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7303678398546753764568907748738390789304076727467290375564352528376534576298268745238236242749560970573523217623950

HIMSS Update

John Hoyt, FACHE
Vice President
HIMSS

16 October 2008

What We Will Cover Today

- HIMSS Analytics Overview
 - Including EMR Adoption Model progress for Virginia
- HIMSS Organizational Affiliate Program
 - New Membership Category for Healthcare Providers

Healthcare IT Market Research

The screenshot shows the HIMSS Analytics database interface. The main heading is 'Market Opportunity Report Results'. Below this, it states 'Not Automated Without Plans - 21 Records Found'. There are two tabs: 'Return to Search' and 'Return to Main Results'. A table lists facility details:

Facility Name City, State Zip Phone	Facility Type 41% Private	Map
Celebrity at Dr. Francis Hospital & Medical Center Hartford, CT 06185 (860)714-4000	Hospital Hospital for Special Care, Inc. www.hsc.com	
Sevenside Medical Center Sevenside, OH 44090 (440)333-4000	Hospital The Schuster Group	
The Physician's Hospital in Anacharis, OH 43005 (605)817-0600	Hospital The Schuster Group	
Progen Medical Hospital Fragas, OH 44834 (419)367-8922	Hospital The Schuster Group	
The Moore Medical Center, OH 43150 (614)833-0395	Hospital The Schuster Group	
Lakeside Community Hospital Lakeside, OH 44035 (440)285-0411	Hospital Hennrich Health Systems Corporation www.hhs.com	1,200,000 1,200,000 1,200,000
Harrison Area District Hospital Harrison, OH 43041-4470 (513)485-2191	Hospital Harrison Area District Hospital www.had.com	1,200,000 1,200,000 1,200,000
Midland General Hospital Midland, TX 79701	Hospital Questor's Health Services	

To the right of the table is a map showing the geographic distribution of these facilities.

