

January 2010
Navin, Haffty Report: News for the MEDITECH Community



**News for the
MEDITECH
Community**

January 2010

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Thoughts from our President

As we enter into 2010, the importance of focusing our energies on education and training for healthcare information systems professionals has become apparent. The new enhancements and releases of MEDITECH's current applications and software have been found to be more extensive and, in many cases, appear to address more complex intra-departmental needs (i.e. medication reconciliation.) Therefore, we believe it is very important for all MEDITECH and healthcare information systems professionals to stay current with industry knowledge and for those of us in management roles, to provide the support needed for our staff to continue receiving the relevant education and training necessary to excel.

We are seeing feature rich products that require a deeper understanding in order to take full advantage of their capability as well as successfully implement it into the workflow process. This applies to those of you upgrading to 5.6 or implementing 6.0. Maintaining and advancing professional skills that will also deliver the promises of enhanced applications and new tools will require an increased commitment to training and education than has been seen in the past.

This month's newsletter and subsequent newsletters will provide

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information that is intended to support your training and education effort. In this newsletter we provide a reminder of the continued resources available from MEDITECH as part of their standard service and support.

As always, we hope you find this helpful and wish you each a healthy and successful new year.

[John Haffty](#), President
[Navin, Haffty & Associates](#)

MEDITECH's Response to Meaningful Use Rules

With the official rules of Meaningful Use now available as of January 13, 2010, it is helpful to know how MEDITECH is responding.

First off, for more information on this recent development, visit Dr. David Blumenthal's articles "[A Defining Moment for Meaningful Use](#)," (Dec. 30, 2009) and "[Public Comment Period Open](#)" (Jan. 15, 2010) found on the Health Information Technology (www.healthit.hhs.gov) website. The latter article includes links to the complete publication of the rules in PDF files.

Currently, MEDITECH has posted a "Meaningful Use Review in Progress" comment on the "Interoperability and EHR Initiatives" portal on their website.

In summary, the statement intends to: 1) reassure customers that they are proactively involved and informed on the most up-to-date information; (2) reassure customers that MEDITECH software already handles the vast majority of previously stated requirements and that any additional requirements in the new documents are being reviewed in detail to determine necessary additional features; (3) inform customers that they will update the MAGIC and C/S ARRA Product Maps on the portal as soon as they complete their review.

To view the complete statement "Meaningful Use Review In Progress" from the MEDITECH website, visit the "[Interoperability and EHR Initiatives](#)" webpage.

Upcoming Events

[HIMSS10](#) - March 1-4, 2010

[unSummit](#) - May 5-7, 2010

[International MUSE](#) - June 1-4 2010

MEDITECH Events

[Educational Seminars](#)

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Job Posting

If you would like to include your hospital listing on the Navin, Haffty website, please email

ktracy@navinhaffty.com

(Please note this is a courtesy to the MEDITECH community and we will not accept posting from recruiting companies or 3rd party companies).

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HIMSS Conference, Atlanta, GA - March 1-4, 2010

While Navin, Haffty & Associates will not have a booth at HIMSS, we will be in attendance to meet our clients and friends. If you plan to attend the HIMSS Conference in Atlanta Georgia on March 1-4, 2010 and want to get together, please contact John Haffty at jhaffty@navinhaffty.com.

For more information or to register for this conference please visit:
<http://www.himssconference.org/>

Navin, Haffty is Hiring!

We continue to seek experienced consultants and excellent hospital employees who are interested in consulting. We are looking for MEDITECH applications consultants and project managers that consider themselves to be amongst the best and prefer those with several years of current or recent consulting experience as well as nurses, pharmacists and IS staff that have successfully implemented advanced clinical applications at their hospital.

At this time, we have specific needs for consultants with strong MEDITECH applications experience in almost all areas but have a particular interest in those with EDM, PCM, Pharmacy, Nursing/PCS, and MPM/LSS. We are most interested in those who have experience with the 5.6 and 6.0 versions of Magic and Client/Server.

We believe there are significant advantages to being part of Navin, Haffty. We now offer several employment options including an outstanding benefits package as well as selected options for independent consultants. As part of the largest consulting company focused exclusively on serving the MEDITECH community, we enjoy an excellent working relationship with MEDITECH and offer a collaborative work setting. Our approach has led to our record for consultant retention which is the best in the industry. If you are interested please contact Shelly Noyes at snoyes@navinhaffty.com or call her at 800-561-6005.

