



**News for the
MEDITECH
Community**

February 2010

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Thoughts from our President

Our continued focus with this newsletter is providing useful information to the MEDITECH community.

Some of our information, such as MEDITECH's software alignment to Meaningful Use criteria and a list of key MEDITECH events in 2010, comes directly from MEDITECH via its website. We believe this is valuable as many of our readers do not have time to peruse the site on a regular basis.

We also share our experiences gained from our numerous consulting engagements. You will find a set of observations from our many 6.0 projects that may be of interest.

As always, we welcome suggested topics.

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

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Upcoming Events

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

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MAGIC & C/S Product Roadmaps - Meaningful Use

MEDITECH continues to monitor and review the [Notice of Proposed Rulemaking \(NPRM\)](#) and [Interim Final Rule \(IFR\)](#) Meaningful Use documents that were proposed by the government on December 30, 2009. They have also begun to provide information in the way of initial roadmaps for both MAGIC and ClientServ (C/S) that share how their software will align with the Meaningful Use criteria. The roadmaps focus on identifying:

- Care goals
- Stage 1 objectives and measures
- Government calculations for measuring Meaningful Use
- Adopted content exchange and vocabulary standards
- MEDITECH or partner applications needed
- Strategies for deploying the needed functionality
- Relevant Data Repository fields for reporting meaningful use

The detailed roadmaps can be downloaded for both [MAGIC](#) and [Client/Server](#) as Excel spreadsheets.

MEDITECH states its commitment to becoming a certified vendor as soon as possible and plans to continue updating all ARRA materials periodically on their website. They also provide an opportunity to review their design plans for addressing the Meaningful Use interoperability requirements by referring to the "[Sharing Electronic Health Records](#)" document in their [ARRA Resource](#) section as well as their design approach for addressing privacy and security requirements found on their [HIPAA/ARRA](#) page.

MEDITECH is available for questions by contacting your Sales Representative directly or by emailing the [stimulus mailbox](#) to contact a member of their ARRA task force.

To view the MEDITECH article "Updated Meaningful Use Product Road Maps Now Available" in its complete form on their webpage visit: <http://www.meditech.com/interoperability>

Featured Conferences & Events of 2010

We realize that 2010 may prove to be a difficult year for conferences and

2010

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

[CIO Technology Forum](#) - May 13-14, 2010

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

[Nursing Forum](#) - June 16-18, 2010

[Physician CIO Forum](#) - Oct. 21-22, 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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business travel but if you are able, below are some of the major events for MEDITECH hospitals to consider. Remember if your travel budget does not allow you or members of your department to attend in person, MEDITECH's workshops will be accessible via [webex](#).

- HIMSS Conference, March 1-4, 2010 - Atlanta, GA
Registration/Information: www.himssconference.org

Navin, Haffty & Associates will not have a booth, but will be in attendance to meet our clients and friends. If you plan to attend and want to get together, please contact John Haffty at jhaffty@navinhaffty.com

- UnSummit Conference, May 5-7, 2010 - Atlanta, GA
Registration/Information: www.unsummit.com

The UnSummit annual event is focused on bar-coding and patient safety and is vendor neutral.

- MEDITECH's CIO Technology Forum, May 13-14, 2010
Location: MEDITECH's facility in Canton, MA
Registration/Information: www.meditech.com

Navin, Haffty & Associates will be in attendance. We consider this the most important strategic planning and networking event for CIOs of the year. The forum will focus on topics such as organizational quality, best business practices, how I.T. can help in the areas of reporting and trending, and meeting the new mandates brought about by ARRA. For those that can not attend in person, consider participating via [webex](#).

- MUSE International Conference, June 1-4, 2010
Location: Dallas, TX

Registration/Information: www.museweb.org

Navin, Haffty & Associates will again have a booth and be in attendance.