The HIMSS
Analytics
Canadian
Database



The HIMSS
Analytics
Database

Primary
Market
Research &
Executive
Consulting
Services



Research
Publications &
White Papers



Essentials of the US Hospital IT Market

2007

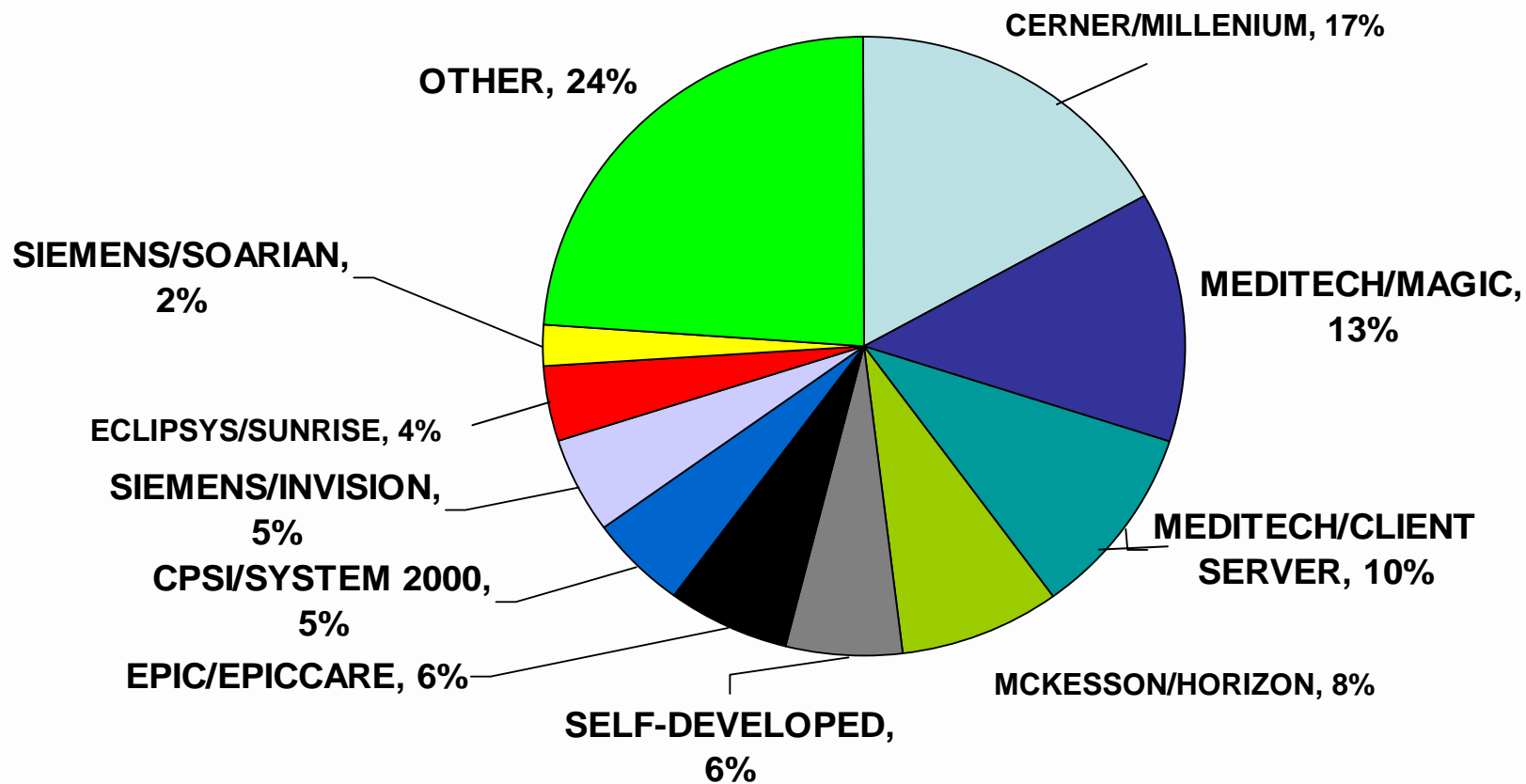
HIMSS Analytics Business Model

- Wholly-owned, not for profit subsidiary of HIMSS
- Information is sold to the vendor and consultancy community to fund research efforts
- Only certain information is sold
- Substantial information fed back to HIMSS, industry stakeholders who access the data, including qualified universities for research purposes

HIMSS Analytics Business Model

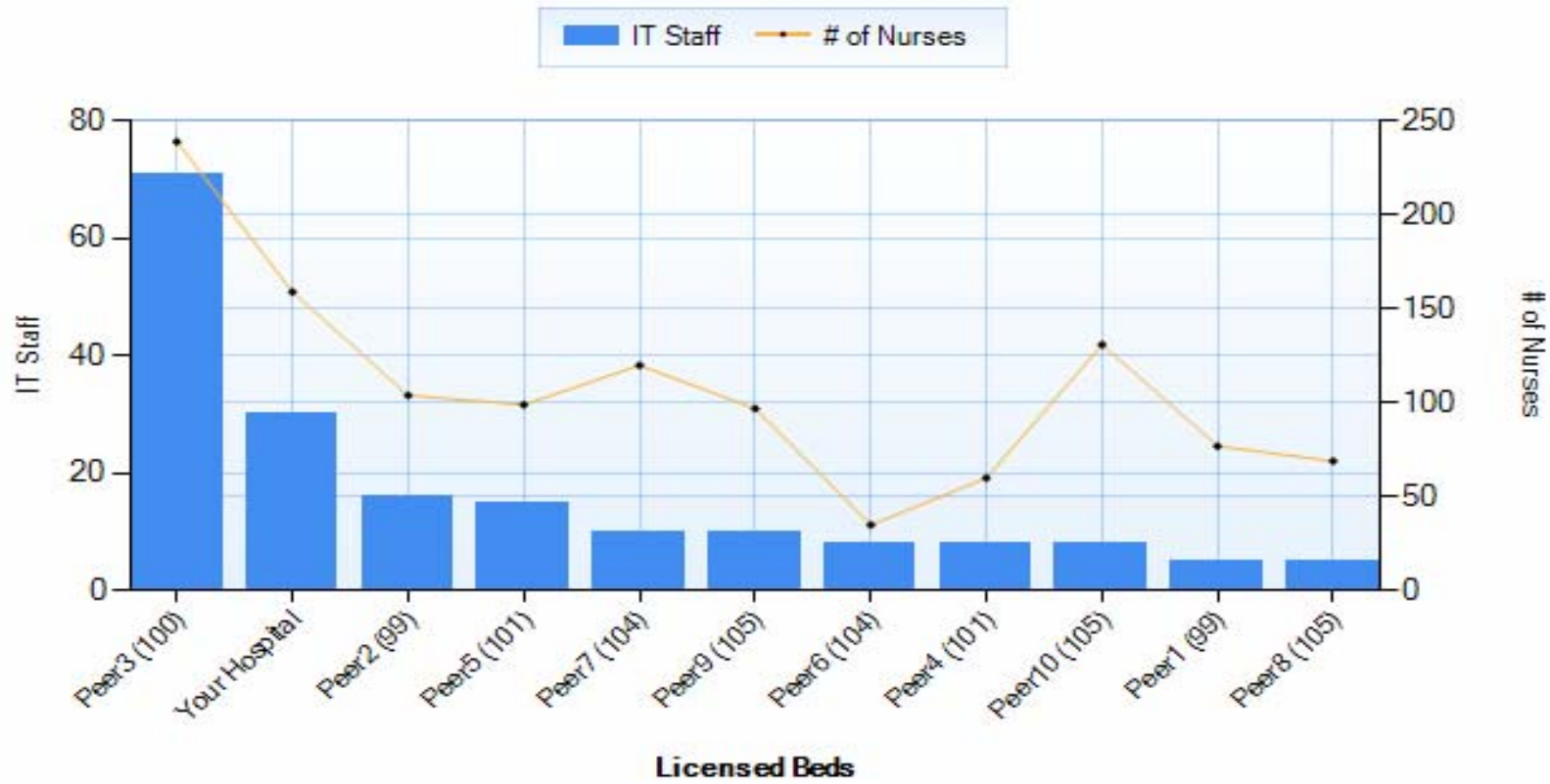
- HIMSS Analytics collects similar data in the US, Canada
- Stringent quality processes
- Medical/surgical hospitals and health systems can benchmark against US, Canadian peers and beyond
- EMR Adoption Model comparisons across North America and eventually Australia and Europe
- Census surveys serve research goals