Please note that at this time, we are only able to consider those able to travel up to 80% of the time. (Also employees from MEDITECH and our

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clients will not be considered.)

Education & Training Resources Via MEDITECH

MEDITECH continues to offer a variety of educational and training opportunities. As you make plans for 2010, we strongly suggest you take advantage of MEDITECH's various sessions and encourage staff to participate. This resource is a great way to maintain your knowledge and skills without having to travel to MEDITECH. The following is a quick summary of the types of trainings available.

Specific online tutorials and presentations are provided for virtually all of the advanced clinical applications in Magic, C/S and 6.0 versions. The tutorials and presentations are great tools to familiarize yourselves with the newest features and capabilities of MEDITECH's applications. In addition to tutorials in each version for Physician Care Manager, Patient Care and Patient Safety, Bedside Medication Verification, and Emergency Department Management, there are also specific updates for Pharmacy. This is considered an integral component of these applications as well as Clinical Review for Magic sites. These online tutorials and presentations can be found under the 'Advanced Clinical Resources' section of MEDITECH's website:

<http://www.meditech.com/AdvancedClinicalResources/pages/onlinetut.htm>

MEDITECH also continues to offer many online seminars. There are approximately 50 seminars conducted on discreet topics each month. The online seminars are found on the 'Customers' section under 'Online Seminars' of the MEDITECH website:

<http://www.meditech.com/MixEseminar/Pages/MIXeseminarschedule.htm>

MEDITECH Adds Home Care Portal to Website

For those interested in the Home Care software and the evolution of Patient Care Technologies, Inc. (PtCT) into MEDITECH, check out the new portal under the 'Customer' section of MEDITECH's website:

<http://www.meditech.com/homecare/homepage.htm>

This site will provide regular updates on product news, upcoming

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conferences and events, customer accomplishments as well as the latest industry news pertaining to the MEDITECH Home Care community.

2009 Year-End KLAS Rankings

Navin, Haffty & Associates continues to subscribe to [KLAS](#) as a tool to support our strategic planning services. The 2009 year-end report is out and once again MEDITECH was ranked very well. For those not familiar with KLAS, it is a market research company that "...helps healthcare providers make informed decisions by offering honest, accurate and impartial vendor performance information."

While our subscription does not allow us to publish all the details, we can share that MEDITECH was ranked third amongst all vendors in the Acute Care EMR category, behind only Epic and Eclipsys. In our opinion, this is the single most important category rated as it focuses on the critical clinical applications including Computer Physician Order Entry (CPOE), Clinical Data Repository and clinical documentation. When we share these findings, it continues to surprise a few of our clients that some of the more expensive and better publicized vendors such as Cerner, McKesson and Siemens are ranked below that of MEDITECH. MEDITECH also ranked second, behind McKesson's Paragon, in the Community Hospital category, which focuses on vendors for the under 200 bed hospital market.

Overall, MEDITECH continues to be rated amongst the best vendors in many categories and we believe this is useful information for many of you as the marketing hype from other vendors would suggest otherwise.

HIMSS Analytics Stage 6 Recognition

Coupled with the positive rankings by KLAS, we took a look at the most recent (December 2009) Healthcare Information and Management Systems Society (HIMSS) Analytic's list of hospitals that have achieved the prestigious Stage 6 level. MEDITECH now has 25 of the 75 hospitals at this level. This is significant in that while MEDITECH has about 25% of the US hospital market, it has about 33% of all hospitals that are at Stage 6. Of particular note, the only critical access hospital that achieved Stage 6 is Kanabec Hospital in Mora, Minnesota, a MEDITECH Client Server site

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that is part of the SISU consortium. Also, the only Canadian hospital on this list is South Okanagan Hospital in Oliver, British Columbia. Finally, while MEDITECH is predominantly seen as an HCIS for small and mid-sized hospitals, 4 of the Stage 6 hospitals each have more than 500 beds.

To view the full list of hospitals that have reached Stage 6 visit:
http://www.himssanalytics.org/hc_providers/stage6Hospitals.asp

Job Postings

If you are interested in exploring new positions, go to our job posting section of our website. This is a free service of Navin, Haffty and Associates to the MEDITECH community. Currently, there are 19 postings from MEDITECH hospitals. If you or a colleague might be interested, check out what's open at [Navin, Haffty website](#).

If you would like to include your hospital listing on the Navin, Haffty website, please email Kelly Tracy at ktracy@navinhaffty.com (Please note that as this is a courtesy to the MEDITECH community, we will not accept postings from recruiting companies).