- MEDITECH's Nursing Forum, June 16-18, 2010
Location: Boston area (To Be Announced)

Registration/Information: www.meditech.com

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This forum will feature speakers, educational tracks, and peer sessions dedicated to each of these groups: Chief Nurse Executives (CNEs); Nurses and Clinical Analysts; and for the first time ever, a separate track just for Home Care Nurses. Location, registration, and other details will be announced shortly.

- MEDITECH's Physician CIO Forum, Oct. 21-22, 2010
Location: MEDITECH's facility in Canton, MA

Registration/Information: www.medittech.com

Each year, this workshop grows in both attendance and importance. In 2009, more than 100 physicians participated. This year's forum focuses on widespread changes facing healthcare today. Again, Navin, Haffty & Associates will be in attendance. For those that can not attend in person, consider participating via [webex](#).

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 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

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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 clients will not be considered.)

MEDITECH Adds Integrated Clinical Content Options

As the demand for integrated clinical content increases, MEDITECH has responded with a number of new announcements involving Micromedex, Zynx and PatientEDU:

CareNotes® is a [Micromedex](#) clinical evidence solution from [Thomson Reuters](#) that hospitals use to offer patients educational information relating to all areas of their care and health. The information provided through this solution is evidence based and easy to understand and applies to the patient's condition, medications, treatments, as well as post-discharge and ongoing care.

The [Micromedex CareNotes® System](#) will be integrated within four applications (Emergency Department Management, Physician Care Manager, Oncology, and Patient Care System) of the MEDITECH Health Care Information System (HCIS). MEDITECH customers will be able to add CareNotes content into their workflow late in 2010.

The collaboration between MEDITECH and Thomson Reuters, as stated by Hoda Sayed-Friel, vice president of marketing at MEDITECH, "allows customers to meet strict patient education guidelines and establish an electronic audit trail.."

For additional details, view the full story provided by www.thomsonreuters.com, (January 19, 2010): "[Micromedex CareNotes System Available within the MEDITECH Health Care Information System \(HCIS\) in 2010](#)"

MEDITECH and [Zynx Health](#) have come together to "aid customers' success and support them in achieving meaningful use of their MEDITECH electronic health records (EHRs) under ARRA" says Hoda Sayed-Friel. A new order set package has been created to address the American Recovery and Reinvestment Act (ARRA) of 2009. The Zynx Health portfolio

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of evidence-based order sets, plans of care, and clinical decision rules can be integrated into MEDITECH's MAGIC and Client/Server releases for clinicians to use at the point of care.

For additional details, view the full story provided by www.your-story.org:
["MEDITECH and Zynx Health Team to Ensure Hospitals and Eligible Providers Achieve Meaningful Use of EHRs"](#)

[PatientEDU](#), a "best in class" for patient education content in the healthcare IT industry has agreed to allow MEDITECH access to its "Interactive Patient Education Solution" ('IPES'). This collaborative solution will be available some time in 2010.

The patient education content exists as interactive tutorials that demonstrate live action, 3D imagery as well as opportunities for question and answer sessions between the patients and their healthcare team. In addition, access and results are recorded and retained in a HIPAA compliant manner. This provides benefits in the continuity of care, reduced costs, reduced risk as well as meeting facility compliance and reporting requirements.

Steven Graziano, president of PatientEDU states, "Our product improves patient outcomes while increasing nurses' efficiency, allowing them more time for clinical services. The hospitals benefit by limiting their liability, improving financial performance, increasing patient satisfaction, and retaining their retention of healthcare professionals..."

For additional details, view the full story provided by www.patientedu.com:
["PatientEDU, LLC and Medical Information Technology, Inc. \(MEDITECH\) Announce "Interactive Patient Education Solution \('IPES'\)" Available to MEDITECH Customers in 2010"](#)

Observations on MEDITECH 6.0

We have the privilege of assisting a number of multi-facility health systems and leading individual hospitals with their migration from Magic as well as several clients new to MEDITECH with their implementation of 6.0. Here are some observations that we hope some of you will find useful:

- 6.0 is evolving and continues to improve in many ways. Any

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statements from any company other than MEDITECH on this subject need to be tempered by both their actual, hands-on experience and their level of communication with MEDITECH. We are hearing incorrect and misleading data from numerous sources. The take-away from this comment is that MEDITECH is responding to its earliest implementation by continuing to improve this new platform.

