



## Message from Senior Management

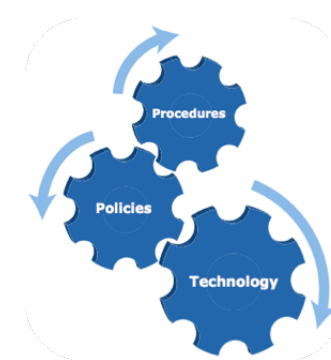
### Change

Joel Berman  
CEO



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Joel Berman, CEO



Ten years ago, all we had to worry about in the MEDITECH market was whether the client was MAGIC or Client/Server. Both flavors were based on MAGIC technology. Now clients could be MAGIC, Client/Server, 6.0 or 6.1. Much has changed. 6.x uses a whole new MEDITECH technology for the first time in decades. At the same time, customers who want to get their Meaningful Use dollars have begun to question whether they want to stay with MEDITECH for the long term. We have recently witnessed more of our MEDITECH clients migrating to systems from vendors like Epic, Cerner, and Siemens than at any other time in our 23 year history.

At Iatric Systems we are changing also. This year we expect a significant part of our sales to be to non-MEDITECH customers and we expect this segment of our business to grow even more next year. In fact, many of those aforementioned MEDITECH clients migrating to other systems have brought several of our products and integration services to the new platform. We have recently gone through the process of reorganizing internally so that all of our customers can benefit from our years of experience with hospital

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year.  
information systems. Today, when we write new products, we design them to be used by clients of any HIS and not just one vendor. My how things have changed...

As much as things change, some things don't. We still believe that customers should be treated the way we would want to be treated if we were in their shoes. We continue to believe in doing the right thing, no matter if we make or lose money. We believe that if we want customers to continue to buy our products and services, we have to give them outstanding service. Integrity never changes.

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## The 2013 Most Wired Hospitals

We want to congratulate the hospitals named to the 2013 Hospitals and Health Network (H&HN) survey list of **Top Most Wired Hospitals**. This year, 1,713 hospitals and health systems completed the survey, which is roughly one-third of hospitals in the United States, about their IT initiatives. We are proud to announce that many named on the list are Iatric Systems customers. Read [the complete article and interviews](#) on H&HN.

### Most Wired

Alice Hyde Medical Center, Malone, New York  
AnMed Health, Anderson, South Carolina  
Avera Health, Sioux Falls, South Dakota  
Beaufort Memorial Hospital, Beaufort, South Carolina  
Berkshire Health Systems, Pittsfield, Massachusetts  
Carolinas HealthCare System, Charlotte, North Carolina  
Children's Mercy Hospitals and Clinics, Kansas City, Missouri  
Citizens Memorial Hospital, Bolivar, Missouri

Coulee Medical Center, Grand Coulee, Washington  
Dignity Health, San Francisco, California  
Doylestown Hospital, Doylestown, Pennsylvania  
Duncan Regional Hospital, Duncan, Oklahoma  
Elmhurst Memorial Hospital, Elmhurst, Illinois  
Exeter Health Resources, Exeter, New Hampshire  
Fort Madison Community Hospital, Fort Madison, Iowa  
Franklin Memorial Hospital, Farmington, Maine  
Frederick Memorial Hospital, Frederick, Maryland  
Grand View Hospital, Sellersville, Pennsylvania  
Hallmark Health System, Melrose, Massachusetts  
HCA, Nashville, Tennessee  
Henry Mayo Newhall Memorial Hospital, Valencia, California  
Holy Spirit Hospital System, Camp Hill, Pennsylvania  
Kishwaukee Community Hospital, DeKalb, Illinois  
Licking Memorial Hospital, Newark, Ohio  
Lincoln Hospital & North Basin Medical Clinics, Davenport, Washington  
Martin Health System, Stuart, Florida  
Mason General Hospital, Shelton, Washington  
Massena Memorial Hospital, Massena, New York  
Medical University of South Carolina, Charleston, South Carolina  
Memorial Healthcare, Owosso, Michigan  
Mercy Medical Center, Cedar Rapids, Iowa  
Methodist Health System, Dallas, Texas  
Mid-Valley Hospital, Omak, Washington  
Othello Community Hospital, Othello, Washington  
Otsego Memorial Hospital, Gaylord, Michigan  
Peninsula Regional Medical Center, Salisbury, Maryland  
Piedmont Newnan Hospital, Newnan, Georgia  
Providence Holy Family Hospital, Spokane, Washington  
Providence Mount Carmel Hospital, Colville, Washington  
Providence Sacred Heart Medical Center & Children's Hospital, Spokane,

The logo features the year '2013' in a large, bold, blue font. Below it, the words 'Most Wired' are written in a smaller, black, serif font. The entire logo is set against a light beige background with a subtle drop shadow.

