



The leading MEDITECH Advisory Services Company



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The EMR Value Assessment™

Beginning in 2011, the federal government will pay hospitals and physicians incentives for the “meaningful use” of certified EMR technology. The **EMR Value Assessment™** provides a **rapid** analysis of your options under the HIT funding portion of the American Recovery and Reinvestment Act, an evaluation of the value of your EMR investments to date and recommended mid-course corrections.

Navin, Haffty & Associates has teamed up with Maestro Strategies to assist MEDITECH hospitals to respond to this opportunity. Our MEDITECH expertise coupled with Maestro’s experience with ROI in Healthcare IT will address the questions from executives and your board of directors that are following the passing of this legislation.

The EMR Value Assessment™

The American Recovery & Reinvestment Act of 2009

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The EMR Value Assessment™



The national leader in ROI & IT Value Realization

The EMR Value Assessment™

Specifically, we answer:

- What incentive payments and grants are potentially available to your health system and medical staff?
- Based on your current level of EMR adoption and capital spend when will you meet the incentive requirements?
- How much additional investment will be required to obtain the incentive thresholds?
- Depending on the cost-benefit, what is the preferred timing?
- What is the Return on Investment of your current investment in EMR technology?
- What is your readiness to move to the next stage of EMR adoption?
- How prepared is your medical staff to meet the incentive requirements?
- What is your own organization's definition of "meaningful use"?

The **EMR Value Assessment™** delivers:

- A customized Score Card,
- Senior Executive Education, and
- Alternative investment strategies.

For more information on The EMR Value Assessment™, please contact: jhaffty@navinhaffty.com

The American Recovery & Reinvestment Act of 2009

Ten Actions Providers Can Take Today

The American Recovery & Reinvestment Act of 2009 (ARRA), otherwise known as the HIT Stimulus Bill, provides incentives, grants and loan programs to the healthcare industry for the adoption and "meaningful use" of electronic health records. It focuses adoption efforts on quality measures, clinical outcomes and interoperability. The ten actions you need to prepare for ARRA:

1. Understand ARRA and its impact on your organization
2. Assess your progress toward EMR to date
3. Assess your medical staff's progress toward EMR to date
4. Evaluate the readiness of your organization to comply with ARRA requirements
5. Conduct an economic analysis of the investment requirement, potential returns and timing
6. Develop multiple scenarios to allow flexibility based on final government requirements
7. Adjust your IT Strategic Plan
8. Monitor federal and state activities, regional HIE and educational institution leverage of informatics incentives
9. Expect increased demand from your Medical Staff for ambulatory records support
10. Educate Senior Management and Board



John Haffty



Pam Arlotto

John Haffty is President of Navin, Haffty & Associates (NHA) in Norwell, Massachusetts. He is one of the leading experts on MEDITECH HCIS strategy and planning. Prior to founding NHA, John Haffty led the national MEDITECH consulting practice for Superior Consultant Company, held the position of CIO at Newton-Wellesley Hospital in Newton, MA and was a member of the MUSE board of directors. NHA is the leading provider of IT consulting services to MEDITECH hospitals, having served more than 100 organizations each of the past three years.

Pam Arlotto is President & CEO of Maestro Strategies in Atlanta, Georgia. She is a former HIMSS President and advisor to CCHIT. She is the author of the award winning series, Return on Investment: Maximizing the Return on Investment of Healthcare Information Technology. Maestro Strategies is a nationally known healthcare strategy consulting firm that focuses on helping providers create Digital Healthcare That Works™.

NHA is The leading MEDITECH Advisory Services Company, focusing on helping Clients optimize the MEDITECH products into 'solutions'.

Maestro is The national leader in ROI & IT Value Realization