2008 EMR US Hospital Market Share (n=2723 installations)



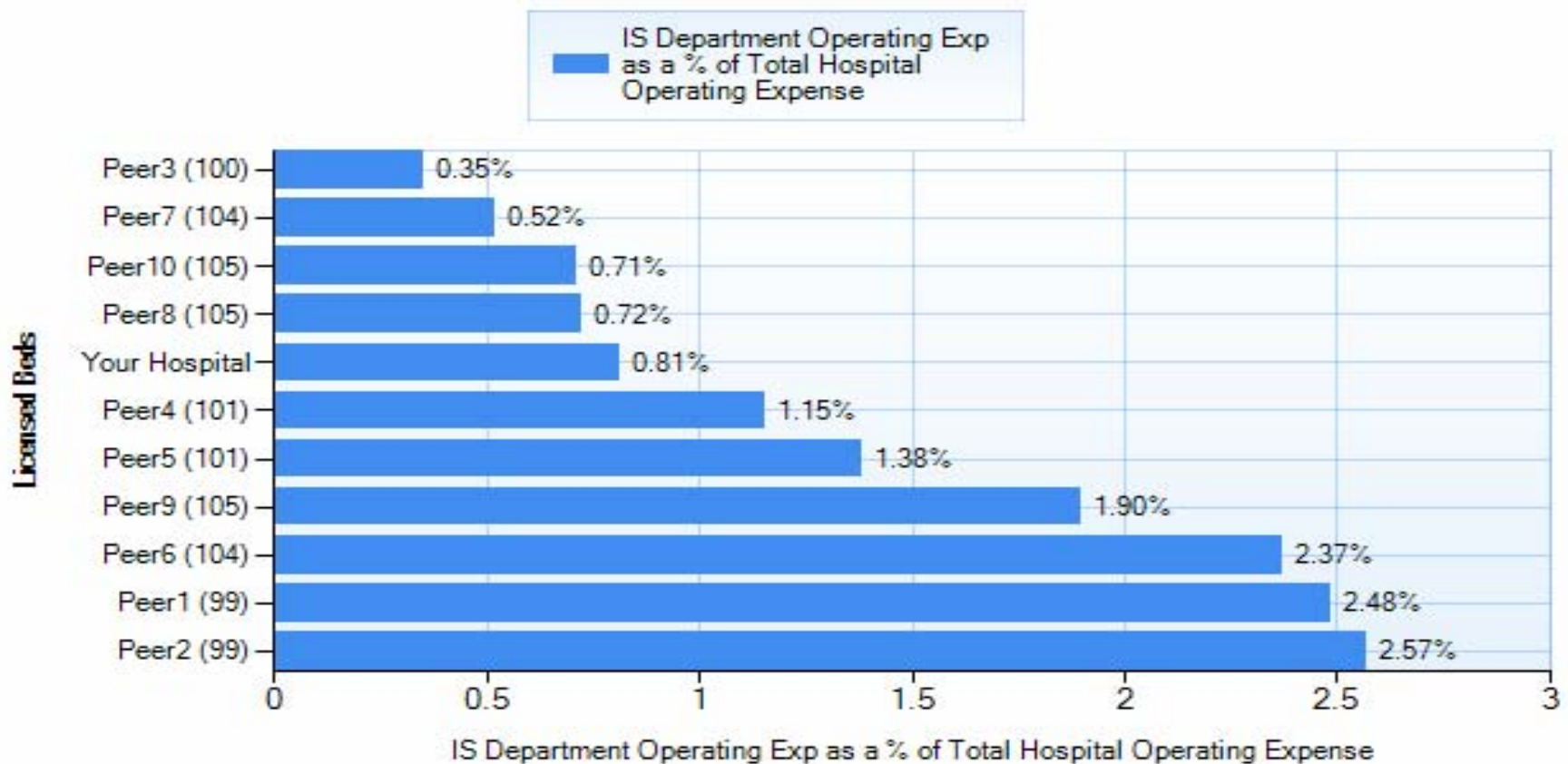
Sample Benchmarking Reports

Total IS Department FTEs Compared to Full-Time Registered Nurses



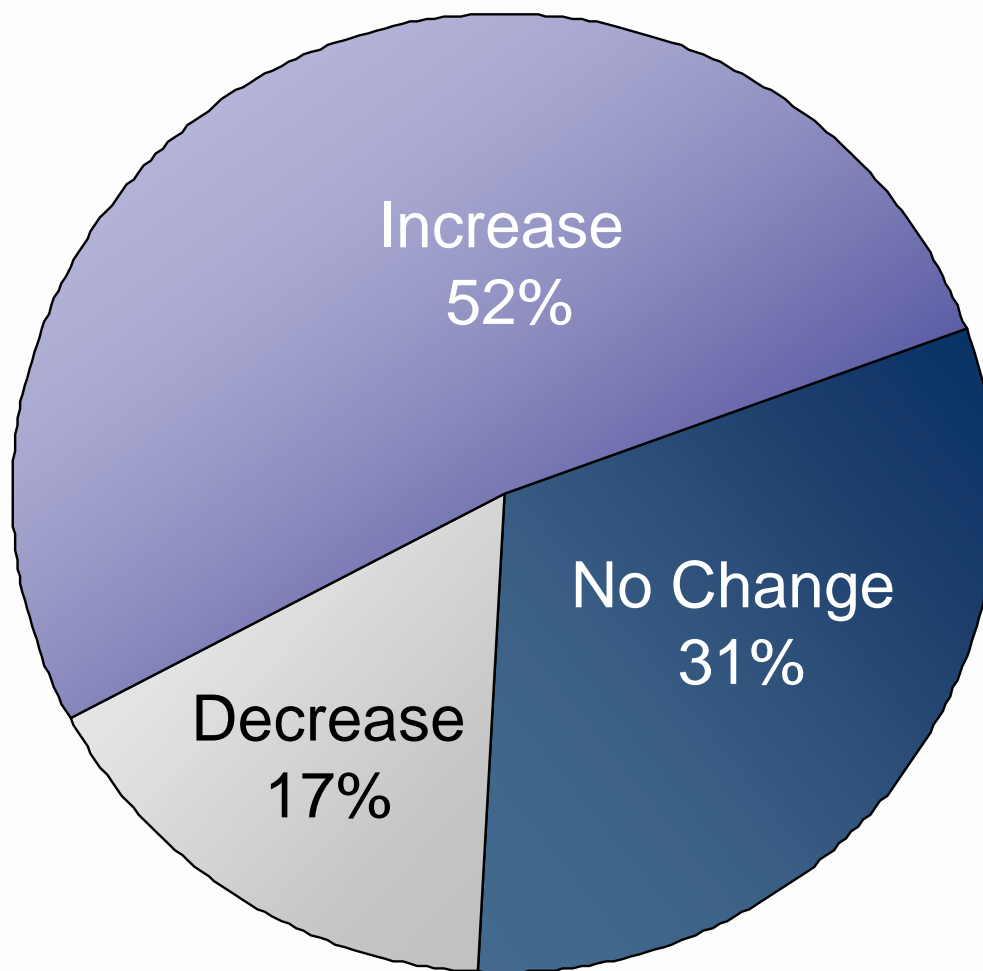
Sample Benchmarking Reports