Washington  
Providence St. Joseph's Hospital, Chewelah, Washington  
Pullman Regional Hospital, Pullman, Washington  
Rady Children's Hospital, San Diego, California  
Rush Oak Park Hospital, Oak Park, Illinois  
Samaritan Healthcare, Moses Lake, Washington  
Sarah Bush Lincoln Health Center, Mattoon, Illinois  
South Shore Hospital, Weymouth, Massachusetts  
St. Mary Medical Center, Langhorne, Pennsylvania  
Sunnyside Community Hospital, Sunnyside, Washington  
SwedishAmerican Hospital, Rockford, Illinois  
ThedaCare, Appleton, Wisconsin  
TriHealth, Cincinnati, Ohio  
Tri-State Memorial Hospital, Clarkston, Washington  
UnityPoint Health, West Des Moines, Iowa  
University of Mississippi Medical Center, Jackson, Mississippi  
UW Health Partners Watertown Regional Medical Center, Watertown, Wisconsin  
Valley Health System, Ridgewood, New Jersey  
West Jefferson Medical Center, Marrero, Louisiana  
Whitman Hospital and Medical Center, Colfax, Washington  
William W. Backus Hospital, Norwich, Connecticut

### **Most Improved**

Ephraim McDowell Health, Danville, Kentucky  
Hancock Regional Hospital, Greenfield, Indiana  
Holy Family Memorial, Manitowoc, Wisconsin  
Norman Regional Health System, Norman, Oklahoma  
Union Hospital, Dover, Ohio  
White Plains Hospital, White Plains, New York

### **Most Wired – Small and Rural**

Broadlawns Medical Center, Des Moines, Iowa  
Magnolia Regional Health Center, Corinth, Mississippi  
St. Elizabeth Hospital, Enumclaw, Washington

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## **Three Simple Steps to Protect Patient Privacy**

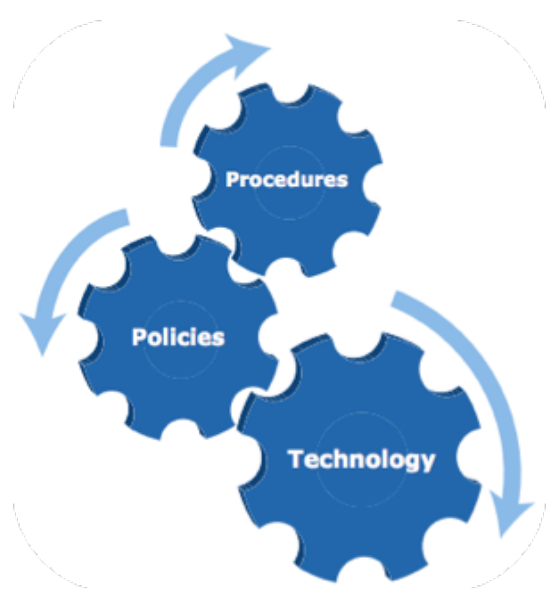
### ***How Policies, Procedures, and Technology Ensure Patient Privacy Monitoring Compliance***

Having your hospital's name splashed across the news because of a patient privacy breach could cost your hospital for years. Learn how to help your hospital move beyond random manual audits, which review only a very small percentage of patient access data, to a solid foundation to ensure patient privacy compliance throughout your organization.

By introducing a simple three-step methodology, hospitals can head off the consequences of a data breach. [Download this whitepaper](#) today to explore how to define effective privacy policies and procedures, and how to automate the process to make enforcement possible. Why risk severe financial penalties and harm to your hospital's reputation?

