



Updates!

e-Newsletter from Iatric Systems, Inc.

June, 2007

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1. Message from Senior Management

Is Bigger Better?

Joel Berman, President



Is today's Iatric Systems of over 140 employees better than the Iatric Systems of the late 1990's with 10 or 20 staff members? I think the answer is mostly yes (in this case). Our staff has expanded because we continually offer new products and services that our clients want.

With more staff, we can handle more projects. We've installed over 1,000 applications and more than 4,000 interfaces in the last 10 years. When you deal with a small company, you always worry if they'll be around in 5 or 10 years to continue to support you. We plan to be here for many years to come.

With more staff, we have more experience to handle a greater number of unique situations. We recently had a client install one of our products that uses their wireless network. We later found out that the client had a different brand of access point in almost every closet. This caused some problems, as you can imagine. We had the staff to figure this out quickly and work with the client to correct the problem. Ten years ago, we might not have been so fortunate with a smaller staff.

What's the downside? One of the disadvantages of our size is that I no longer get to talk to every single one of our clients. There was a time when I knew most of you personally. Getting to know the customers you serve is always good.

Another disadvantage is that we don't necessarily all know each other within Iatric Systems, particularly given the virtual nature of our company. However, our internal divisions work hard to make sure everyone within each division works as a team. We also meet as a company to make sure our teams work with each other.

So in some ways, we are a victim of our own success. Rest assured that we are working hard to make sure you aren't. Feel free to call or write to me. I may not have heard from you in a while.

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2. Post-MUSE Webcasts

If you weren't able to attend MUSE, or if you missed a session you wanted to see at MUSE, we have good news for you!

Iatric Systems is hosting via webcast repeat performances of all of our International MUSE educational sessions and booth demonstrations. Our webcasts are online, real-time sessions you can attend from the comfort of your own office, and they are provided at no charge. Webcast dates, times and system type (C/S, MAGIC or Both) are below:

| Webcast Name | C/S, MAGIC or Both | Webcast Date(s) |
|---|--------------------|--|
| Flowsheet Find Out What You're Missing | MAGIC | July 10th |
| Flowsheet Find Out What You're Missing | C/S | July 12th |
| Medication Reconciliation with PDI/PDRx | MAGIC | July 19th |
| Medication Reconciliation with PDI/PDRx | C/S | August 7th |
| Medication Verification with VMV | Both | July 31st |
| MobiLab | Both | July 26th |
| Paperless Pharmacy | MAGIC | July 18th & August 8th |
| Paperless Pharmacy | C/S | August 9th |
| Pending Discharges & Bed Management | MAGIC | July 11th |
| Physician Office Integration / IatriConnect | Both | July 17th |
| Revenue Cycle Improvement with VSB | MAGIC | August 1st |
| Security Audit Manager | Both | August 2nd |

All of the sessions listed above will be held at 2:00pm Eastern. To register, simply click on the webcast date you would like to attend, and please be sure to include:

- **Your name,**
- **Phone number, and**
- **Hospital name.**

We'll promptly send you registration confirmation and instructions on how to participate. The following Iatric Systems Educational Sessions will be coordinated through the MUSE organization, so keep your eye on [MUSE's Calendar of Events](#) for dates and times:

- HL7 Basics
- HL7 Intermediate
- Point-to-Point vs. Interface Engines
- Wireless Network Security

If you have any questions, please contact us at info@iatric.com. Otherwise, we'll look forward to "seeing" you online!

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3. Flat Screen TV Winner Announced



Over 70 International MUSE attendees test-drove Iatric Systems' hands-on [IatriConnect Physician Office Portal](#) interactive exhibit in San Diego. Participants were entered into a drawing to win a 42" HD flat screen TV.

We're pleased to announce **Gary Davis**, I.S. Director at Great River Medical Center in West Burlington, IA, was the lucky winner of the drawing. Congratulations, Gary!

We hope the interactive exhibit was both educational and fun. As always, we welcome feedback. If you have suggestions, or if you would like additional information about IatriConnect or any other Iatric Systems products or services, please feel free to contact us at info@iatric.com. Thank you to all who participated!

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4. Lab Results Auto-Verification and Auto-Release



PRESS RELEASE - Boxford, MASS (June 15, 2007)

Iatric Systems and Calcwise Partner to Deliver Enhanced Result Auto-Verification for the MEDITECH LIS

On June 15, 2007, we announced our partnership with Calcwise, LLC, to deliver the Calcwise Labkit to laboratories looking to enhance their result auto-verification capabilities within the MEDITECH Laboratory Information System.

One of the biggest issues facing laboratories today is producing consistent and accurate results while maximizing automation. Auto-verification of lab results is at the forefront of this issue. The Calcwise Labkit was developed to allow laboratories to deploy robust auto-verification rules that further enhance MEDITECH's auto-verification capabilities. "Auto-verification rules need to be able to evaluate a wide range of criteria in order for technologists to make quick, safe and accurate decisions," said Bill Wise, M.D. and founder of Calcwise. "Calcwise was developed to decrease turn around times while improving patient care."

