



**Merge Healthcare Acquisition of etrials – FAQ
document**

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General

Q: Who is etrials?

A: etrials, now Merge eClinical, provides technology and services to capture clinical trial data for evaluating drug, vaccine and medical device outcomes. Its solutions help pharmaceutical, biotechnology, and medical device companies, both directly and through contract research organizations (CROs), to optimize the costly and time-consuming clinical trial process of drug development, enhance data quality and reduce the time to a successful study endpoint.

Q: Why did Merge acquire etrials?

A: Merge Healthcare believes the combination of Merge's image management and workflow solutions, and the etrials eClinical suite, will present a compelling offering to the market.

In addition, this acquisition allows both companies to capitalize on cost synergies and will bring broader financial stability and resources to the etrials business.

Q: How does etrials fit with Merge's strategy?

A: As clinical trials are becoming more dependent on imaging information, this acquisition allows Merge to capitalize on emerging trends and accelerate its strategy to consistently deliver increased value to customers in the clinical trial market.

Q: Will Merge continue to develop and market etrials products?

A: Yes. etrials' EDC, IVR/IWR, and eDiary solutions will become the flagship products of Merge's eClinical division, while also providing a platform for Merge's clinical trials imaging solutions.

Q: Will the brand etrials remain?

A: The etrials brand will remain at the product level.

Q: What does this mean for etrials' partners?

A: etrials' partners should expect a more vibrant partnership. Merge plans to grow etrials' excellent relationships with CROs, as well as technology providers. As we jointly develop enhanced eClinical and imaging customer solutions, we also expect a deeper relationship with the CRO community.

Q: If I am a current etrials customer, who do I contact?

A: etrials' current customer-facing organization, including Project Management, Sales, and Support, will remain intact, and as a result, etrials' customers and partners will continue to work

with the same points of contact as prior to the acquisition. Customers should continue to use the current etrials' support numbers and on-line support procedures.

Q: Who should we contact with further questions?

A: Please contact your existing etrials representative about any question you may have. If you are not currently a customer, but you would like to learn more about Merge and/or etrials offerings, please consult <http://www.merge.com> for more information or call (877) 446-3743.