparisons may not be meaningful with respect to the past operations of the Company nor are they necessarily indicative of the future operations of the Company.

**REVENUES**

Revenues for the second fiscal quarter ended July 31, 2008, were \$4,836,601, compared with \$3,203,215 reported in the comparable quarter of 2007. The increase was primarily a result of increased software licenses and professional services relating to the delivery of an enhanced version of our product that requires client specific additional functionality.

Revenues for the first six months ended July 31, 2008, were \$8,440,351, compared with \$6,982,615 reported in the comparable period of 2007. The increase was primarily a result of increased software licenses and professional services relating to the delivery of an enhanced version of our product that requires client specific additional functionality in the second quarter. Traditionally, the first two quarters are the most challenging because of the seasonality of software licensing revenues, which the Company has experienced in the past, with a greater portion of the annual revenues recorded in the later two quarters.

**OPERATING EXPENSES**

**Cost of Systems Sales**

The cost of systems sales includes amortization of capitalized software development costs on a straight-line basis, royalties and the cost of third party software and hardware. Cost of systems sales as a percentage of systems sales may vary from period-to-period depending on the mix of hardware and software of the systems or add-on sales delivered. The cost of systems sales as a percentage of systems sales for the second quarter of fiscal 2008 and 2007 were 71% and 573%, respectively. The cost of systems sales as a percentage of systems sales for the first six months of fiscal 2008 and 2007 were 104% and 158%, respectively. The decreased percentage is primarily reflective of the increase in software licensing revenues during the second quarter, offset by increased capitalized software amortization during the current periods when compared to the comparable prior periods.

**Cost of Services, Maintenance and Support**

The cost of services, maintenance and support includes compensation and benefits for support and professional services personnel and the cost of third party maintenance contracts. As a percentage of services, maintenance and support revenues, the cost of such services, maintenance and support was 43% and 48% for the second quarter of fiscal 2008 and 2007, respectively. As a percentage of services, maintenance and support revenues, the cost of such services, maintenance and support was 44% and 46% for the first six months of fiscal 2008 and 2007, respectively. Maintenance revenues increased slightly during the reporting periods.

**Table of Contents**

**Cost of Application-hosting services**

The cost of application-hosting services operations increased approximately 10% during the second quarter when compared to the comparable period in 2007, as the cost of providing these services is relatively fixed, but subject to inflation for the goods and services it requires. As a percentage of application-hosting revenues, the cost of application-hosting was 34% and 31% for the second quarter of fiscal 2008 and 2007, respectively. As a percentage of application-hosting revenues, the cost of application-hosting was 33% and 31% for the first six months of fiscal 2008 and 2007, respectively. Application-hosting services revenues and expenses were substantially the same as the comparable prior quarter. The cost of application-hosting services as a percentage of revenues is expected to increase substantially in the second half of the year as Streamline Health's largest application hosting client has discontinued using our software application and terminated the existing agreement effective July 31, 2008. If the revenues, in excess of approximately \$1,761,000 per year, from this client cannot be replaced, the termination of this agreement will have a material adverse impact on the future results of operations. Although additional application-hosting services customers have recently signed new agreements with the Company, the amounts of new revenues are not expected to contribute to revenues until late 2008 and early 2009, and, when totally implemented, will be approximately 40% less than the lost revenues. However, one of the newly signed application hosting contracts was constructed to cover between 5 and 26 total facilities. Only three implementations out of the total potential of 5 to 26 facilities are included in the above lost revenue estimate. We expect to add additional application-hosting customers in the future which will further replace this lost revenue.

**Selling, General and Administrative**

Selling, General and Administrative expenses consist primarily of compensation and related benefits and reimbursable travel and living expenses related to the Company's sales, marketing and administrative personnel; advertising and marketing expenses, including trade shows and similar type sales and marketing expenses; and general corporate expenses, including occupancy costs. During the second quarter and first six months of fiscal 2008, Selling, General and Administrative expenses increased by 34% and 23%, respectively, over the comparable prior periods primarily because of planned increased salary costs related to normal pay raises and the planned increased headcount in the sales organization.

**Product Research and Development**

Product research and development expenses consist primarily of compensation and related benefits; the use of independent contractors for specific development projects; and an allocated portion of general overhead costs, including occupancy. During the second quarter, research and development expenses increased 6% when compared with the comparable prior quarter primarily as a result of the increase in costs associated with new products under development. During the first six months, research and development expenses are approximately the same when compared with the comparable prior period primarily as a result of the increase in capitalized software development costs. The Company capitalized, in accordance with Statement of Financial Accounting Standards No. 86, *Accounting for the Costs of Computer Software to Be Sold*,

**Table of Contents**

*Leased, or Otherwise Marketed*, approximately \$511,000 and \$500,000 of product research and development costs in the second quarter of fiscal 2008 and 2007 and approximately \$1,411,000 and \$1,000,000 in the first six months of fiscal 2008 and 2007, respectively.