Under the terms of the agreement, Iatric Systems will provide sales, marketing, implementation, and support services for the Calcwise Labkit. Additional implementation and support services will be available and provided by Bill Wise, M.D. When asked about the recent partnership, Joel Berman said, "We are always looking to bring value-added products and services to hospitals operating MEDITECH systems. After discussions with Dr. Wise and consulting with our customers, we felt that the Calcwise Labkit was a great complement to our existing offerings for laboratories."

About Calcwise, LLC – Calcwise was founded in 2005 by Dr. Bill Wise. Dr. Wise combines his expertise in laboratory medicine and computer programming to help hospitals leverage their investment in the Meditech LIS. During his tenure as Chair of Pathology at Newton-Wellesley Hospital in Newton, MA, he began designing calc hooks and NPR reports. As a consultant, Dr. Wise has helped hospitals in a variety of ways, including installation and support of the Calcwise Labkit for auto-verification of lab module analyzers, such as the Beckman Coulter's GEN-S analyzer. Dr. Wise' primary role at Calcwise now focuses on expanding the capabilities of Labkit. Dr. Wise is also currently on the active staff in the Pathology department at the Caritas Good Samaritan Medical Center in Brockton, MA.

For more information about Calcwise, please contact us at info@iatric.com.

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5. Revenue Cycle Changes



There are some major changes ahead for hospitals in connection with the Revenue Cycle process. See a bulleted listing of some of the changes at the end of this article. Staff will be very busy with these changes, and revenue could suffer unless you are prepared and have a plan in place for each change.

What will the future look like for Patient Access and Patient Financial Services? We asked this question recently at International MUSE in San Diego, and over 160 attendees came to find out. Kay Jackson hosted an educational session at International MUSE entitled "Revenue Cycle Changes". She taught attendees all about the new changes and explained how organizations can plan and survive the transformation.

Kay will be hosting 3 repeat performances of this educational session via webcast during the month of July. We invite you to attend. Webcast dates and times are below:

| Webcast Date | Day | Time |
|--------------------------|-----------|-------------|
| 07/24/07 | Tuesday | 2:00 PM EDT |
| 07/25/07 | Wednesday | 2:00 PM EDT |
| 07/30/07 | Monday | 2:00 PM EDT |

To register, simply click the webcast date, and please be sure to include your **name, phone number and hospital name**. We'll promptly send you registration confirmation and instructions on how to participate.

Some of the upcoming major Revenue Cycle changes include:

- NPI (National Provider Identifier)
- POA (Present on Admission)
- CMS will replace 526 current DRGs with 860 severity adjusted DRGs
- CMS is reducing fraud by reviewing all improper claims
- Pay For Performance – it's only a matter of time
- Medical necessity continues to expand and include more commercial carriers
- Carriers will continue to search for new ways to delay or deny valid claims
- UB 02!!!!!!
- Estimated self pay out of pocket expense for each patient in 2007 will average \$1,627

We'll look forward to seeing you online!

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6. NPR Report Writing Tips

Crossing application databases (same application) w/o fragments. (Magic or C/S)

There is a little known technique that allows a report to run for all application databases without use of fragments.

This is very useful when you have multiple application databases and need to report data from all of them. Using fragments also works, but is not nearly as convenient.

All you do is add a sort of MIS.APPL.multi.database. When you do this the report will automatically open the correct application database before printing the records from that database.

The report will still prompt for an application database before you get to the selection screen, but the database you select will not restrict your report.

Enter/Edit Report Page 2

Report Name

| | Sort Field | Order | Header | Trailer | Renumber | Pages |
|---|-------------------------|-------|--------|---------|----------|-------|
| 1 | MIS.APPL.multi.database | ASC | PAGE | Y | | N |
| 2 | facility | ASC | NONE | N | | |
| 3 | room | ASC | NONE | N | | |
| 4 | bed | ASC | NONE | N | | |
| 5 | urn | ASC | NONE | N | | |

You can sort by MIS.APPL.multi.database as any sort. Meditech has a knowledge base article which specifies that you sort as the first or the last sort, but the field can be used at any point.