[Read the White Paper.](#)

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# Pricing Transparency and Cost Estimates



Pricing Transparency has been talked about for years, and many hospitals are currently providing patients with real-time cost estimates using transaction codes to secure eligibility and benefit information. Hospital pricing will soon be a game changer for providers, as well as significantly impact their marketing. On May 8, 2013, CMS released hospital pricing data for 100 of the most common Medicare inpatient Diagnosis Related Groups (DRGs).

The data is for 3,400 hospitals and represents 92% of all hospital charges in Fiscal Year 2011. The database is a massive charge master and does list hospitals by name. Patients, especially patients with a large out of pocket deductible or no insurance at all, want to know costs and will use this public pricing information to negotiate discounts with your hospital either before or after service. Take a look at the list and compare where your facility stands in your market.

<http://www.cms.gov/research-statistics-data-and-systems/statistics-trends-and-reports/medicare-provider-charge-data/index.html>

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## Compliance Corner



Kay Jackson, Manager, Software Certification, and Compliance

### Physician Orders for Life Sustaining Treatment

With everyone focused on Meaningful Use, HIPAA changes and ICD10, I wanted to share some news items with you that may tend to get overlooked. Physician Orders for Life Sustaining Treatment (POLST) is one more term to be aware of and educate your staff and patients about. POLST is a national approach to end-of-life planning based on conversations with patients, loved ones, and medical staff. The first thing I thought about when I heard about POLST is that everyone may not understand the differences between an advance directive (AD) and POLST. Many states have created their own process, so check on the [POLST website](#) to see what your state is working on in regard to POLST. The form is bright pink, designed to complement but not replace an AD. Below are the differences between a POLST and an AD. The National POLST website has great information to help incorporate this new form into your processes and educate you on how to identify these patients with signed forms. With all the current focus on patient portals, this may be another document that your patients want to scan and associate with a patient portal to ensure access to it is available at any time.

#### ADVANCE DIRECTIVE

- For anyone 18 and older
- Provides instructions for **future** treatment
- Appoints a Health Care Representative
  
- Does not guide Emergency Medical Personnel
- Guides inpatient treatment decisions when made available

#### POLST

- For persons with advanced illness — at any age
- Provides medical orders for **current** treatment
- Guides actions by Emergency Medical Personnel when made available
- Guides inpatient treatment decisions when made available

Learn more at <http://www.polst.org>.

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## Report Writing Tips



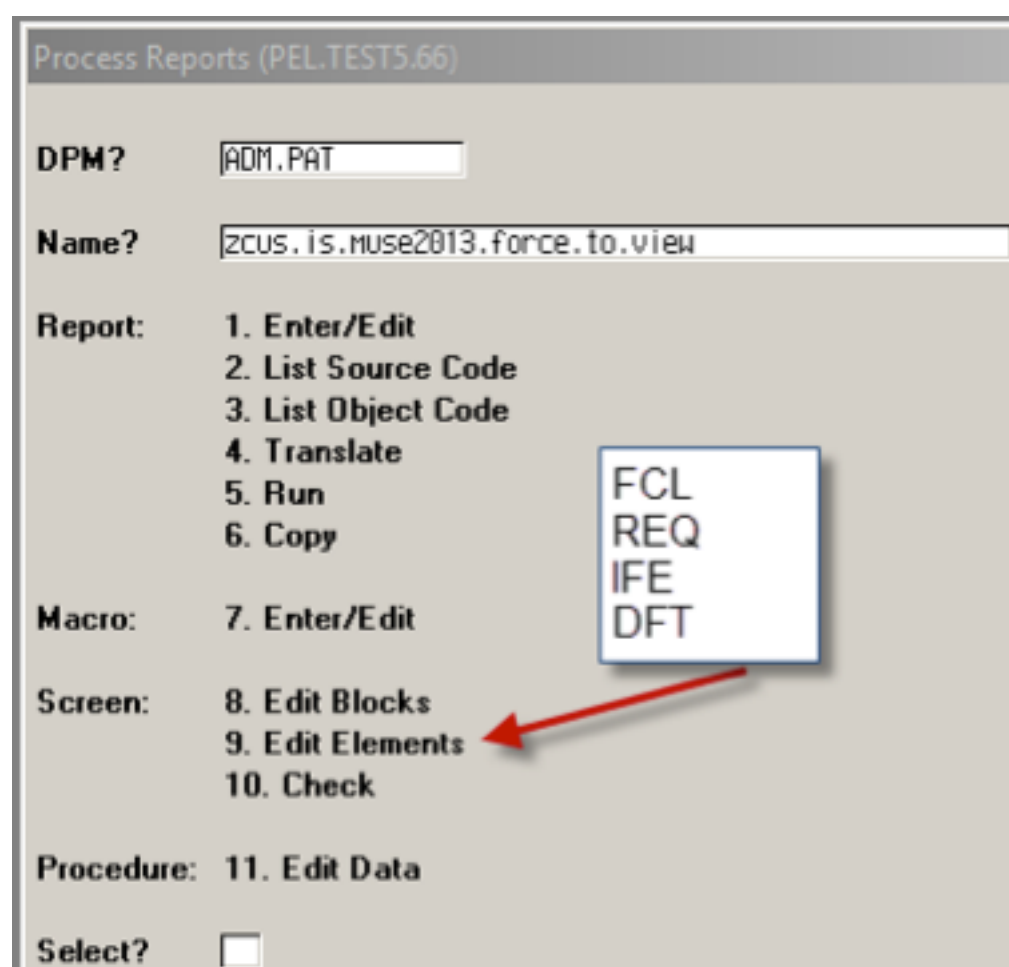
Joe Cocuzzo, Senior Vice President – Report Writing Services

