

15 years of Meditech Expertise

Table of Contents

Joel's MUSEings.....	1
Focus on Patient Safety.....	1
Improve Revenue, Lower AR Days	2
Master Patient Index Integrity.....	2
Security & Privacy Compliance.....	2
Physician Office Integration.....	3
Tuesday Workshops.....	3
Iatric Systems Sessions.....	3

Joel's MUSEings

Joel Berman,
President



Welcome to the 2005 International MUSE Conference. I've had this one on my calendar for years. This year's show promises to be the most exciting of all time. The schedule of educational sessions and workshops is packed with more interesting topics than ever. More users are attending the show than ever before, and we look forward to meeting as many of you as possible so please stop by and say hello.

Iatric Systems is celebrating its 15th anniversary of providing products and services to Meditech customers throughout the US, Canada, the UK and elsewhere. In 15 years, our staff has grown from 1 to over 70 now. The cumulative sum of healthcare experience of everyone at Iatric Systems now totals over 800 years! No, it's not all me. We continue to be a company that is focused on helping hospitals leverage their Meditech investment.

This year we are introducing a number of new products focused on patient safety. Over the past year, using technology to improve

patient safety has been a hot topic in the press and the healthcare industry. Please take some time to look at our new handheld wireless phlebotomy solution (**MobiLab**) and our new bedside medication verification software (**VMV**). Like all our products, these integrate seamlessly with your Meditech system (both MAGIC and C/S).

Many of our solutions are direct results of customer input. Thank you to those of you who provide us with suggestions and feedback. We'll look forward to hearing more of your thoughts and ideas, and to seeing you at the Conference. Enjoy the show.



Focus on Patient Safety

There is a new surge of excitement at hospitals in the Meditech community regarding how Iatric Systems' clinical software systems help hospitals improve patient safety. At International MUSE this year, come and find out for yourself what the excitement is all about:

Bedside Medication Verification – Our Visual Flowsheet Suite is now even better with the addition of **Visual Medication Verification (VMV)**. VMV is a bedside medication verification system that enables barcode scanning and verification of meds directly from VFS. Like VFS, VMV was

Bring this Show Guide with you when you visit the Iatric Systems booth (number 300), and receive product & service information, as well as a complimentary gift.



was designed with nurses for optimal workflow, and it is a cost-effective solution for hospitals looking to implement a bedside medication verification solution.

Mobile Phlebotomy – MobiLab helps improve patient safety with positive patient identification, positive specimen identification and specimen label printing at the bedside. By utilizing wireless handheld and printer technology, MobiLab is designed to reduce patient identification and specimen labelling errors while increasing the productivity of your phlebotomy and nursing staff.

Medication Reconciliation – One of JCAHO's 2005 patient safety goals is for hospitals to "accurately and completely reconcile medications across the continuum of care". **Patient Discharge Instructions (PDI)** now enables streamlined medication reconciliation to occur. PDI also saves staff time – hospitals have reported a savings of up to 75% in connection with assembling discharge medication instructions alone.

Legible Prescriptions – Produce legible prescriptions and save physicians time with **Physician Discharge Prescriptions (PDRx)**. PDRx pulls active medications from Meditech's PHA application and enables users to add and modify discharge prescriptions quickly and easily. Once modifications are complete, legible prescriptions are produced for physician signature.

Improve Revenue, Lower AR Days

At International MUSE, we will be demonstrating two exciting solutions specifically designed to assist healthcare systems save staff time, lower AR days and obtain revenue that would otherwise be lost due to failed medical necessity.

You may already be familiar with the first solution – **Medical Necessity Ordermate (MNO)**. MNO is a mature, sophisticated system that hospitals across the US have relied upon for years. MNO is seamlessly integrated with Meditech and can be used in CWS, ADM, LAB or OE/ITS to perform pre-service evaluations & generate ABNs for patient signature.

Medical Necessity Checkmate (MNC) is the counterpart to MNO. MNC enables automated processing of accounts in B/AR based on medical necessity requirements and ABN signature statuses. MNC automation is directly integrated into your B/AR close-day routine, and it results in lower AR days, increased revenue, and less time spent by billing staff moving charges and more time on collections.