**Operating (loss)**

The operating (loss) for the second quarter of fiscal 2008 was (\$427,249) compared with an operating (loss) of (\$1,054,213) in the second quarter of fiscal 2007. The operating (loss) for the first six months of fiscal 2008 was (\$1,240,487) compared with an operating (loss) of (\$1,500,926) in the first six months of fiscal 2007. The decrease in the operating (loss) for the three and six months ended July 31, 2008 is the result of the higher systems sales, primarily software licensing revenues, offset by planned increased operating expenses as noted above.

Interest income consists primarily of interest on invested cash. The decrease in interest income results from decreased average cash balances.

The decrease in interest expense for the three and six months ended July 31, 2008 is the result of the repayment of the debt outstanding during the comparable prior periods.

**Net (loss)**

The net (loss) for the second quarter of fiscal 2008 was (\$428,991) (\$.05 per share) compared with a net (loss) of (\$1,071,304) (\$.12 per share) in the second quarter of fiscal 2007. The net (loss) for the first six months of fiscal 2008 was (\$1,243,613) (\$.13 per share) compared with a net (loss) of (\$1,514,616) (\$.16 per share) in the first six months of fiscal 2007. The decrease in the net (loss) for the three and six months ended July 31, 2008 is the result of the increased systems sales, primarily software licensing revenues, lower interest expense, offset by planned increased operating expenses as noted above, and lower interest income.

Management continues to believe that the healthcare document management and workflow market is going to be a significant market. Management believes it has made, and continues to make, significant investments in the talent and technology necessary to establish the Company as a leader in this marketplace, and continues to believe the Company is well positioned to experience significant revenue growth.

Since commencing operations in 1989, the Company has incurred operating losses. Although the Company achieved profitability in fiscal years 1992, 1993, and 2000 through 2006, the Company incurred a net (loss) in fiscal years 1994 through 1999 and 2007. In view of the Company's prior operating history, there can be no assurance that the Company will be able to achieve consistent profitability on a quarterly or annual basis or that it will be able to sustain or increase its revenue growth in future periods. Based upon the expenses associated with current and planned staffing levels, profitability is dependent upon increasing revenues.

**Table of Contents**

**LIQUIDITY AND CAPITAL RESOURCES**

During the last five fiscal years, Streamline Health has funded its operations, working capital needs, and capital expenditures primarily from cash generated by operations. Streamline Health's liquidity is dependent upon numerous factors that include: the timing and amount of revenues and collection of contractual amounts from customers, amounts invested in research and development, capital expenditures, and the level of operating expenses, all of which can vary significantly from quarter-to-quarter.

Streamline Health's customers typically have been well-established hospitals or medical facilities or major HIS companies that resell Streamline Health products which have good credit histories and payments have been received within normal time frames for the industry. However, some healthcare organizations have experienced significant operating losses as a result of limits on third-party reimbursements from insurance companies and governmental entities. Agreements with customers often involve significant amounts and contract terms typically require customers to make progress payments.

Streamline Health has no significant obligations for capital resources, other than the noncancelable operating leases of \$743,261 payable over the next three years. Capital expenditures for property and equipment in 2008 are not expected to exceed \$800,000.

During the four prior fiscal years, Streamline Health has made significant investments for capital expenditures, increased its sales and marketing, product research and development and its support and consulting expenses, and made significant debt reductions. This resulted in significant net cash outlays over the last four fiscal years. Although Streamline Health reduced staffing levels and related expenses during 2003 and 2004, the stringent expense controls and reduced staffing, caused by the necessity to retire the long-term debt, hampered the growth of revenues in fiscal year 2003 and 2004. Accordingly, to continue to achieve increasing revenues and profitability it was necessary for the Company to significantly increase the sales and marketing and product development expenses, including capitalized software in fiscal 2007 and 2008. The Company believes that this strategic initiative to expand sales and marketing and expand our product offerings, especially in the area of workflows, should produce improved results in 2008 and beyond as the expanded sales and marketing efforts begin to produce results. However, there can be no assurance Streamline Health will be able to do so. At July 31, 2008, Streamline Health had a cash balance of \$372,692.

Streamline Health carefully monitors operating expenses. As a result of the current levels of revenues and operating loss, for the foreseeable future, Streamline Health will need to continually assess its revenue prospects compared to its then current expenditure levels. If it does not appear likely that revenues will increase, it may be necessary to reduce operating expenses or raise cash through additional borrowings, the sale of assets, or issue additional equity, or a combination thereof. Certain of these actions will require current lender approval. However, there can be no assurance Streamline Health will be successful in any of these efforts. If it is necessary to significantly reduce operating expenses, this could have an adverse effect on future operating performance.

