

# SECURITIES AND EXCHANGE COMMISSION

## FORM 8-K

Current report filing

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### FILER

#### **PATIENT INFOSYSTEMS INC**

CIK: **1017813** | IRS No.: **161476509** | State of Incorporation: **DE** | Fiscal Year End: **1231**  
Type: **8-K** | Act: **34** | File No.: **000-22319** | Film No.: **04814997**  
SIC: **8090** Misc health & allied services, nec

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Securities and Exchange Commission  
Washington, DC 20549

Form 8-K

CURRENT REPORT

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

Date of Report (Date of earliest event reported) May 18, 2004

PATIENT INFOSYSTEMS, INC.  
(Exact Name of Registrant as Specified in its Charter)

Delaware (State or Other Jurisdiction of Incorporation)	0-22319 (Commission File Number)	16-1476509 (IRS Employer Identification No.)
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46 Prince Street, Rochester, New York ----- (Address of Principal Executive Offices)	14607  (Zip Code)
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Registrant's telephone number, including area code (585) 242-7200

(Former Name or Former Address, if Changed Since Last Report)

ITEM 9. REGULATION FD DISCLOSURE.

Attached hereto as Exhibit 99.1 is a copy of a Press Release issued by the registrant on May 18, 2004.

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 hereunto duly authorized.

PATIENT INFOSYSTEMS, INC.

Date: May 18, 2004

By: /s/Roger L. Chaufournier

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Roger L. Chaufournier  
Chief Executive Officer

EXHIBIT INDEX

Exhibit 99.1 Press release issued on May 18, 2004.

PATIENT INFOSYSTEMS INC REPORTS RECORD FINANCIAL  
RESULTS FOR THE THREE MONTHS ENDED MARCH 31, 2004, 324% YEAR OVER YEAR GROWTH,  
AND 36% SEQUENTIAL REVENUE GROWTH.

Rochester, NY- Patient Infossystems Inc. (OTCBB: PATY) a leading healthcare services company today announced results from operations for the three months ended March 31, 2004.

The company reported consolidated revenues for the three months ended March 31, 2004 of \$4,020,937, a 324% increase from the \$947,679 for the period ended March 31, 2003. For the quarter the company reported a net loss of \$1,058,913 or (.20) per share compared to a loss of (\$527,706) or (.58) per share for the period ended March 31, 2003.

On December 31, 2003 the company acquired substantially all of the assets of American Caresource, a pioneer in ancillary benefits management. During the three months ended March 31, 2004 the Company operated in two segments: (i) Patient Infossystems division, which includes disease management, demand management and provider improvement services; and (ii) American Caresource, which included ancillary benefits management services. Selected financial information on the Company's segments for the three month periods ended March 31, 2004 and 2003 and pro forma combined as if the acquisition had occurred as of January 1, 2003 are presented as follows:

To assist the reader's understanding the results of operations, each of the Company's segments will be presented separately using the following segmented statement of operations, which includes pro forma results of American Caresource, a wholly owned subsidiary of Patient Infossystems, for the three month period ended March 31, 2003 for comparative purposes:

<TABLE>  
<CAPTION>

	Patient Infossystems Three Months Ended March 31,		American Caresource Three Months Ended March 31,		
	2004	2003	2004	2003	Pro forma
	----	----	----	----	
<S>	<C>	<C>	<C>	<C>	
REVENUES	\$ 2,344,427	\$ 947,679	\$ 1,676,510	\$ 2,581,617	
COSTS AND EXPENSES					
Cost of sales	1,526,595	761,602	1,644,110	2,999,403	
Sales and marketing	222,010	242,603	149,112	68,228	
General and administrative	347,175	275,469	669,686	589,163	
Research and development	32,607	31,758			
	-----	-----	-----	-----	
Total costs and expenses	2,128,387	1,311,432	2,462,908	3,656,794	
OPERATING PROFIT (LOSS)	216,040	(363,753)	(786,398)	(1,075,177)	
OTHER EXPENSE	(196,772)	(141,453)	(4,569)	(5,458)	
	-----	-----	-----	-----	
NET PROFIT (LOSS)	19,268	(505,206)	(790,967)	(1,080,635)	