If you'd like to learn more about MNO and MNC through the eyes of one of your peers, please join Tom Gronert, of St. Joseph Medical Center in Towson, MD, as he explores implementing Medical Necessity in the Laboratory (session 2073) on Thurs at 10:00am. MNO/MNC demos are

also scheduled at our booth on Thurs at 11:00am and again at 1:30pm. If you're not able to attend the ed session or the demos, simply stop by our booth to set up a time for a private presentation.



Master Patient Index (MPI) Integrity

Master Patient Index (MPI) integrity is the foundation for Advanced Clinical Information Systems such as CPOE, EMR and EDIS. The creation of duplicate records is a direct threat to the Master Patient Index. Industry experts suggest that the average hospital has a 10% duplication rate, with merged entities facing rates as high as 40%. Duplicate medical records have been shown to compromise patient care, increase the likelihood of repeat testing, create legal and regulatory liabilities and result in direct material costs to healthcare organizations.

The first step to MPI integrity is the clean-up of existing duplicate records. Iatric Systems developed our **MRI MergeMate** product to assist HIM departments with the identification and electronic merging of patient records. MergeMate allows organizations to define their own duplicate selection criteria and electronically merge individual and/or batch records all within the Meditech environment.

At Iatric Systems, we believe in the old medical adage, "An ounce of

prevention is worth a pound of cure." This year, we are pleased to introduce our newest MPI integrity tool - **MRI Guard**. MRI Guard was designed to integrate with Meditech's Admissions module in an effort to prevent duplicates *before* they are created. MRI Guard uses additional duplicate checking algorithms as a backup to Meditech's standard Soundex search. The longer a duplicate record remains in your system, the more costly it becomes. Don't just fix duplicates ... prevent them!

We will be hosting two sessions at MUSE related to MPI Integrity – an educational session (number 347) entitled "Don't Get Dup'd – Understanding the Cause, Effect and Prevention of Duplicate Medical Records" on Wed at 2:00pm, and a demonstration of MRI Guard / MergeMate at our booth on Thu at 9:30am.

PHI Security & Privacy Compliance

The US HIPAA Security Ruling went into effect on April 20, 2005. Health Information Protection Acts are going into effect across Canada. How is your organization ensuring secure Protected Health Information (PHI)? Get help from **Security Audit Manager (SAM)**. SAM has received a tremendous amount of positive feedback from hospitals within the Meditech community because it provides IS staff with secure, plug-n-play access to all user and patient access activities. SAM helps organizations comply with security and privacy requirements without expending a great deal of Meditech HCIS storage space or IS staff time. If you'd like to learn about SAM through the eyes of one of your peers, please join Mary Ann Schwabenbauer of Elk Regional Health Center on Thursday at 2:30 in session 2065. You can also see a live demonstration of SAM at our booth on Thursday at 3:30 pm.



International MUSE 2005 Show Guide



Physician Office Integration

Compete with commercial labs and improve physician satisfaction. Commercial labs are currently attracting patients from physician offices at an alarming rate. How can you attract laboratory and other business from physician offices and improve physician satisfaction? You can accomplish these goals with **Physician Office Integration (POI)**.

POI was developed to share Meditech data directly with physician office software systems. Give physicians what commercial laboratories are offering them, plus more – POI passes lab results as

well as radiology reports and other patient results to virtually any physician office software system, helping physician offices move towards a more complete Electronic Health Record (EHR). Furthermore, since POI integration with Meditech can be bi-directional, POI can also automatically place orders into Meditech directly from physician office software systems.

Iatric Systems has successfully interfaced Meditech to over 120 different "other vendor" software systems, and we add more systems to that list every month. POI is unique in that it is already live and in use at multiple hospitals. Furthermore, it is scaleable, secure, bi-directional and low-cost.

