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Message From The Chairman Justin Barnes (Greenway Medical)

I want to recognize the efforts of the EHR Association volunteers who stepped up to make HIMSS09 a success, as well as in supporting the development of our recommendations to HHS on the definitions of “meaningful use” as called for in The American Recovery and Reinvestment Act of 2009 (ARRA). All member organizations owe these dedicated individuals a round of “virtual applause” as their efforts have ensured that the Association’s voice is being heard at this critical time in our industry. This quarter’s newsletter will focus on these activities. We encourage you to share this information with your executive leadership and with your marketing team. Your customers too will be interested in how your organization is representing their interests as government becomes more fully engaged in funding EHRs.

EHR Association Provides “Meaningful Use” Guidance

Immediately following a long and busy week in Chicago at HIMSS09, Association leaders took on the challenging task of developing recommendations on the definition of “meaningful use”, as called for in ARRA. Striving to ensure that the majority of organizations that have installed or are installing CCHIT-certified EHRs can meet these requirements and qualify for stimulus funding, EHR Association volunteers devoted many hours to this effort which resulted in two documents – one for ambulatory providers (available at http://www.himssehra.org/docs/ARRA_MeaningfulUser_EHR_CertificationCriteria_Ambulatory.pdf) and one

for hospitals (available at http://www.himssehra.org/docs/ARRA_MeaningfulUserEHR_CertificationCriteriaHospitals.pdf) – can be very helpful as you seek to provide education and guidance to your organization and to your customers. While the final criteria to determine “meaningful use” are yet to be published, it is important that Association members speak with a unified voice. Please use these documents to develop your organization’s position on this important component of ARRA. If you have questions or comments, please send them to Amenia Bussell, Manager, EHR Association at abusell@himss.org.

On April 28, Justin Barnes and Mark Segal (GE) provided testimony to the NCVHS Executive Subcommittee meeting on “meaningful use”. While both Justin and Mark were invited to represent their own companies, their testimony was based on Association positions developed collaboratively by and approved by the membership. With support from David Blumenthal, MD, new National Coordinator for Health IT, and participation by a “who’s who” of Health IT industry leaders, the two-day hearing represents the first major effort to develop these critical definitions.

The Association has also submitted a slate of volunteers to serve on the Health IT Policy Committee and the Health IT Standards Committee workgroups which are being organized and managed by ONC as part of their ARRA-driven activities. Thanks to all who offered to work on these important initiatives. Stay tuned for information on confirmed workgroup members and EHR Association strategies for working with these two important Committees.

More Health IT Legislation?

On April 23, 2009, Senator Jay Rockefeller (D-WV), introduced S. 890, the Health Information Technology (IT) Public Utility Act of 2009. The bill proposes to fund the support and ongoing development of federal open source EHRs (VistA and RPMS), the development of a child-specific EHR and a federal Health IT board to oversee this work – at a cost to the taxpayers of \$7B.

The EHR Association does not support this legislation or any other proposals for the federal government to spend tax-payer dollars to develop EHRs to compete in the open market. Association representatives will meet with Senator Rockefeller's healthcare staff in the coming weeks to discuss our position. A one-page overview of the proposed legislation and talking points for Association members will also be made available.

The EHR Association at HIMSS09

It was great to have so many member representatives in Chicago at HIMSS09. We had great attendance at our annual all-member meeting on Friday, April 3 as well as the reception and dinner where Rob Kolodner, MD, outgoing National Coordinator for Health IT, provided insights into how ARRA might impact the market.

A number of meetings with key industry stakeholders were held during HIMSS09 including the National eHealth Collaborative, PEHRC, MGMA, ACP, HL7, HITSP and CCHIT among others. The Association has become recognized as a "go to" contributor in the national dialog on Health IT – and particularly EHRs – as a foundational component of healthcare reform.

The Collaborative, an initiative co-sponsored by the American Medical Association (AMA) and the National Committee for Quality Assurance (NCQA) and focused on the integration of performance measures into EHR systems. A follow-up meeting was held on April 30 to discuss opportunities to build more awareness of these activities. Planning is already under way for a quality workshop at HIMSS10. If you would like to learn more about The Collaborative or participate in these discussions, please contact Charlene Underwood at charlene.underwood@siemens.com.