</TABLE>

Patient Infossystems segment operating results:

Patient Infossystems revenues increased 147% to \$2,344,427 up from \$947,679 during the three months ended March 31, 2004 and 2003, respectively. The first quarter 2004 results represent 36% sequential revenue growth from the fourth quarter ended December 31, 2003 revenue of \$1,729,885. Patient Infossystems had a net profit of \$19,268 as compared to a loss of \$505,206 for the 3 month periods ended March 31, 2004 and 2003, respectively.

Cost of sales for the three months ended March 31, 2004 was \$1,526,595 as compared to \$761,602 for the three months ended March 31, 2003. The increase in these costs was primarily the result of increased operational activity.

Sales and marketing expenses for the three months ended March 31, 2004 were \$222,010 as compared to \$242,603 for the three months ended March 31, 2003.

General and administrative expenses for the three months ended March 31, 2004 were \$347,175, as compared to \$275,469 for the three months ended March 31, 2003.

American Carsource segment operating results:

Revenues from American Caresource Holdings, Inc. ("ACS"), a wholly owned subsidiary of Patient Infosystems, are comprised of revenues from ancillary service claims and processing of patient claims. Revenues decreased to \$1,676,510 from \$2,581,617, during the three months ended March 31, 2004 and 2003, respectively, or 35%.

Costs of revenues decreased to \$1,644,110 for the three month period ended March 31, 2004 as compared to \$2,999,403 for the three month period ended March 31, 2003.

Sales expenses increased to \$149,112 for the three months ended March 31, 2004, as compared to \$68,228 for the three months ended March 31, 2003.

General and administrative expenses increased to \$669,686 for the three months ended March 31, 2004, as compared to \$589,163 for the three months ended March 31, 2003.

ACS had a net loss of \$790,967 for the three month periods ended March 31, 2004 compared to \$1,080,635 for the same period of 2003.

Roger Chaufourmier President and CEO of Patient Infosystems states, "We are very pleased with the financial performance of both business units over the first quarter. It was our first quarter operating the ACS division. Over the past three months, our team has worked on integrating both platforms in order to achieve operational efficiencies. Our disease management division has reported sequential revenue and bottom line growth over the past few 3 quarters. Clearly, the 324% revenue growth reflects our efforts in expanding into new markets through new disease management services and our acquisition of ACS. During the quarter our disease business revenues were generated from federal, state, self insured employers, and union benefit funds. We are positioned to continue to penetrate this large market segment in order to assist our customers in reducing healthcare costs while increasing their beneficiary's health."

Presented below are the unaudited consolidated statements of operations and balance sheets for the three month periods ended March 31, 2004 and 2003. The complete financial statements are available in the Company's Form 10-QSB filed on May 17, 2004:

<TABLE>  
<CAPTION>  
PATIENT INFOSYSTEMS, INC. AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF OPERATION (UNAUDITED)

	Three Months Ended March 31,	
	2004	2003
	----	----
REVENUES		
<S>	<C>	<C>
Disease and Demand Management Fees	\$ 2,344,427	\$ 947,679
Ancillary Benefits Management Fees	1,676,510	-
	-----	-----
Total revenues	4,020,937	947,679
	-----	-----
COSTS AND EXPENSES		
Cost of sales	3,170,705	761,602
Sales and marketing	371,122	242,603
General and administrative	1,016,861	275,469
Research and development	32,607	31,758
	-----	-----
Total costs and expenses	4,591,295	1,311,432
	-----	-----
OPERATING LOSS	(570,358)	(363,753)
OTHER EXPENSE		
Financing Cost	(171,375)	-
Interest expense, net	(29,966)	(141,453)
	-----	-----
NET LOSS	(771,699)	(505,206)
CONVERTIBLE PREFERRED STOCK DIVIDENDS	(287,214)	(22,500)
	-----	-----
NET LOSS ATTRIBUTABLE TO COMMON STOCKHOLDERS	\$ (1,058,913)	\$ (527,706)
	=====	=====
NET LOSS PER SHARE - BASIC AND DILUTED	\$ (0.20)	\$ (0.58)
	=====	=====
WEIGHTED AVERAGE COMMON SHARES	5,348,880	913,002

