MEDITECH’s Mission
Enable Customers To Provide:
higher quality care
with greater efficiency...
to more people...
at a lower cost...
Physician Dissatisfaction with EHR Systems Remains Very High

AMA Survey Findings

The survey found 34% of respondents said they were satisfied or very satisfied with their EHR systems, compared with 61% of respondents in a similar survey conducted five years ago.

- 42% of respondents described their EHR system's ability to improve efficiency as difficult or very difficult;
- 43% of respondents said they were still addressing productivity challenges related to their EHR system;
- 54% of respondents said their EHR system increased total operating costs; and
- 72% of respondents described their EHR system's ability to decrease workload as difficult or very difficult.

Source: Durben Hirsch, FierceEMR, 8/10; American College of Physicians release, 8/10; Heath, EHR Intelligence, 8/11
“Despite spending half of the work day on EHR/clerical work, physicians are still taking home one to two hours of data entry work at night.”

Christine Sinsky
VP of Professional Satisfaction
AMA

“In their current form and implementation, EHRs have had a number of unintended negative consequences including reducing efficiency, increasing clerical burden and increasing the risk of burnout for physicians.”

Tait Shanafelt, MD
Mayo Clinic

“It is a ‘4,000 click-a-day problem.’ For every hour with patients, doctors are spending two hours on the computer….This has to change. The EMR of today is a mistake of epic proportions.”

Abraham Verghese, Senior Associate Chair,
Stanford University School of Medicine

“There is building resentment against the shackles of the present EHR; every additional click inflicts a nick on physicians' morale.”

Commentary published in JAMA

"I know people throughout the hospital, and they find the same thing: It's tedious, labor intensive and you feel like you can't do what you want to do."

Judy Lydon, RN
Brigham and Women’s Hospital
The Financial Implications of Overspending

In the face of a $12m deficit at the end of FY16, Dartmouth-Hitchcock Medical System announced it needs to reduce its workforce by 3-5% across all levels of the organization. Complexities related to the implementation of their new billing system were among the reasons for the deficit.

Source: Union Leader

With news of Mayo Clinic’s selection of Epic’s EHR came word the hospital would team up with the vendor to build a hardware infrastructure for the implementation that would cost about $6 million. Now, Mayo is reporting it expects to spend more than $1 billion over the next five years to get the EHR up and running.

Source: Becker’s Hospital Review

UMass Memorial Health Care ended FY 2016 with operating income of $40.7 million, down from $72.2 million in FY 2015. The decline was largely attributable to $25 million in training and implementation costs associated with its new Epic EHR platform. The project is expected to cost $700 million over a 10-year period.

Source: Becker’s Hospital Review

The University of Texas MD Anderson Cancer Center plans to eliminate 5 percent of its 20,000-person workforce, as it tries to improve its financial health. The organization recorded a 76.9 percent drop in adjusted income for the 10 months that ended June 30, 2016, a downfall officials largely attributed to their Epic EHR implementation project.

Source: Becker’s Hospital Review
MEDITECH Responds

Collaborative care solutions for Physicians, Nurses, Allied Health Professionals, Pharmacists, and other Clinicians

Contemporary and intuitive tools

Industry First - Web EHR, Business & Clinical Analytics, Population Health, Critical Care, and beyond

Inherent integration

One Patient, One Record, One Bill

Robust scalability

Horizontally, across care delivery environments and vertically, for growth and expansion
Avera Health Case Study

Desktop-based Solution vs. Mobile-based Web Ambulatory

- **Desktop-based Solution**: 6,100 clicks per clinic day, 4 hours spent
- **Mobile-based Web Ambulatory**: 2,140 taps/swipes per clinic day, 1.5 hours spent

**Savings**
- 3,960 clicks per clinic day
- 2.5 hours saved

*Based on 20 visits*
Contemporary Revenue Cycle Tools

### Payments

**Payments NOV 2015 - OCT 2016**

<table>
<thead>
<tr>
<th>Insurance</th>
<th>JUL 2016</th>
<th>AUG 2016</th>
<th>SEP 2016</th>
<th>OCT 2016</th>
<th>2016 To Date</th>
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<tbody>
<tr>
<td>Blue Cross</td>
<td>600.00</td>
<td>0.00</td>
<td>1,566,163.61</td>
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<tr>
<td>Blue Cross Other</td>
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<td>177,938.55</td>
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<td>Carefirst Inc.</td>
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<td>Commercial</td>
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<td>0.00</td>
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<td>5,007,079.00</td>
<td>30,733,519.04</td>
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<tr>
<td><strong>Total</strong></td>
<td>600.00</td>
<td>0.00</td>
<td>27,640,323.81</td>
<td>15,648,730.70</td>
<td>51,895,688.23</td>
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### Facility