The Association co-hosted the Interoperability Workshop, which was attended by 40 healthcare executives seeking to learn more about practical approaches to achieving effective, efficient data exchange, including the EHR Association Interoperability Roadmap. Look for materials from this workshop to be made available to Association members.

As usual, the IHE Interoperability Showcase -- with 13 Association member companies demonstrating their connected EHR systems – was a huge success. This exhibit, which attracts government and industry leaders to see the work of HITSP and other groups dedicated to achieving interoperability, has become an anchor location for the EHR Association. Jacob Reider, MD of Allscripts gave one of many presentations in the Showcase on the Associations quality initiatives. If your company has not participated in IHE events in the past, you should consider it for HIMSS10. A series of web casts for returning and prospective participants will begin on June 4 from 1:00-2:30p/C. We'll send out details as they become available.

WELCOME

New Association member, AllMeds, a supplier of specialty EMRs.

Go to www.allmeds.com for more information on our new member company.

THE VALUE OF EHRs

Many thanks to those Association members who contributed case studies for the first-of-its-kind compendium of quantified EHR benefits *The Value of Electronic Health Records*, published and made available at HIMSS09. The PDF can be found on the EHRA web site at: http://www.himssehra.org/docs/EHRA_Benefits_032309.pdf. If you would like to submit your case studies for review, please send them to Amenia Bussell at abussell@himss.org. Each case study will be reviewed to ensure that specific results – cost reductions, quality improvements, increased staff or patient satisfaction – can be culled out for inclusion in the next update scheduled for later this year.

Congratulations to New (and Returning!) Association Leadership

EHR Association Leadership elections for FY10 for EHR Association chair, vice-chair and four executive committee vacancies were held on the all-member call on May 12. In the tradition of maintaining a balance of representation from both ambulatory-only vendors and enterprise vendors, Justin Barnes was re-elected as chair and Mark Segal was elected as vice-chair. Maria Rudolph (eMDs) and Charlie Jarvis (NextGen) were elected to the executive committee to serve with Justin, Mark, Mickey McGlynn (Siemens), Rick Reeves (CPSI) and Steve Tolle (AllScripts).

Congratulations to Justin, Mark, Maria and Charlie – and many thanks to outgoing executive committee members Andy Ury, MD (McKesson) and Charles Parisot (GE). Andy is one of the founding members of the Association and has made a tremendous contribution to its success. Charles leadership in the area of standards and interoperability – not just for the Association but for the industry in general – has helped position the EHR Association as a thought-leader in this complex area. Charles will continue in his role as chair of the Standards and Interoperability Workgroup.

CCHIT CERTIFICATION REQUIREMENTS

New certification requirements are expected to be published before the end of May. Thanks to Rick and his team for their good work in reviewing proposed requirements and submitting comments on behalf of EHR Association member companies. The Standards and Interoperability Workgroup will have a special call to address 2010 CCHIT certification criteria once the final requirements are available. Look for more information on this event and make sure your product management and technical staff participate.

EHR Association Workgroup Updates

Much of the Association's success is based on the great work of volunteers who collaborate as part of workgroups. We encourage participation in their regular conference calls. Remember, the more you get involved, the more your organization and your customers will get out of the EHR Association. Contact Amenia Bussell at abusell@himss.org and she'll add you to the list for workgroup call notices and dial-in information.

Government Initiatives – Mickey McGlynn, Chair (Siemens) and Charlie Jarvis, Vice-Chair (NextGen)

– The Government Initiatives Workgroup focuses primarily on legislative and regulatory initiatives. In today's environment, you can imagine how busy these folks are! Meredith Taylor, HIMSS Director of Congressional Affairs, provides insights into proposed legislation and liaison with government officials. The Government Initiatives Workgroup holds their regular calls on the first and third Wednesday of the month at 2pm/ ET.