IS Department Operating Exp as a % of Total Hospital Operating Expense





Trends: IT Budgets are moving up



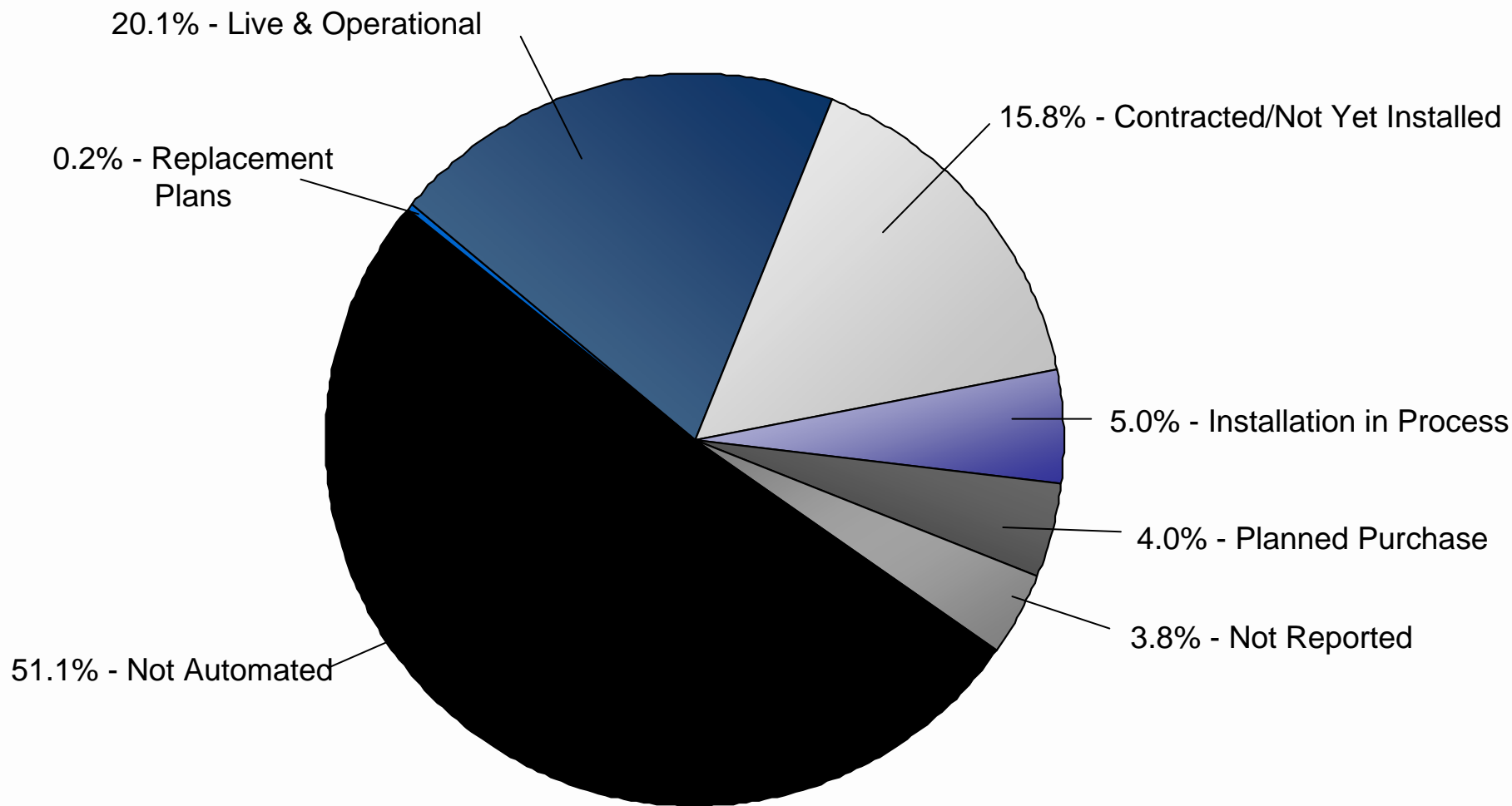
Based on IT Budget as a Percent of Total Operating Expense for the 163 IDs that provided data in both 2002 and 2008