### Force Client/Server or MAGIC Report to Download File

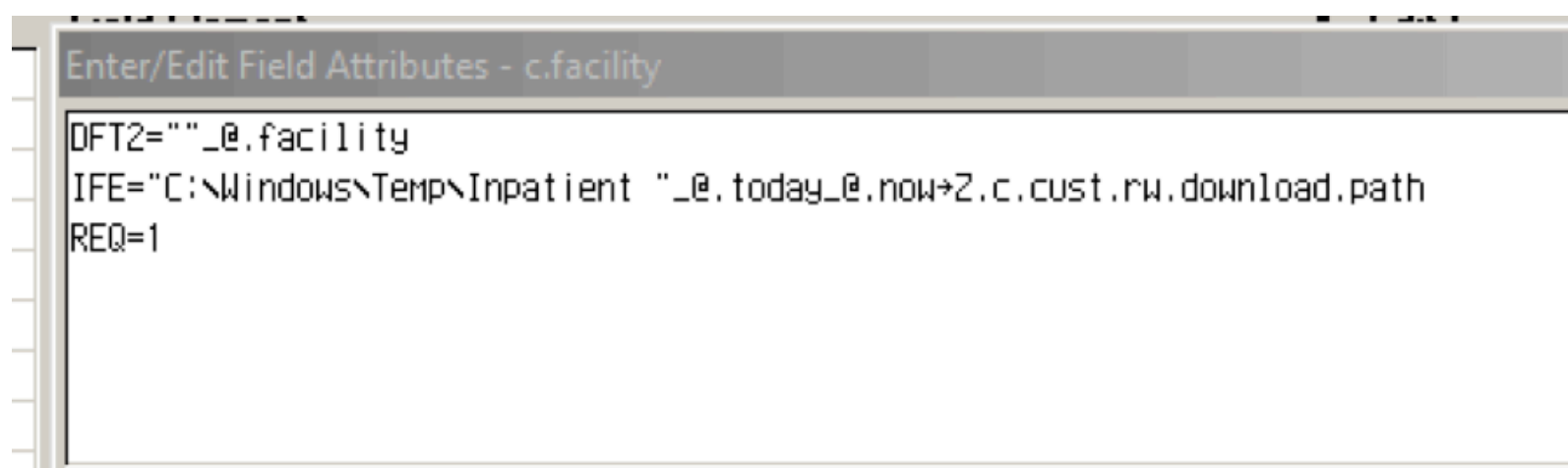
At our recent "rebroadcast" of the 2013 MUSE RD/NPR "Tips and Tricks" session, participants were particularly interested in how to force either a Client/Server or MAGIC NPR report direct to a download file, where the user does not see any Print On: prompt, and the report itself defines the path and file name for the output. In the "Tricks" session, I showed the C/S approach, but not the MAGIC one, so I have included both methods in this tip for our newsletter.