Standards and Interoperability – Charles Parisot, Chair (GE)

– The Standards and Interoperability Workgroup has led the effort to develop and promote the EHR Association's Interoperability Roadmap, now in its third release. Members of this workgroup are also involved in HITSP, HL7, ISO and other standards initiatives. There may be individuals in your organization who work on integrating your technologies with other platforms. This is an opportunity for them to contribute to the dialog, influence policy in this area and gain early insights into how emerging standards will

impact your product and service strategies. The Standards and Interoperability Workgroup meets monthly on the first Tuesday of the month at 2:30pm/ET.

CCHIT Workgroup – Rick Reeves, Chair (CPSI)

– The CCHIT Workgroup has been instrumental in providing practical guidance in the development of certification criteria for ambulatory EHRs, inpatient EHRs and interoperability. This workgroup leads the effort to ensure that certification cycles are achievable for both EHR vendors and their customers. Product managers in your organization can learn about upcoming certification requirements by participating in the CCHIT Workgroup, essential for effective product roadmap planning. Calls are scheduled when a new review cycle is announced.

Acceleration Workgroup – Charlene Underwood, Chair (Siemens) and Jacob Reider, Vice-Chair (Allscripts)

– The Acceleration Workgroup focuses on opportunities to accelerate the adoption of EHRs. Believing strongly that improved quality and efficiency of healthcare

delivery is the primary driver for adoption of EHRs, this workgroup led the effort to publish The Value of Electronic Health Records, and represents the Association with The Collaborative and other organizations that share our objectives. The Acceleration Workgroup meets via conference call on the first and third Monday of each month at 3:00pm/ET.

Membership Committee – Justin Barnes, Chair (Greenway) and Barbara Hobbs, Vice-Chair (Meditech) – This committee is responsible for recruitment of new members and reviewing applications from companies interested in joining the Association. With increasing focus on EHRs, the Membership Committee ensures that applicants' products comply with EHR Association definitions, including the ability to support quality reporting and interoperability today and into the future.

This committee will make recommendations to the Executive Committee as to whether new ARRA-driven criteria for "qualified EHRs" and "meaningful use" (yet to be determined) should be included in membership requirements going forward. Any update of these requirements will support compliance while maintaining alignment with the Association's original principles.

Communications Workgroup – Mike Campana, Chair (Siemens) and Maria Rudolph, Vice Chair (eMDs) – This group is focused on exploiting opportunities for the Association to gain visibility through publicity, communications with members and outreach to other industry stakeholders. Mike and Maria work with Elizabeth (Liddy) West to develop and executive strategies to position the Association as the "go-to" resource for everything EHR-related. The Communications Workgroup meets on the third Tuesday of the month at 11:00am/ET.

Ambulatory Special Interest Group – Charlie Jarvis, Chair (NextGen), and Steve Tolle, Vice-Chair (AllScripts),–While most EHR-related issues and opportunities impact ambulatory and enterprise vendors equally, occasionally there are topics that are of specific interest to Association members who market solely to physicians' practices and clinics. The Ambulatory SIG holds its monthly call on the third Friday at 12n/ET.

All-Member Calls are held monthly on the second Tuesday at 12:30pm ET). Important information is shared with the membership by Association leaders, and votes are taken on positions and operational issues. You will be notified at least three days in advance of the call, with supporting materials as necessary. These calls are of particular importance since your organization, through its membership in the EHR Association, will be represented by Association positions and statements. Be sure your company is present to vote and be heard.

USEFUL INFORMATION

Amenia Bussell, Manager EHR Association, HIMSS can be reached at (734) 477-0864 (phone) or abussell@himss.org

Details on certification requirements can be found at www.cchit.org

“Spring Medical has greatly benefited from our participation in EHR Association initiatives. Examples include frequent updates and monitoring of the potential impacts of legislation, in depth understanding of certification criteria and training for our staff on how to implement interoperability functions like the Continuity of Care Document (CCD). Our customers also appreciate our participation when they understand that many of the features in our product are a direct result of the work of the EHRA. As one of the smaller company members, I don't think we would be where we are today if we hadn't participated in the EHR Association.”

**-Jack Smyth, CEO
Spring Medical**