



CUSTOMER INTELLIGENCE SERIES

What Healthcare CIOs Need to Know About the American Recovery & Reinvestment Act and Electronic Health Records:

Technology & Government Funding



Accelerating Performance by Calculating Results™

Hypatia delivers high impact market intelligence, industry benchmarking, best practices, technology vendor selection, ROI assessment, and consulting services that reduce cycle-time and influence customer management, product strategy and channel development goals. Since 2001, clients have relied on our industry insight, expertise and independent research for guidance in assessing various technology, solution and service options. Like our namesake, Hypatia, we are committed to *Calculating Results™* for our clients.

Hypatia of Alexandria (c.370-415 AD), invented several scientific devices--the astrolabe, plane sphere, and hydroscope (hydrometer). These instruments were used to calculate the distance between planets, the position of visible stars at any time of the year, and the gravity of liquids respectively. Hypatia was the first woman to make substantial contributions to the development of mathematics, astronomy & philosophy.

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About the Authors:

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Appendix A: Research Methodology

Hypatia Research, LLC interviewed executives and employees at over two dozen organizations involved in healthcare IT in its evaluation of more than 30 vendors and providers of EHR services including:

- ✓ Hospitals using and/or implementing EHR and related medical records software;
- ✓ Providers of EHR software;
- ✓ Professional service firms
- ✓ Healthcare IT consultants
- ✓ Regional data exchange networks.

Primary research included briefings with executives whose job functions

encompasses IT, professional services, healthcare consultants, healthcare administrators, project managers, nurses and physicians.

Representative roles included CEO, CIO, Healthcare Standards Committee & Association Members, Healthcare Industry Practice Leader, product management, project management, consultant and IT manager, director, VP and senior management level.

Secondary research was sourced from peer-reviewed journal articles, reports, news updates and government agency publications. Quoted content and secondary source material are indicated in footnotes.

NOTICE: Information contained in this publication has been sourced in good faith from primary, secondary and end-user research and is believed to be reliable based upon our research methodology and analyst's judgment. Ultimate responsibility for all decisions, use and interpretation of Hypatia research, reports or publications remains with the reader, subscriber or user thereof.

MARKET Research Approach

Hypatia Research applies a hybrid methodology [quantitative & qualitative] that evaluates the Market-drivers, Actions, Responses, Knowledge, Enablers, and Technology enablers (MARKET) that influence corporate behavior in specific business environments. These terms are defined as follows:

- **Market Pressures** — external forces that impact an organization's market position, competitiveness, or business operations
- **Actions** — the strategic approaches that an organization plan in response to industry pressures
- **Responses**—how organizations invest and overcome business challenges.
- **Knowledge/Expertise**—competencies, skills and processes required to execute on corporate strategy.
- **Enablers** — the key functionality of technology solutions required to support the organization's enabling business practices