- The core target for the 6.0 release is Physicians, Nursing and Pharmacy. The feedback from those initial sites continues to be excellent. 6.1 and 6.2 target other users and we expect similar favorable resources.
- Report writing has been a challenge at the earliest sites. In our opinion, MEDITECH has underestimated the degree to which hospitals use Non-Procedural Representation (NPR) for both management reporting but also niche and creative solutions. This is getting a lot of attention and several of our clients are receiving new versions of the report writer tool this month. Whether this proves as successful a tool as NPR is to be determined.
- The degree of project management focus is significant and some early hospitals appear to have underestimated the degree of effort necessary to take full advantage of the capabilities of the software and the complexity of their current systems. For those hospitals that are strong Magic users, the expectation of individual departments is high, with many interfaces and, in some cases, Magic databases built for individual needs. Some hospitals have not fully inventoried all current system usage prior to starting the project and this is presenting some challenges.
- Magic Office or MOX is more embedded into hospital usage than most realize. Whether it's the cost of adding Microsoft Outlook for many users or the inventive use of cabinets in MOX, this has provided a challenge for some hospitals.
- Third party software add-ons need to be examined. In some cases, 6.0 provides functionality that did not exist in Magic and was fulfilled by a niche software application or stand-alone database. Some hospitals recognized this and eliminated these while others have tried to maintain those legacy third party solutions. Those trying to maintain the legacy systems may have missed an opportunity for

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improved system usage and workflow between departments.

- In some cases, the migration to 6.0 presents an opportunity to use a MEDITECH application in place of a third-party product. A review of the benefits of MEDITECH's enhanced functionality as well as tighter integration and elimination of some interfaces is worth serious consideration.
- The last observation is on interfaces to third party systems. These require a significant amount of work and in some cases, either MEDITECH has not offered these interfaces or hospitals have elected to have a third-party write these. Interfaces have proven to be more effort than almost every hospital anticipated. Further, you need to plan for the costs and changes on both ends of the interface.
- In summary, the biggest obstacle is lack of adequate planning. 6 to 12 months is often needed to inventory all current software, review and redefine work processes and determine costs and needs for all interfaces and niche software solutions. This needs to be approached as a new implementation, not an upgrade, as this is the opportunity (with associated efforts) to re-align workflow to new software capabilities. These opportunities come along every 10+ years for most hospitals and should be embraced. The planning needs include realistic project budgeting as many hospitals have overlooked some costs and others have not included a project contingency or an adequate contingency.

We continue to be pleased and impressed with 6.0 and encourage those interested to realize that the current MEDITECH backlog for migration is into 2011. We hope these observations provide some help with preparing for this effort.

System Research Services Offers Free Newsletter

While there are plenty of electronic newsletters and blogs for Healthcare IT information, I think some of you may find the following of interest:

[System Research Services](#) (SRS) offers:

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"full coverage of the health industry value chain and with an emphasis on the healthcare service delivery segment. It focuses on developing strategies that leverage technology trends to maximize organizational and financial performance. Staffed by senior analysts with significant technology experience in the health care industry, SRS provides a portfolio of research reports and service offerings that are relevant to both IT and business needs..."

SRS is led by Marc Holland who served for the past four years as the Program Director for healthcare provider IT research at Health Industry Insights, a wholly-owned subsidiary of International Data Corporation (IDC), one of the more credible sources for industry trends and data.

If you are interested, you can sign up for their free newsletter by going to: <http://www.systemresearchservices.com/newsletter.htm>

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 22 postings from MEDITECH hospitals. If you or a colleague might be interested, check out what's open at the [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).