Enter/Edit Report Page 2

Report Name

| | Sort Field | Order | Header | Trailer | Renumber | Pages |
|---|-------------------------|-------|--------|---------|----------|-------|
| 1 | location | ASC | KEY | N | | |
| 2 | MIS.APPL.multi.database | ASC | KEY | N | | |
| 3 | name | ASC | NONE | N | | |
| 4 | room | ASC | NONE | N | | |
| 5 | bed | ASC | NONE | N | | |

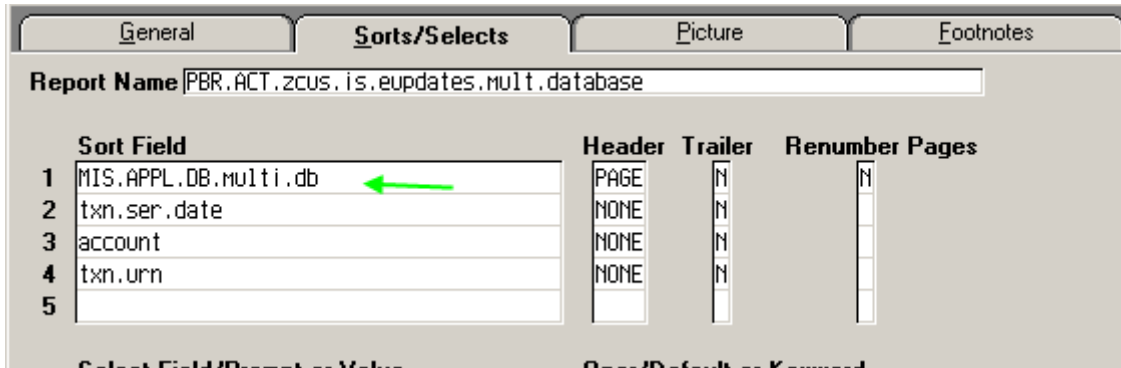
During record selection, the report will open each database to process records for selection. During printing, the report will open each database during the sort loop where you have placed MIS.APPL.multi.database

```

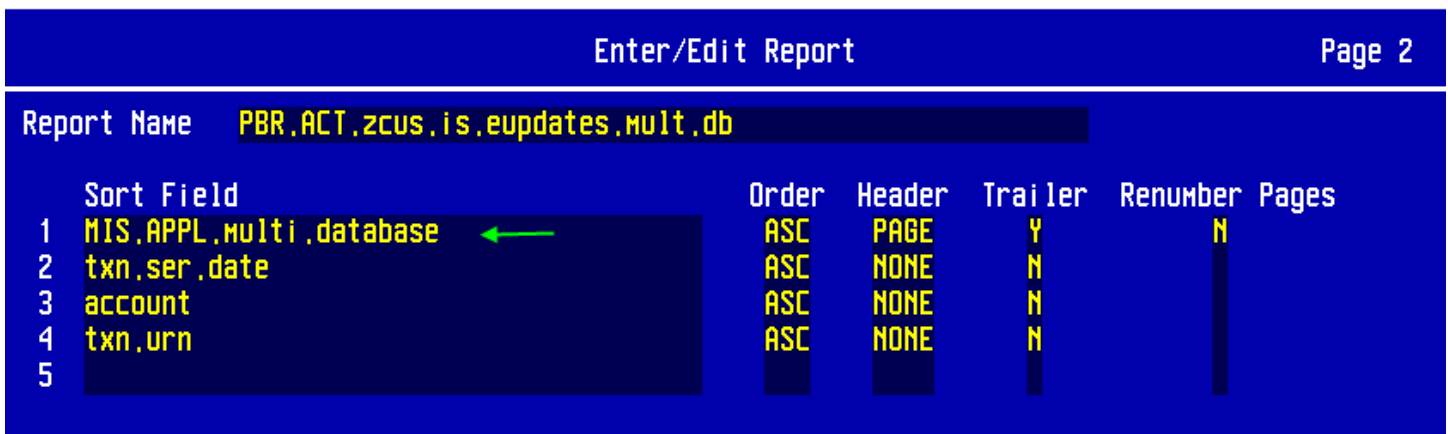
1>R.PRINT.HK1,
">iaD,
DO{+[R.TF,ggn,iaD]>iaD&'/R.HALTED %Z.rw.multi.db.open.prefixes(iaD,1),
iaD>/U[2],
1>R.PRINT.HK2,

```

In Client Server the sort filed is MIS.APPL.multi.db



This technique works for Magic and Client Server LSS reports also.



If you need to call a fragment from one of these reports in a matching application database to one you will be crossing to:

```
%Z.rw.fragment("Your Fragment Here",MIS.APPL.multi.database) <== Magic
```

```
%Z.rw.fragment("Your Fragment Here",MIS.APPL.multi.db) <== C/S
```

You can find additional NPR Tips on our website at <http://www.iatric.com/information/npr-tips.asp>, as well as information about our [on-site NPR Report Writer Training](#) and [NPR Report Writing Services](#).

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7. Newsletter Sign-Up/Contact Us

[Sign up for our Updates! newsletter](#), or do so by visiting the lower right section of our website's [homepage](#).

You may also request to discontinue receiving our newsletter by sending an e-mail at info@iatric.com.

If you've received this newsletter via e-mail, you may give us feedback by simply replying to the e-mail. However, if you would like to reach someone directly, please feel free to contact one of the individuals listed below.

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