

Case Study

PointClear Solutions relocates to Atlanta to leverage wealth of local technology talent



PointClear Solutions, a leading healthcare software development provider, relocated its corporate headquarters to Atlanta in 2013.

“Atlanta has done a phenomenal job in the last few years of branding itself as the healthcare IT capital of the U.S.,” said David Karabinos, CEO, PointClear Solutions. “We had other options, but decided that Atlanta is where we need to be.”

In planning the move, Karabinos worked with the “entire Georgia economic development engine” to develop a customized corporate relocation solution. Georgia’s in-depth experience with the life sciences, in part due to an existing community of more than 225 health information technology (HIT) companies, further streamlined the process. “Having the chance to be in a state that understands healthcare made a difference,” said Karabinos.

Beyond the state’s strong track record in healthcare and HIT, Karabinos pointed to a skilled workforce, access to customers and the opportunity to be a contributor to the life sciences ecosystem as factors that helped the company make its decision.

“We are very interested in Quick Start, and appreciate the investment the state has made in the program to help companies like ours get effective as quickly as possible and have programs in place to help train and develop our people,” said Karabinos. “That’s a great asset to take advantage of, and we intend to do that.”

WHAT GEORGIA OFFERS POINTCLEAR SOLUTIONS

- > Skilled workforce and infrastructure
- > Relationships with leading universities
- > Access to top medical and healthcare companies



“We made the decision to move our corporate headquarters to Georgia due to the large footprint of health IT companies and the breadth of academic and technology resources it offers.”

David Karabinos
CEO
POINTCLEAR SOLUTIONS

About Health Information Technology in Georgia

The Health Information Technology (HIT) sector in Georgia is one of the strongest in the U.S. because of the state's robust telecommunications infrastructure and healthcare system, skilled workforce and pro-business environment.

More than 225 HIT companies employ approximately 30,000 people, including eight on the HCI 100 list that generate approximately \$4.5 billion in cumulative revenue. Among those HIT companies that have a significant presence in Georgia are Allscripts, Craneware, GE Healthcare, Greenway Health, HealthPort, McKesson Technology Solutions, MedAssets, Navicure, Philips Healthcare and SIS.

One of the founding members of the world's largest HIT organization, Healthcare Information and Management Systems Society (HIMSS), was a professor at the Georgia Institute of Technology. Two of the country's largest fiber optic routes – North/South and East/West – cross in metro Atlanta, which ranks in the top five U.S. markets for total bandwidth and fiber access. In addition, the Southeast's largest concentration of telecommunication companies sits at the heart of downtown Atlanta.



FOR MORE INFORMATION

Contact the life science team at the Georgia Department of Economic Development
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Georgia.org/HIT

Top 10 U.S. IT Markets

State	2010-2020 Growth Rate	2020-2030 Growth Rate
Washington	20.4%	26.9%
Georgia	17.9%	19.9%
Massachusetts	12.6%	10.8%
Florida	7%	8.5%
Texas	5.9%	5.2%
New York	10.4%	4.8%
California	19%	4.8%
United States	9.1%	3%
Pennsylvania	3.4%	1.8%
Ohio	1.6%	-3.4%
Illinois	-2.6%	-4.8%

Source: Moody's Economy.com, March 2013



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