Source: HIMSS Analytics™ Database

© 2008 HIMSS Analytics



Trends: CPOE Adoption



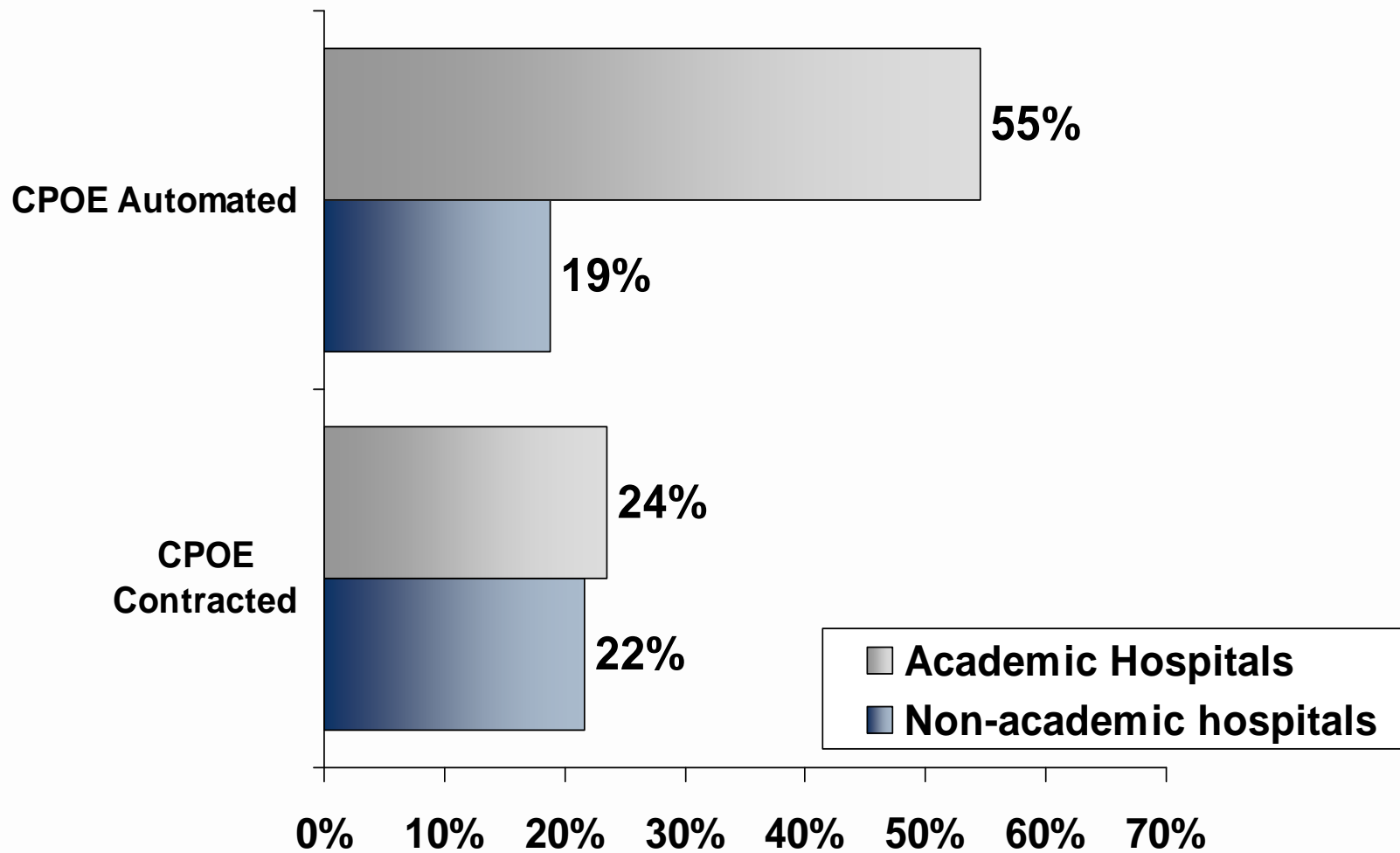
N=5,048

Source: HIMSS Analytics Database

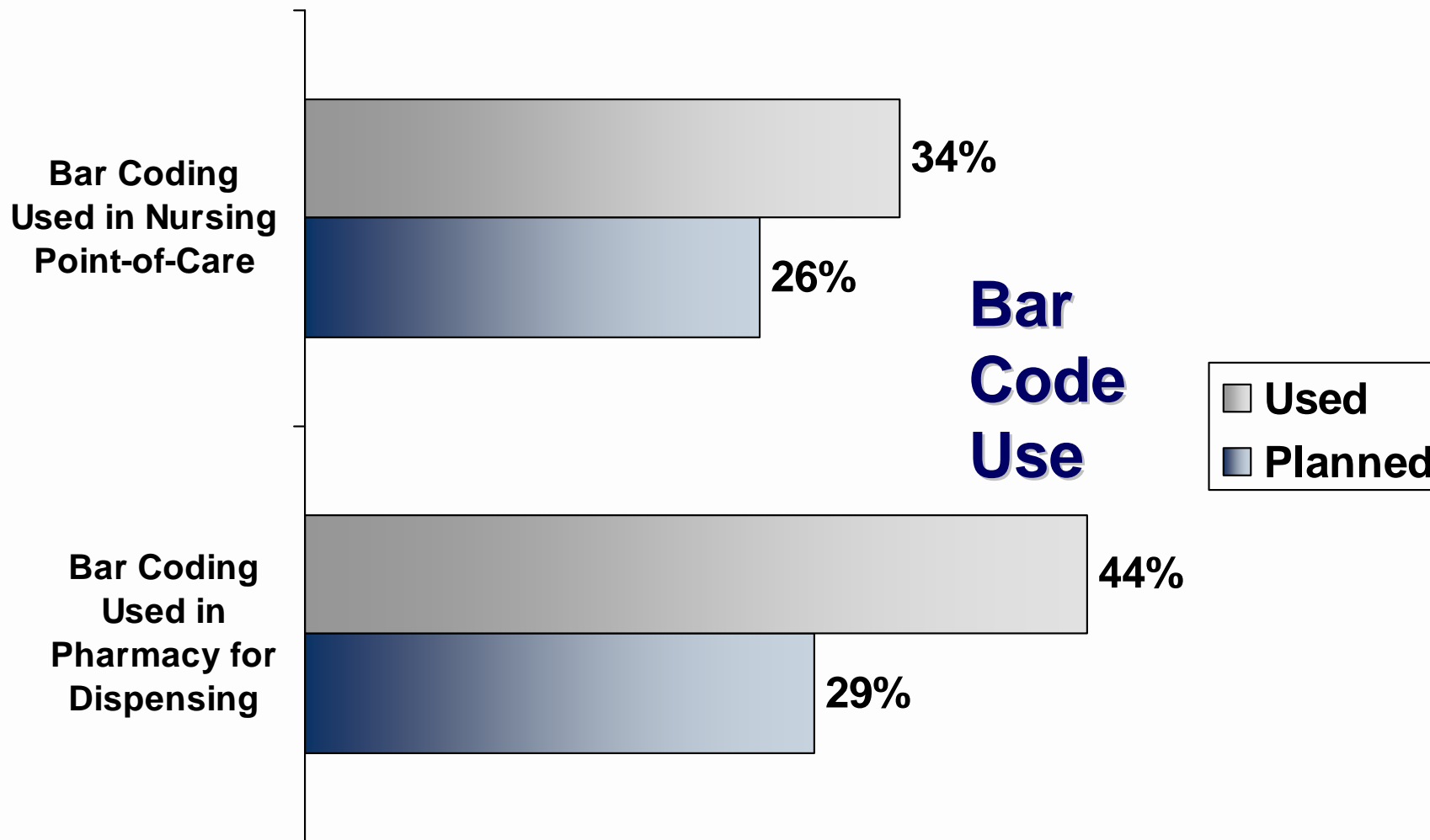
© 2008 HIMSS Analytics



Trends: CPOE Adoption



Trends: Bar Coding — Three Decades After Safeway



EMR Adoption Model Trends

Q2 2008 Q3 2008

Stage	Description	Q2 2008	Q3 2008
Stage 7	Medical record fully electronic; HCO able to contribute CCD as byproduct of EMR; Data warehousing in use	0.0%	0.1%
Stage 6	Physician documentation (structured templates), full CDSS (variance & compliance), full R-PACS	0.9%	1.0%
Stage 5	Closed loop medication administration	1.0%	1.3%
Stage 4	CPOE, CDSS (clinical protocols)	1.8%	1.9%
