

# FOIA MARKER

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**Collection/Record Group:** Clinton Presidential Records

**Subgroup/Office of Origin:** National AIDS Policy Office

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**Folder Title:**

APACHE Medical Systems, Incorporated

**Stack:**

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**Row:**

**67**

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**1**

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**3**

# APACHE MEDICAL SYSTEMS, INC.

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August 12, 1999

Ms. Sandra L. Thurman  
Director, Office of National Aids Policy  
736 Jackson Place  
Washington, DC 20503

Dear Sandra:

My name is Derek Gamber and I am the Business Development Manager for the Health Outcomes Research Department at APACHE Medical Systems. I'm writing to introduce myself and provide some information on our company's efforts in the ongoing development of an HIV/AIDS database.

APACHE's HIV Insight™ is a longitudinal database of HIV/AIDS patients, updated monthly by physician office sites throughout the U.S. Information is collected at the physician site using APACHE's Clinical Practice Analyst (CPA) case management tool. Diagnoses, treatments, symptoms, and labs reported or prescribed during each physician encounter are entered into the CPA, as well as patient demographics, HIV/AIDS risk factors, and patient history.

Since 1991, data has been collected from a total of 47 physician sites across the U.S. As of June 1999 there were 10,031 patients, representing 279,471 patient months with an average observation of 28 months. Twenty-eight percent of those patients were actively being followed in the database as of June 1999, representing 17 physician sites.

Components of the HIV Insight™ database include:

**Diagnoses**

HIV, AIDS and approximately 200 specific diagnoses

**Treatments**

Approximately 300 specific treatments including Anti-Retrovirals and prophylaxis.

**Lab results**

Approximately 60 lab results, including viral load and CD4 counts.

**Symptoms**

Approximately 97 specific symptoms are tracked.

**Patient Characteristics**

Date of birth, race, sex, marital status, education, occupation, payor status, risk behaviors, Karnofsky score, height, weight, hospitalizations, immunizations and allergies.

Ms. Thurman  
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Other government agencies have found this data useful to study:

- 1) The course of HIV disease over time
- 2) Treatment patterns across sub-populations of HIV/AIDS patients and
- 3) The effectiveness of treatments.

The HIV Insight™ database has also been useful in providing analyses concerning:

- HIV/AIDS disease progression
- Opportunistic infections
- Treatment patterns
- National projections for particular treatments and diagnoses
- Effectiveness and prevalence of prophylaxis
- Clinical outcomes

I have enclosed materials providing more details concerning APACHE's Health Outcomes Research services and APACHE's HIV Insight™ database. I would welcome the opportunity to talk with you in more detail about APACHE's services and how we could work with your office to provide information for future research initiatives being funded by you. After you have had a chance to review these materials, I will follow-up with another phone call to further our discussions and answer any questions you may have.

I look forward to speaking with you soon.

*Derek Gamber / DG*

Derek Gamber  
APACHE Medical Systems, Inc.  
Director, Business Development – Health Outcomes Research Dept.  
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## **Clinton Presidential Records Digital Records Marker**

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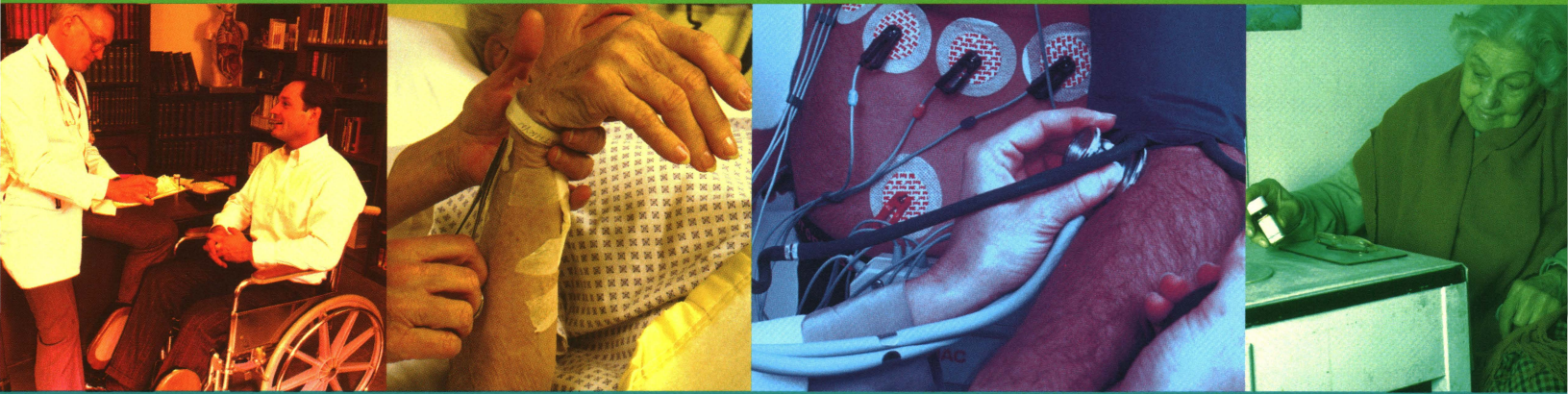
This marker identifies the place of a publication.

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Publications have not been scanned in their entirety for the purpose of digitization. To see the full publication please search online or visit the Clinton Presidential Library's Research Room.

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## INNOVATIVE SOLUTIONS using CLINICAL OUTCOMES

|          |      |      |       |             |         |
|----------|------|------|-------|-------------|---------|
| WBC      | 4.7  | 6.9  | 12.6  | 14.5-15.8   | K/CHM   |
| WBC      | 4.63 | 4.45 | 4.75  | (4.0-5.3)   | K/CHM   |
| WBC      | 13.9 | 13.6 | 14.3  | (13.0-15.7) | CHL/CHL |
| HCT      | 40.8 | 38.9 | 41.8  | (37.0-49.0) | %       |
| HCT      | 88   | 87   | 88    | (78.0-96)   | PL      |
| HCT      | 30   | 31   | 30    | (25-35)     | PG      |
| HCT      | 34   | 35 H | 34    | (31-34)     | G/DL    |
| PLATELET | 246  | 259  | 292   | (140-450)   | K/CHM   |
| WBC      | 12.8 | 12.6 | 12.6  | (12-15)     | %       |
| WBC      | 44   | 63   | 83 H  | (40-80)     | %       |
| WBC      | 41   | 26   | 9 L   | (10-49)     | %       |
| WBC      | 13 H | 10   | 7     | (1-12)      | %       |
| WBC      | 2    | 1    | 0     | (0-7)       | %       |
| WBC      | 1    | 0    | 1     | (0-2)       | %       |
| WBC      | 1.9  | 1.8  | 1.1   | (1.0-4.8)   | PL      |
| WBC      | 0.6  | 0.7  | 0.3 H | (0.0-4.8)   | PL      |
| WBC      | 0.10 | 0.00 | 0.00  | (0.0-0.400) | PL      |
| WBC      | 0.1  | 0.1  | 0.1   | (0.0-0.2)   | PL      |
| WBC      | 0.1  | 0.1  | 0.1   | (0.0-0.2)   | PL      |
| WBC      | 0.1  | 0.1  | 0.1   | (0.0-0.2)   | PL      |
| WBC      | 0.1  | 0.1  | 0.1   | (0.0-0.2)   | PL      |



**APACHE**  
Medical Systems, Inc.