Streamline Health believes that its present cash position, combined with cash generation currently anticipated from operations and availability under the credit facility, will be sufficient to meet anticipated cash requirements for the short term. However, continued expansion of the

**Table of Contents**

Company in 2008 will require additional resources. The Company may need to incur additional debt, obtain an additional infusion of capital, or a combination of both, depending on the extent of the expansion of the Company and future revenues. However, there can be no assurance Streamline Health will be able to do so.

To date, inflation has not had a material impact on Streamline Health's revenues or expenses.

**SIGNED AGREEMENTS BACKLOG**

Streamline Health, or its remarketing partners, enter into master agreements with customers to specify the scope of the system to be installed and services to be provided, the agreed upon aggregate price and the timetable for implementation. The master agreement typically provides that the Company, or its remarketing partner, will deliver the system in phases pursuant to the customer's purchase orders, thereby allowing the customer flexibility in the timing of its receipt of systems and to make adjustments that may arise based upon changes in technology or changes in customer needs. The master agreement also allows the customer to request additional components as the installation progresses, which additions are then separately negotiated as to price and terms. Historically, customers have ultimately purchased systems and services in addition to those originally contemplated by the master agreement. Although there can be no assurance that customers will continue in the future to expand their systems and purchase additional licenses and services, Streamline Health believes, based on its past experience, that its customers will expand their existing systems.

At July 31, 2008, Streamline Health has master agreements and purchase orders from remarketing partners for systems and related services which have not been delivered, installed and accepted which, if fully performed, will generate future revenues of \$17,691,138 as follows:

Streamline Health Software	\$1,980,874
Custom Software	348,584
Hardware and Third Party Software	1,227,122
Professional Services	5,295,629
Application Hosting Services	4,604,815
Recurring Maintenance	4,234,115

The related products and services are expected to be delivered over the next two to three years.

Streamline Health's master agreements also generally provide for an initial maintenance period and give the customer the right to subscribe for maintenance and support services on a monthly, quarterly, or annual basis. Maintenance and support revenues for fiscal years 2007, 2006 and 2005 were approximately \$6,740,000, \$5,617,000 and \$5,104,000, respectively. Maintenance and support revenues are expected to increase in 2008.

The commencement of revenue recognition varies depending on the size and complexity of the system; the implementation schedule requested by the customer and usage by customers of the application-hosting services.

Therefore, Streamline Health is unable to predict accurately the revenue it expects to achieve in any particular period. Streamline Health's master agreements

**Table of Contents**

generally provide that the customer may terminate its agreement upon a material breach by Streamline Health, or may delay certain aspects of the installation. There can be no assurance that a customer will not cancel all or any portion of a master agreement or delay installations. A termination or installation delay of one or more phases of an agreement, or the failure of Streamline Health to procure additional agreements, could have a material adverse effect on Streamline Health's business, financial condition, and results of operations.

**Item 3. Quantitative and Qualitative Disclosures about Market Risk**

For quantitative and qualitative disclosures about market risk, see Item 7A, Quantitative and Qualitative Disclosures About Market Risk, of the annual report on Form 10-K for the fiscal year ending January 31, 2008. The Company exposures to market risk have not changed materially since January 31, 2008.

**Item 4. Controls and Procedures**

Streamline Health maintains disclosure controls and procedures that are designed to ensure that there is reasonable assurance that the information required to be disclosed in Streamline Health's Exchange Act reports is recorded, processed, summarized and reported within the time periods specified in the SEC's rules and forms, and that such information is accumulated and communicated to Streamline Health's management, including its Chief Executive Officer and Chief Financial Officer, as appropriate, to allow timely decisions regarding required disclosure based on the definition of disclosure controls and procedures in Exchange Act Rules 13a-15(e) and 15d-14(e). In designing and evaluating the disclosure controls and procedures, management recognizes that any controls and procedures, no matter how well designed and operated, can provide only reasonable assurance of achieving the desired control objectives, and management necessarily was required to apply its judgment in evaluating the cost-benefit relationship of possible controls and procedures.

As of the end of the period covered by this report, an evaluation was performed under the supervision and with the participation of Streamline Health's senior management, including the Chief Executive Officer and Chief Financial Officer, of the effectiveness of the design and operation of Streamline Health's disclosure controls and procedures to provide reasonable assurance of achieving the desired objectives of the disclosure controls and procedures. Based on that evaluation, Streamline Health's management, including the Chief Executive and Chief Financial Officer, concluded that there is reasonable assurance that Streamline Health's disclosure controls and procedures were effective as of the end of the period covered by this report and there have been no material changes in Streamline Health's internal control or in the other controls during the quarter ended July 31, 2008 that could materially affect, or is reasonably likely to materially affect, internal controls over financial reporting.