Stage 3	Clinical documentation (flow sheets), CDSS (error checking), PACS available outside Radiology	32.0%	32.9%
Stage 2	Clinical Data Repository, Controlled Medical Vocabulary, Clinical Decision Support, may have Document Imaging	33.9%	33.2%
Stage 1	Ancillaries – Lab, Rad, Pharmacy – All Installed	12.6%	12.5%
Stage 0	All Three Ancillaries Not Installed	17.7%	17.1%



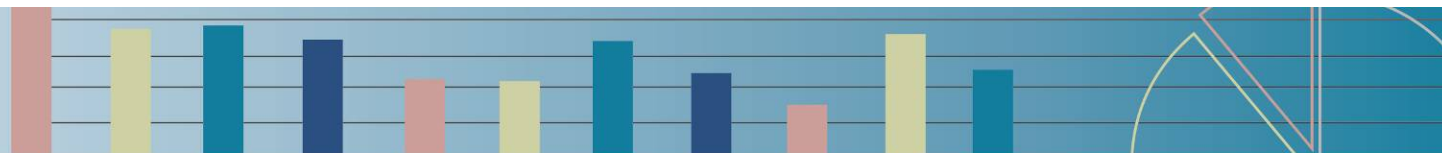
EMRAM Scores by Hospital Type 2nd Qtr 2008

Segment	Mean	Median	Number
Hospital Type Segment			
Academic/Teaching	3.1277	3.2475	304
NonAcademic	2.0326	2.1540	4,744
General Medical/Surgical	2.3484	2.2390	3,168
Others	1.6775	2.0300	1,880
Rural	1.2395	1.0750	1,183
Urban	2.3615	2.2390	3,865
IDS	2.2968	2.2140	2,943
Independent Hospital	1.8214	2.0860	2,105
Critical Access	1.2277	1.0640	1,257
All Hospitals			
Total	2.0986	2.1690	5,048