If you'd like to learn more about POI through the eyes of some of your peers, please join Kay Down of Union Hospital and Sandi Wiltshire of Heywood Hospital when they discuss their

experiences with Physician Office Integration (session 2098) on Thursday at 1:30 pm. We will also demonstrate POI at our booth on Wednesday at 2:00 pm. If you're not able to attend the educational session or the demo, simply stop by our booth to set up a time for a private presentation.

Tuesday Workshops

Pre-conference workshops have become a cornerstone of the education that occurs at MUSE. This year, Iatric Systems staff will be volunteering their time to host 12 Tuesday Trainings. A list of the workshops can be found on the back of this page, in the lower right corner.



Iatric Systems Sessions

Session Type & Name	Num	Product	Day	Time
Educational Sessions (to be held in Conference Rooms)				
NPR Tips & Tricks for All Ages	350	---	Wed	10:30a
Don't Get Dup'd: Cause, Effect & Prevention of Dup Medical Records	347	---	Wed	2:00p
Medication Reconciliation	349	---	Wed	3:30p
A Survival Guide to Interfacing in the Meditech World	351	---	Fri	3:30p
Product Demos (to be held at Iatric Systems Booth Number 300)				
MobiLab - Mobile Phlebotomy	---	MobiLab	Wed	10:30a
VFS Suite - Flowsheet plus eMAR, BMV and Nursing Status Board	---	VFS Suite	Wed	1:00p
POI - Physician Office Integration	---	POI	Wed	2:00p
Bedside Medication Verification with VMV	---	VMV	Wed	3:30p
Patient Discharge Instructions & Physician Discharge Prescriptions	---	PDI/PDRx	Wed	4:30p
Eliminate Dup Medical Records with MRI Guard / MRI Mergemate	---	MRI Guard	Wed	9:30a
Medical Necessity Checking & Automatic Claims Adjustment w/ MNO/MNC	---	MNO/MNC	Thu	11:00a
Medical Necessity Checking & Automatic Claims Adjustment w/ MNO/MNC	---	MNO/MNC	Thu	1:30p
Hot Integration Topics	---	Interfaces	Thu	2:30p
PHI Security & Privacy Compliance with Security Audit Manager	---	SAM	Thu	3:30p
On-Line eMAR with VMAR	---	VMAR	Fri	9:30a
Patient Discharge Instructions & Physician Discharge Prescriptions	---	PDI/PDRx	Fri	11:00a
MobiLab - Mobile Phlebotomy	---	MobiLab	Fri	1:30p
MobiLab - Mobile Phlebotomy	---	MobiLab	Fri	2:30p



15 years of Meditech Expertise

27 Great Pond Drive
Boxford, MA 01921



15 years of Meditech Expertise

*Bring this Show Guide
with you when you
visit the Iatric Systems
booth (number 300),
and receive product &
service information,
as well as a
complimentary gift.*

Visit us on the web at
www.iatric.com

International MUSE 2005 Show Guide

Tuesday Workshops

Morning Workshops

- 701 – NPR Report Writing for the Magic NUR Module (with Joe Cocuzzo)
- 702 – Customer Defined Screen (CDS) Attributes (with Jason Medeiros)
- 703 – NPR Report Writing in LAB and BBK (with Chuck Waterbury)
- 705 – Understanding Ethernet and TCP/IP (with Mike DeVoe)
- 707 – NPR Report Writing – C/S Tips and Tricks (with Phil Sherry)

Afternoon Workshops

- 801 – “Advanced Plus” CDS Attributes for Magic 4.9 and 5.4 (with Joe Cocuzzo)
- 802 – Introduction to Clinical Rule Writing (with Jason Medeiros)
- 803 – NPR Report Writing in MIC and PTH (with Chuck Waterbury)
- 804 – Creating Interdisciplinary Documentation through NUR Interventions (with Michelle Schneider, RN)
- 805 – NPR Fragments – (with Joel Berman)
- 806 – NPR Application Development 101 (with Frank Fortner)
- 807 – NPR Report Writing – Recreating Billing Reports – C/S and MAGIC (with Phil Sherry)