**Table of Contents**

Part II. OTHER INFORMATION

Item 1. LEGAL PROCEEDINGS

Streamline Health is, from time-to-time, a party to various legal proceedings and claims, which arise, in the ordinary course of business. Streamline Health is not aware of any legal matters that will have a material adverse effect on Streamline Health's consolidated results of operations or consolidated financial position.

Item 1A. Risk Factors

In addition to the other information set forth in this report, you should carefully consider the risk factors discussed in Part I, Item 1A, Risk Factors in the annual report on Form 10-K for the fiscal year ending January 31, 2008. The risk factors have not materially changed since January 31, 2008. The risk factors described in the Annual Report on Form 10-K are not the only risks facing the Company. In addition, risks and uncertainties not currently known to the Company or that the Company currently deems to be immaterial also may materially adversely affect the Company, its financial condition and/or operating results.

Item 3. DEFAULTS UPON SENIOR SECURITIES

The Company is not in default under its existing Loan Agreement.

Item 5. OTHER MATTERS

None

**Table of Contents**

Item 6. EXHIBITS

(a) Exhibits

- 3.1 Certificate of Incorporation of Streamline Health Solutions, Inc. (\*)
- 3.2 Bylaws of Streamline Health Solutions, Inc. (\*)
- 4 Revolving Note, and associated documents, dated July 30, 2008, between Streamline Health, Inc. (a wholly owned subsidiary of the Registrant) and the Fifth Third Bank. (\*)
- 11 Computation of Earnings (Loss) Per Common Share
- 31.1 Certification of Chief Executive Officer pursuant to Rule 13a -14(a) and Rule 15d 14(a) of the Securities Exchange Act, as Amended
- 31.2 Certification of Chief Financial Officer pursuant to Rule 13a -14(a) and Rule 15d 14(a) of the Securities Exchange Act, as Amended
- 32.1 Certification of the Chief Executive Officer Pursuant to 18 U.S.C. 1350, as adopted pursuant to section 906 of the Sarbanes-Oxley Act of 2002
- 32.2 Certification of the Chief Financial Officer Pursuant to 18 U.S.C. 1350, as adopted pursuant to section 906 of the Sarbanes-Oxley Act of 2002

(\*) Incorporated herein by reference from, the Registrant's SEC filings.

(See INDEX TO EXHIBITS)



**Table of Contents**

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

STREAMLINE HEALTH SOLUTIONS,  
INC.

DATE: September 4, 2008

By: /s/ J. Brian Patsy

J. Brian Patsy  
Chief Executive Officer

DATE: September 4, 2008

By: /s/ Paul W. Bridge, Jr.

Paul W. Bridge, Jr.  
Chief Financial Officer and Treasurer

23

---

**Table of Contents**

INDEX TO EXHIBITS

Exhibit No.	Exhibit
3.1(a)	Certificate of Incorporation of Streamline Health Solutions, Inc. f/k/a/ LanVision Systems, Inc. Previously filed with the Commission and incorporated herein by reference from, the Registrant's (LanVision System, Inc.) Registration Statement on Form S-1, File Number 333-01494, as filed with the Commission on April 15, 1996.
3.1(b)	Certificate of Incorporation of Streamline Health Solutions, Inc. f/k/a LanVision Systems, Inc., amendment No. 1 Previously filed with the Commission and incorporated herein by reference from the Registrant's Form 10-Q, as filed with the Commission on September 8, 2006.
3.2	Bylaws of Streamline Health Solutions, Inc. Previously filed with the Commission and incorporated herein by reference from the Registrant's Form 10-Q, as filed with the Commission on June 5, 2007.
4	Revolving Note, and associated documents, dated July 30, 2008, between Streamline Health, Inc. (a wholly owned subsidiary of the Registrant) and the Fifth Third Bank. (Previously filed with the Commission, and incorporated herein by reference from, Exhibit 10.1 & 10.2 of the Registrant's Form 8-K, as filed with the Commission on August 1, 2008.)
11	Computation of Earnings (Loss) Per Common Share
31.1	Certification of Chief Executive Officer pursuant to Rule 13a -14(a) and Rule 15d 14(a) of the Securities Exchange Act, as Amended
31.2	Certification of Chief Financial Officer pursuant to Rule 13a -14(a) and Rule 15d 14(a) of the Securities Exchange Act, as Amended
32.1	Certification of the Chief Executive Officer Pursuant to 18 U.S.C. 1350, as adopted pursuant to section 906 of the Sarbanes-Oxley Act of 2002
32.2	Certification of the Chief Financial Officer Pursuant to 18 U.S.C. 1350, as adopted pursuant to section 906 of the Sarbanes-Oxley Act of 2002