EMRAM Score by Bed Size 2nd Qtr 2008

Segment	Mean	Median	Number
Bed Segment			
0-100 Beds	1.5413	2.0150	2,487
101-200 Beds	2.3996	2.2380	996
201-300 Beds	2.6460	3.0710	629
301-400 Beds	2.7443	3.1240	406
401-500 Beds	2.8539	3.1470	209
501-600 Beds	3.0859	3.2475	140
600+ Beds	3.1114	3.2440	181
All Hospitals			
Total	2.0986	2.1690	5,048



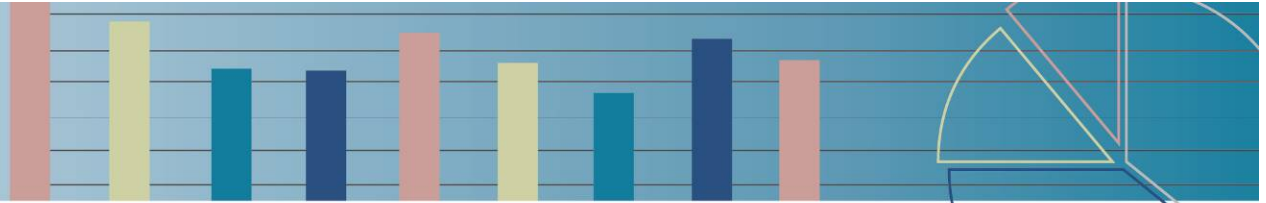
Top 10 States by Median EMRAM Scores 2nd Qtr 2008

Segment	Mean	Median	Number
United States			
Rhode Island	3.5025	3.2430	11
Virginia	2.6719	3.1390	83
New Jersey	2.5859	3.1355	84
Maryland	2.7522	3.0790	49
Connecticut	2.9459	3.0715	34
Indiana	2.4494	3.0630	123
New Hampshire	2.3342	2.6970	26
Delaware	2.5938	2.6940	8
Maine	2.6242	2.3735	38
Vermont	2.4369	2.3350	14
All Hospitals			
Total	2.0986	2.1690	5,048



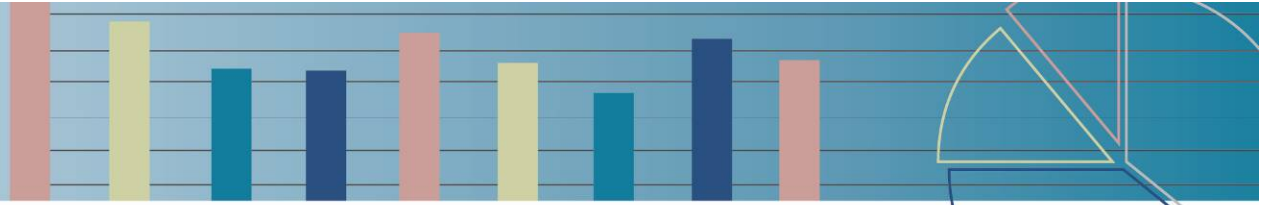
Virginia EMRAM State Comparison

All US Hospitals	2.0986	2.1690	5,048
Virginia	2.6719	3.1390	83
North Carolina	2.5061	2.3190	117
South Carolina	2.3467	2.2620	66
West Virginia	1.9575	2.0995	50
Maryland	2.7522	3.0790	49



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Change the Subject



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83736329746254784957839273940340200710883679793637434984947252873934836262849482362739855623611284648353848373848478358
73836783985467537645689877487383987893948763278467290375564352528376534576298268745238236242749560970573523217623950

How Your Organization Can Benefit from HIMSS *Organizational Affiliate* Program?



Contents

- Organizational Affiliate Overview
- Program Principles
- Program Benefits
- Contact Us

What is Organizational Affiliate?

- HIMSS' third membership category; designed ***exclusively*** for healthcare provider organizations.
 - Allows *unlimited* HIMSS memberships to form partnerships with HIT stakeholders—throughout your organization.
 - All the benefits of HIMSS membership and more are now available to your entire organization.
-

Why Organizational Affiliate?

