



Every second Wednesday of the month, we deliver newsletter that contains few sections including what is new in the industry, what is new in our company, an optional case study and a quote. We hope you enjoy and learn. If you have any feedback, feel free to reply to this email. You can also contact your account manager or point person at FSD Solutions. For past newsletters, you can visit our website at http://www.fdsolutions.com/past_newsletters.html

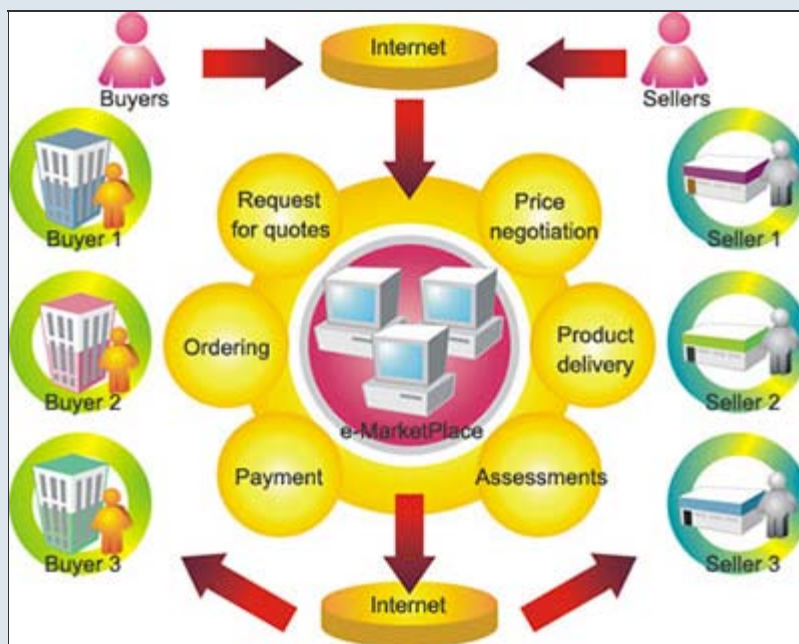
New Trend in the Industry

The historic health care reform bill President Obama signed into law in March 2010 calls for development of states' health insurance exchanges that eventually will allow Americans to compare insurance through Web portals as easily as they price and book airline tickets.



The exchanges will create a "market where Americans can one-stop shop for a health care plan, compare benefits and prices, and choose the plan that's best for them." This creates a huge opportunity for many businesses. As an example, there would be many government contracts related to web development. Healthcare Insurance companies will have to change their way of doing business. Government will have to make some standards in product offering of healthcare insurance so members (customers) can do apple to apple comparison while choosing a health insurance plan.

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So for next time when you are in the market to buy a health plan, you will be buying pretty much like you buy a plane ticket at www.orbitz.com. Some experts call this growing industry as "Healthcare IT".

What is new in our company?

We are creating a new project management team (PMO). This team will be responsible for delivering projects on time, on budget, on specs with focus on quality.

Quote of the Month

"Our business is about technology, yes. But it's also about operations and customer relationships."

- Michael Dell

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