In C/S, you can use the "EDIT ELEMENTS" routine to add an IFE attribute and put a path into Z.c.cust.rw.download.path. The user will not be prompted for an output destination and the report will automatically download to the path you load with your attribute code.

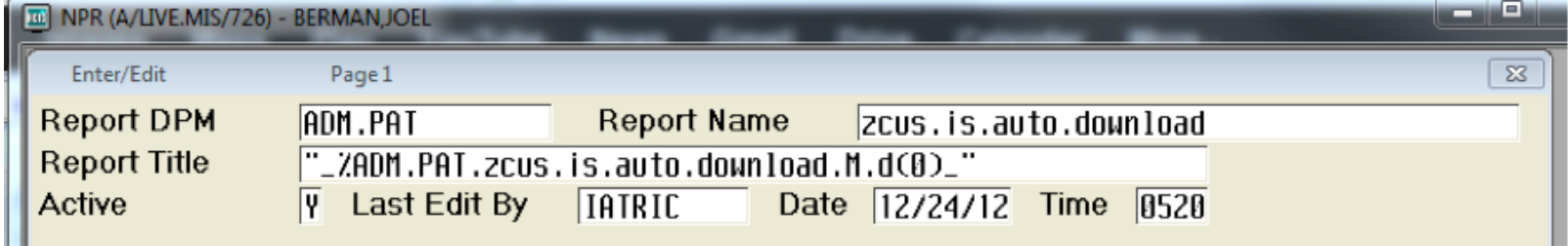
The Edit Elements routine allows you to attach field attributes to report selection fields in a similar fashion to the way you write attributes for Customer Defined Screens. We can exploit an IFE attribute (used to control whether the cursor stops at a field) to put the path into Z.c.cust.rw.path as the selection screen is displayed.



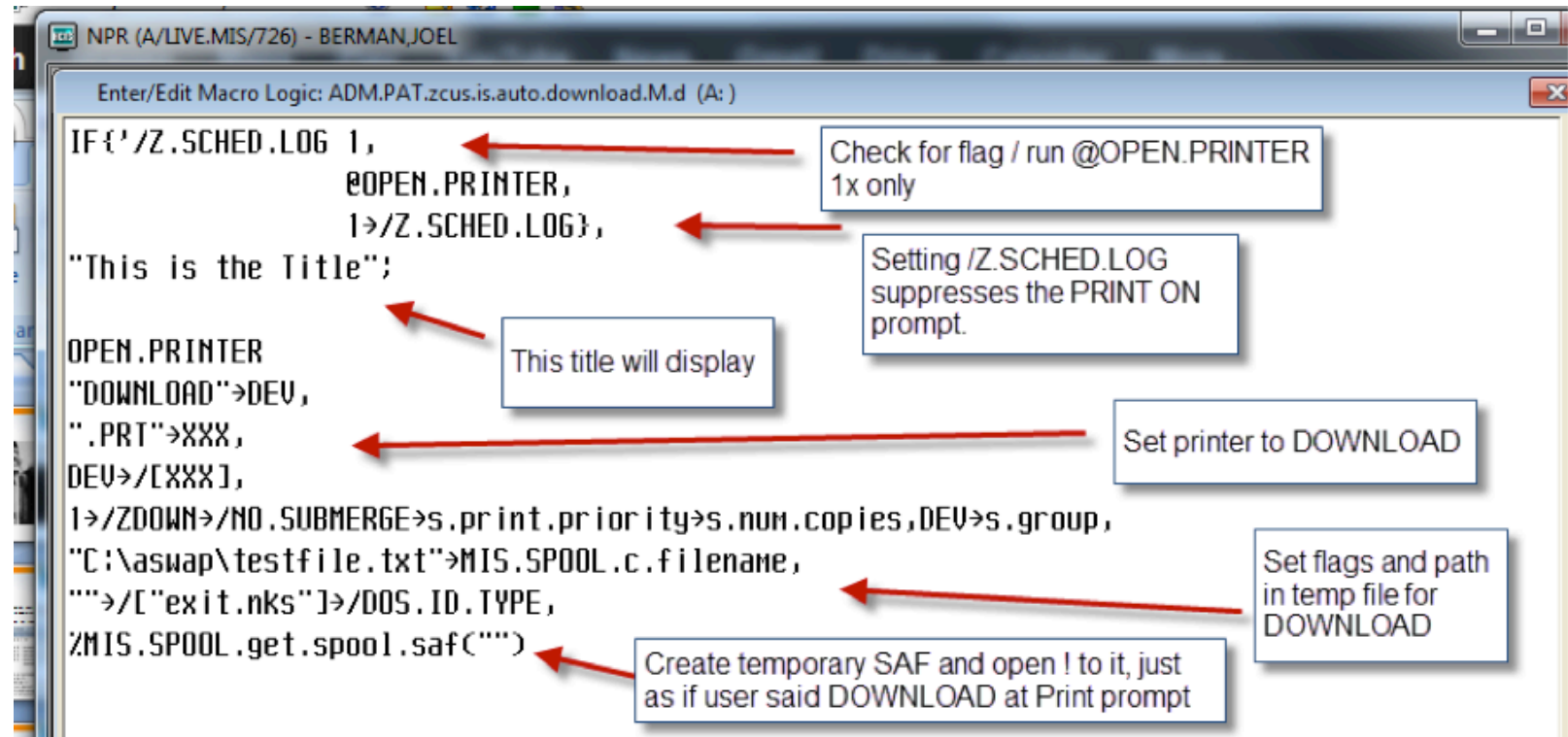
Here is what the IFE attribute should look like; substitute the local path and file name you wish to use for my example path and file here:



In MAGIC, you can imbed a program call in the title of the report, and use the program to set up an "auto download."



Since the title of the report is executed as a line of programming code when the selection screen is displayed (and again as the report banner is built for each page), we can use some quotes and underscores to imbed a program call in the title. We use a macro built as a program to set the report up to download, and we return the desired title as the last line of the program.



Since the MAGIC program involves quite a bit more code, I have uploaded this demonstration report to our MAGIC report library: ADM.PAT.zcus.is.auto.download

You can find additional Report Writing Tips on our website at <http://www.iatric.com/Information/NPRTips.aspx>, as well as information about our **on-site Report Writer Training** and **Report Writing Services**.

Read Joe's blog posts at **MEDI-Talk**.

To subscribe for email notifications for new Report Writing classes, please follow this link:

<http://www.iatric.com/Information/Classes.aspx>.

For more information, please contact Karen Roemer at 978.805.3142 or email [karen.roemer@iatric.com](mailto:karen.roemer@iatric.com).

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## Achievements:

**2013 Healthcare Informatics Top 100**

**2012 Best Places to Work in Healthcare IT**

**2012 Inc. 5000**

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## Upcoming Events:

### **2013 AACC Annual Meeting & Clinical Lab Expo**

July 28 - August 1, 2013  
George R. Brown Convention Center  
(Houston, Texas)

### **2013 New England Regional Compliance Conference**

September 9, 2013  
Marriott Boston Newton  
(Boston, Massachusetts)

### **NCHICA 19th Annual Conference & Exhibition**

September 8 - 10, 2013  
Grove Park Inn  
(Asheville, North Carolina)

### **National Health IT Week 2013**

September 16 - 20, 2013

### **2013 TN HIMSS Summit of the Southeast**

September 17 - 18, 2013  
Music City Center  
(Nashville, Tennessee)

### **The Privacy & Security Forum 2013**

September 23 - 24, 2013  
(Boston, Massachusetts)

### **Optum Provider Exchange 2013**

September 23 - 25, 2013  
Orlando World Center, Marriott Resort  
(Orlando, Florida)

### **InSight365: 2013 Annual Conference**

September 25 - 26, 2013  
Orange County Convention Center  
(Orlando, Florida)

### **2013 NJ / DV HIMSS Fall Event**

September 25 - 27, 2013  
Bally's Hotel and Casino  
(Atlantic City, New Jersey)

### **Fraud and Compliance Forum 2013**

September 29 - October 1, 2013  
Hilton Hotel  
(Baltimore, Maryland)

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