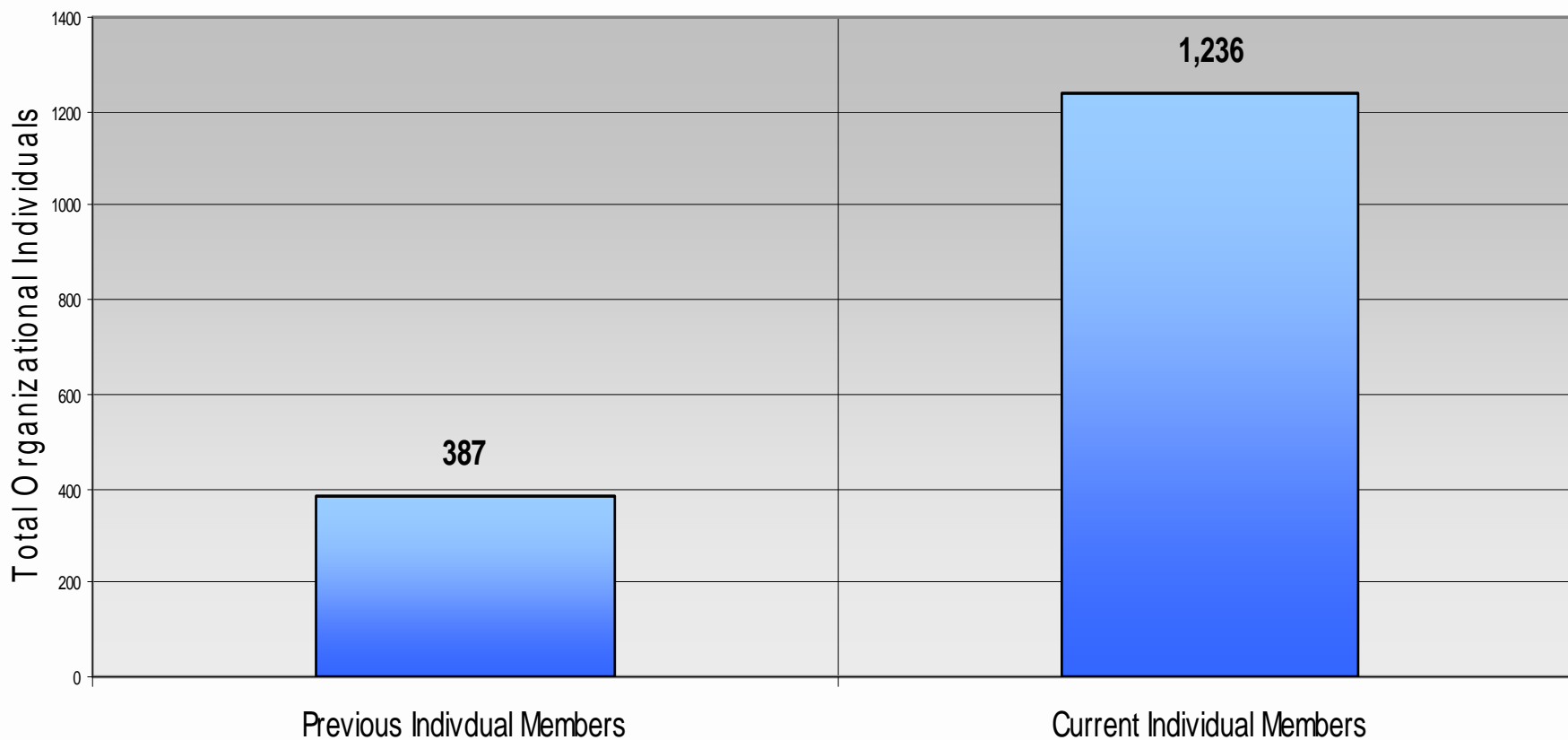
1. Grow the base of individual members from healthcare provider organizations both nationally and at the chapter level
2. Help develop the career identities of HIT professionals
3. Help the CIO form partnerships with stakeholders outside of IT who are directly involved in HIT initiatives
4. Cultivate an environment of collaboration and acceptance of IT innovation throughout an enterprise

Program Principles

- Expand the opportunity for HIMSS networking, education and professional development.
- Make virtual education available for more employees with a broad range of technology topics.
- Provide access to HIMSS eLearning Academy Learning Management System (LMS).
- Provide industry intelligence, common practices and trend reports through HIMSS Analytics™ and HIMSS publications and resources.
- Participate in SIGs and other HIMSS Communities.



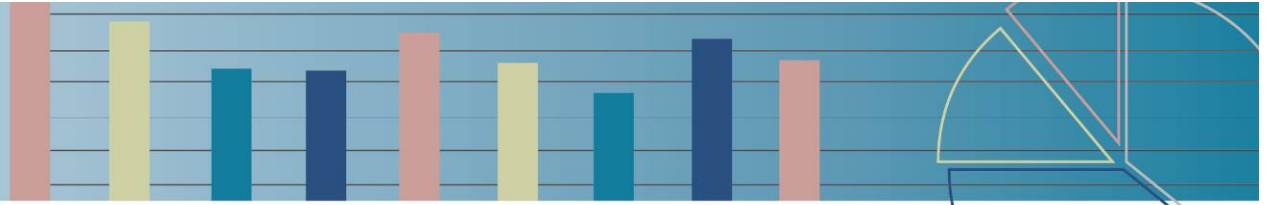
Growth of Individual Membership





Program Benefits

PROGRAM BENEFIT LEVELS	ASSOCIATE \$2,975	PIONEER \$4,975	PRINCIPAL \$8,475	EXECUTIVE \$12,975	PREMIER (Custom)
Unlimited Individual HIMSS memberships	✓	✓	✓	✓	✓
Full registrations to Annual Conference	2	4	8	12	12+
Access to HIMSS eLearning Academy	10	15	30	45	45+
Complimentary registrations for Virtual Conference & Expo	✓	✓	✓	✓	✓
Complimentary copy of <i>Annual Report of the U.S. Hospital IT Market</i>	✓	✓	✓	✓	✓
Annual industry trends web cast	✓	✓	✓	✓	✓



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73836783985467537645089077487383907893040767207467290375564352528376534576298268745238236242749560970573523217623950

What Else is Going on At HIMSS?

What's Happenin'

- Annual Conference April 4-8 in Chicago
 - 900+ vendors
 - Interoperability Showcase
 - Symposia & User Groups
- Government Relations Roundtable
 - Oct 28th National Press Club, Washington D.C.
- Communities of Professions
 - Nursing, Physicians, Federal Health, Senior IT Executives, Management Engineers
- Committees, Task Forces, Roundtables and Work Groups
- 18 SIGs

Contact Us

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