

# Dragon Partner Spotlight: Computers Made Effective

## Value-Added Reseller (VAR) Team

- Bonnie Saxman, Director of Dragon Medical Sales and Business Development
- CME Sales, Training, Support, Accounting and Marketing Teams

## Solutions offered

- Dragon Medical One
- Dragon Medical Practice Edition

## Region

- North America

## Sales accomplishments

- First Value Added Reseller (VAR) to attain \$1M in Dragon Medical One sales and #1 Partner in DMO sales for Nuance fiscal 2018

## Background

Computers Made Effective (CME) is a trusted Nuance Elite Partner with more than 20 years of experience helping thousands of healthcare organizations customize Dragon Medical Solutions to enhance their clinical workflow. They specialize in offering a tailored approach to speech-to-text medical documentation to optimize EHR utilization in medical organizations of various sizes.



“We build strong relationships with our clients and take great pride in providing them with the very best in customization, training and support of their Dragon Medical solutions for the long-term.”

Bonnie Saxman, Director of Dragon Medical Sales and Business Development, Computers Made Effective

#### About the VAR

##### Power in partnership

A longtime vendor of speech recognition solutions, CME understands the market longevity, industry credibility, and strength of brand that comes with the Nuance name. Dragon Medical One's state-of-the-art cloud-based technology was a strategic addition to their product portfolio. “Dragon Medical is a go-to solution for fast, accurate speech recognition,” says Saxman. “It continues to out-perform anything else in the marketplace.” CME also values the Nuance Channel Team for their open communication and technology support.

##### Secret of success

CME credits their client-centric approach for this sales milestone. “We build strong relationships with our clients and take great pride in providing them with the very best in customization, training and support of their Dragon Medical solutions for the long-term,” says Saxman. Since mid-2016, when CME became certified to represent Dragon Medical One, CME has noticed a significant shift in their business model and focus on cloud products, including Dragon Medical One. By continuing to represent core products and embrace new technology, CME will continue to grow and see success year after year.

**Congratulations to CME. Great work. Thank you!**  
The Nuance Dragon Speech Recognition Team

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