



## Automating the Physician Experience: What's Standing in the Way?



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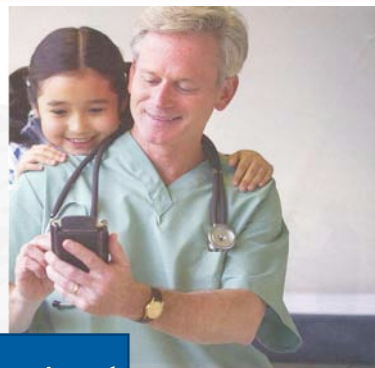
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## Back to the Future!

- **April 2002:** Soarian clinical first live
- **April 2004:** Soarian CPOE to be delivered- Delayed
- **May 2009:** Soarian CPOE barrier broken (version C6)



**Health Data Management**  
January 2005

**SIEMENS**  
medical

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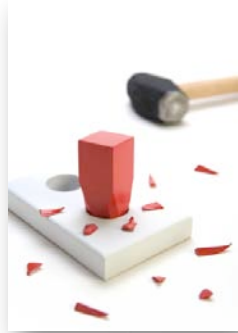
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# #1 Having It My Way!

Cardiologist using Orthopedic CPOE  
Template  
Square Peg – Round Hole!



There is no "One Size Fits All"



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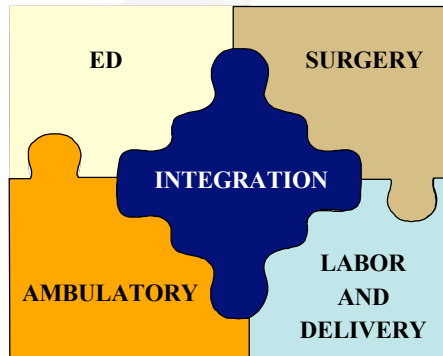
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*Islands may be fun for golf,  
but not for practicing  
medicine.*



## #2 Getting the Pieces to Fit Together



## #3 – End User Response Time Must Be Fast!



## #4 – Down = Dead in the Water



## #5 – Half Paper/Half Electronic = Missed Data



## #6 – Disrupts Workflow

Vendor	Achievement Level
Eclipsys	●
Cerner	●
Epic	●
Siemens	●
Soarian	●
GE	●
McKesson	●
Meditech	●
C/S	●
QuadraMed	●
Siemens	●
Invision	●
CPSI	●
Meditech	●
MAGIC	●

Easier To Use For Physicians



## #6b Software Upgrade Surprises

That upgrade changed hand and eye movement so much the docs don't want to relearn how to use it!



## #7 The Walls are Gone

Can I practice  
medicine in



iPhone Means Access  
Anywhere!



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## #8 – Electronic Robinson Crusoe

Normal  
human  
contact can  
go away.

Lack of  
cohesion with  
Nursing

Lack of  
cohesion with  
RX



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## #9 Keeping Up With Change: Practice of Medicine and Delivery Process

- Gov't Regs
- ACO's (reduce dups)
- P4P (outcomes)
- Med Reconciliation (esp)
- Patient Monitors & Wireless Telemetry (ghosts)



## # 10 Alerts & Knowledge Based Guidance

- Crying wolf!
- Alert Fatigue!
- Knowledge based alerts (infancy)
- IHC and GE wrap around
- Legal implications

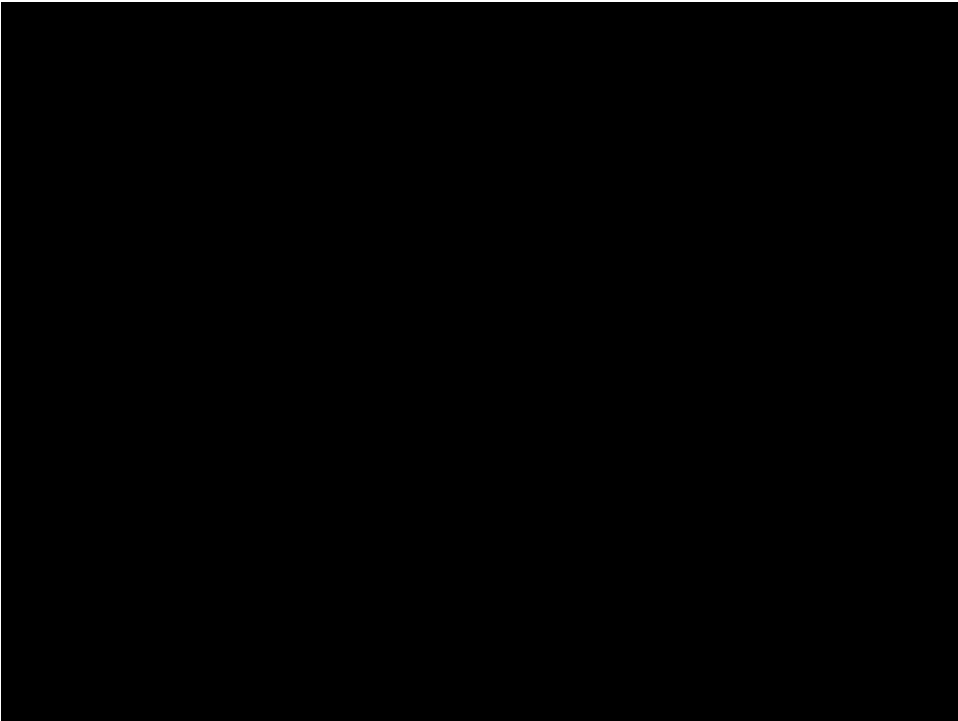


QUESTIONS??

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## Other “Gotchas” to Avoid

First: The Dead Zone-  
Clinicians’ mobile devices connect erratically



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## Leaks

Patient Data  
leaked to  
public.



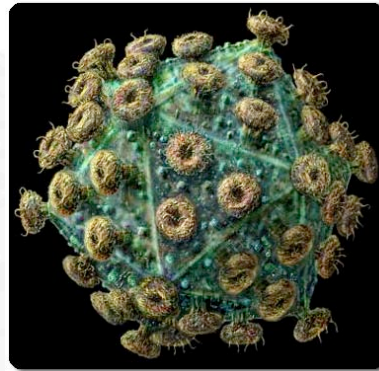
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# Viruses

Internet maintenance connection to CT scanner passed virus to everyone.



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# Meditech and CPOE

## MEDITECH CPOE



Industry observers estimate that only 2% to 5% of all U.S. hospitals have physician order entry LIVE. But while the health care industry as a whole has been slow to embrace this technology, MEDITECH customers have been quick to realize the benefits of CPOE. In fact, MEDITECH is recognized by both the Leapfrog Group and KLAS Consulting as one of the leading vendors of CPOE. MEDITECH is currently LIVE with CPOE solutions in 173 facilities in a variety of settings (this figure includes hospitals, ambulatory care centers, and long-term care facilities). Another 548 MEDITECH sites are in the process of implementation (of 173 facilities in a variety of settings (this figure includes hospitals, ambulatory care centers, and long-term care facilities)).

CPOE is an effort that requires a change that goes well beyond a new technology. It requires organizational training/acceptance), MEDITECH Health Integration also facilitates the relationship. Integrating, an approach that has

MEDITECH Director of Implementation, "CPOE has a significant impact on patient safety, optimized care, and profitability by helping reduce medical errors. We are proud of our customers who are paving the way for others who have yet to adopt CPOE technology."

In fact, MEDITECH is recognized by both the Leapfrog Group and KLAS Consulting as one of the leading vendors of CPOE.



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