<table>
<thead>
<tr>
<th>Facility</th>
<th>Blue Cross (Blue Cross) Payment Facility Amount 2016 To Date</th>
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<tbody>
<tr>
<td>Canton Medical Center</td>
<td>Canton Medical Center</td>
</tr>
<tr>
<td>Framingham Physicians</td>
<td>Framingham Physicians</td>
</tr>
<tr>
<td>Norwood Physicians Office</td>
<td>Norwood Physicians Office</td>
</tr>
<tr>
<td>South Coast Continuing Care</td>
<td>South Coast Continuing Care</td>
</tr>
<tr>
<td>Westwood Health Services</td>
<td>Westwood Health Services</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>12,999,298.66</td>
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</table>
Coming Soon: Handheld Tools for Nursing
MEDITECH Hospitals Outperform Cerner and Epic Hospitals on Quality and Value Measures

**HOSPITAL ACQUIRED CONDITIONS**
Significantly fewer MEDITECH hospitals were penalized for HACs compared to Epic and Cerner.

**VALUE-BASED PURCHASING**
A higher percentage of MEDITECH hospitals in VBP programs had **positive adjustments** (and a lower percentage had **negative adjustments**) than Epic and Cerner.

**READMISSIONS**
A smaller percentage of MEDITECH hospitals were penalized for readmissions than Epic and Cerner.
MEDITECH Hospitals Outperform Cerner and Epic Hospitals on Quality and Value Measures

<table>
<thead>
<tr>
<th>EHR</th>
<th>Total</th>
<th>#</th>
<th>% of EHR Hospitals</th>
<th>FY2016 Positive Value-Based Purchasing Adjustment</th>
<th>% of EHR Hospitals</th>
<th>FY2016 Negative Value-Based Purchasing Adjustment</th>
<th>% of EHR Hospitals</th>
<th>FY2016 Readmission Penalty</th>
<th>% of EHR Hospitals</th>
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</thead>
<tbody>
<tr>
<td>MEDITECH</td>
<td>729</td>
<td>136</td>
<td>19%</td>
<td>428</td>
<td>61%</td>
<td>264</td>
<td>38%</td>
<td>578</td>
<td>80%</td>
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<tr>
<td>Cerner</td>
<td>570</td>
<td>135</td>
<td>24%</td>
<td>284</td>
<td>52%</td>
<td>261</td>
<td>48%</td>
<td>470</td>
<td>83%</td>
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<tr>
<td>Epic</td>
<td>785</td>
<td>230</td>
<td>29%</td>
<td>454</td>
<td>59%</td>
<td>306</td>
<td>40%</td>
<td>642</td>
<td>82%</td>
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</table>

Independent study conducted by Navin Haffty and Associates
MEDITECH 6.x
the Best EHR for Hospital Profitability

For statistics and more information on the profitability of MEDITECH hospitals, see this report.
Phoebe Putney
Cuts Costs and Improves Productivity with MEDITECH

In one year since implementing MEDITECH’s EHR, and unifying a five-location system, Phoebe Putney Memorial Hospital (Albany, GA) has reduced HL7 interfaces from 500 to 250, resulting in a cost savings of about $500,000!
In less than a year, MEDITECH’s Surveillance has earned The Valley Hospital’s (Ridgewood, NJ) confidence for its power and versatility.

With 23 surveillance boards in use, Valley is yielding impressive results.

- 100% of HIM-coded septic patients were found by electronic surveillance in March 2016.
- 93% of patients who qualified for sepsis surveillance board were coded with sepsis diagnosis by HIM (6/1/2015 to 5/15/2016).
- Improvement in sepsis 3-hour bundle compliance.
- 78% to 98% increased compliance in flu vaccine administration rates.
- 30 minutes in estimated nursing time saved by eliminating manual counts of urinary catheters and central lines for CAUTI and CLABSI rates.
- 93% VTE prophylaxis compliance rate, a dramatic improvement from the low 70s.
MEDITECH’s EHR is a Success at Anderson Regional Medical Center

A MEDITECH customer for over 18 years, Anderson Regional Medical Center (Meridian, MS) saw immediate results after implementing MEDITECH’s EHR.

Within 24 hours of going LIVE, the facility saw…

98% CPOE usage
95% Maintenance of an up-to-date Problem List
95% Physician Documentation usage.

“Across the board, this implementation exceeded expectations. The collaboration and teamwork demonstrated between our hospital, MEDITECH, and NHA is truly outstanding. There is trust, respect, and a unified goal of success. This is quite impressive to witness.”

- John Anderson, CEO
MEDITECH Customers are Most Wired

MEDITECH continues to be 1 of the 3 vendors with the largest representation on the 2016 Most Wired list.

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Most Wired organizations use the MEDITECH EHR.
Join the 412 sites moving to MEDITECH’s Web EHR...