</TABLE>

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<CAPTION>

PATIENT INFOSYSTEMS, INC. AND SUBSIDIARIES  
CONSOLIDATED BALANCE SHEETS (UNAUDITED) AS OF

ASSETS	March 31, 2004	December 31, 2003
	-----	-----
CURRENT ASSETS:		
<S>	<C>	<C>
Cash and cash equivalents	\$ 703,527	\$ 397,851
Accounts receivable	878,505	771,258
Prepaid expenses and other current assets	156,900	156,729
	-----	-----
Total current assets	1,738,932	1,325,838
Property and equipment, net	297,093	305,551
OTHER ASSETS:		
Intangible assets		
(net of accumulated amortization of \$633,859 and \$586,830)	438,900	497,893
Goodwill	7,004,625	6,981,876
	-----	-----
TOTAL ASSETS	\$ 9,479,550	\$ 9,111,158
	=====	=====
LIABILITIES AND STOCKHOLDERS' DEFICIT		
CURRENT LIABILITIES:		
Bank overdraft	\$ -	\$ 189,608
Accounts payable	1,282,552	1,337,862
Accrued salaries and wages	518,832	442,299
Accrued expenses	852,758	1,043,247
Accrued dividends	699,790	490,756
Current maturities of long-term debt	64,795	294,117
Deferred revenue	105,689	336,598
	-----	-----
Total current liabilities	3,524,416	4,134,487
	-----	-----
LINE OF CREDIT	3,000,000	3,000,000
LONG-TERM DEBT	34,098	40,295
	-----	-----
STOCKHOLDERS' DEFICIT:		
Preferred stock - \$.01 par value: shares authorized: 20,000,000		
Series C, 9% cumulative, convertible, issued and outstanding - 75,000		
as of March 31, 2004, 100,000 as of December 31, 2003	750	1,000
Series D, 9% cumulative, convertible, issued and outstanding - 840,118		
as of March 31, 2004, 830,100 as of December 31, 2003	8,401	8,301
Common stock - \$.01 par value: shares authorized:		
80,000,000; issued and outstanding - 6,024,979 as of March 31, 2004,		
4,960,354 as of December 31, 2003	60,250	49,604
Additional paid-in capital	48,334,726	45,596,684
Unearned debt issuance cost	(914,000)	-
Accumulated deficit	(44,569,091)	(43,719,213)
	-----	-----
Total stockholders' deficit	2,921,036	1,936,376
	-----	-----
TOTAL LIABILITIES AND STOCKHOLDERS' DEFICIT	\$ 9,479,550	\$ 9,111,158
	=====	=====

</TABLE>

About Patient Infosystems:

Patient Infosystems Inc. is a leader in disease management programs that reduce healthcare costs and improve health and quality of life. The company, through its wholly owned subsidiary, American Caresource, is a pioneer in ancillary benefits management. For more information on Patient Infosystems please go to [www.ptisys.com](http://www.ptisys.com).

This release contains information about management's view of our future expectations, plans and prospects, our ability to reduce costs for our clients, to benefit their businesses and to recognize our goals for 2004 that constitute forward-looking statements for purposes of the safe harbor provisions under the Private Securities Litigation Reform Act of 1995. Actual results may differ materially from historical results or those indicated by these forward-looking statements as a result of a variety of factors including, but not limited to, risks and uncertainties associated with our financial condition, our ability to sell our products, our ability to compete with competitors and the growth of the healthcare market, as well as other factors that are discussed in the company's

filed Annual Report on Form 10-KSB, as well as other documents filed with the Securities and Exchange Commission.

Contact:

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