



## Updates!

e-Newsletter from Iatric Systems, Inc.

## January, 2007

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### 1. Message from Senior Management

#### Experience

Joel Berman, President



How many of you remember Direct Aid, ESP, or Phylve? Are these names and acronyms you've never heard of? No. These are companies run by good, smart people. They attended MUSE and were active in the Meditech market in years past, but today they no longer attend MUSE shows. They're no longer active in the Meditech market or they're out of business. They aren't around because they weren't successful selling their products in this space or they couldn't adapt to changing market requirements.

Any time you invest in third party (non-Meditech) software, you want to know that the company will be around in the years ahead to provide the service you demand and to make sure the product you purchased today doesn't become tomorrow's dinosaur. Iatric Systems was around then, is alive and well today and will continue to be around tomorrow.

Good experience is one of the things that can help a company stay in business. I'm a big believer in experience. When we hire new staff, we ask about their experience rather than what college they attended. In fact, I don't know what college almost anyone on our staff attended, or if they even attended college. What I want to know about is their Meditech experience.

We hire people with experience, and our company has a track record of experience. Our software applications group, headed by Senior VP Frank Fortner, has successfully installed over 1,000 software systems at hundreds of Meditech customer sites. Ken Hoffman, VP of our interface division, has been responsible for overseeing the installation of well over 6,000 interfaces. Joe Cocuzzo, our NPR Services VP, estimates his group has delivered over 10,000 NPR reports. Do you think these guys and their staff know what they're doing? Go ahead and ask them.

We've been around since 1990. Be assured we'll be here tomorrow. We've got the track record to prove it. Call us if you need some experienced advice or assistance.

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## 2. Introducing Paperless Pharmacy



[Paperless Pharmacy](#) is a brand new solution from Iatric Systems, and we'd like to invite you to attend a public webcast presentation to introduce the system to you.

What is Paperless Pharmacy, you may ask? In a nutshell, it:

- Eliminates the need for faxing medication orders to a hospital's pharmacy
- Provides pharmacy staff with an online medication order management system.

You may have seen the "Paperless Pharmacy Goes Live at Elk Regional" article in the [November issue of Updates](#). Now you can learn more via webcast. Our webcasts are online, real-time interactive sessions that you can attend from the comfort of your own office, and they are provided at no charge. We will be hosting three Paperless Pharmacy webcasts over the next month:

Webcast Date	Day	Time
<a href="#">February 13th</a>	Tuesday	2:00pm Eastern
<a href="#">February 14th</a>	Wednesday	2:00pm Eastern
<a href="#">March 1st</a>	Thursday	2:00pm Eastern

Webcasts are open to staff at any hospital operating the Meditech HCIS. To register, simply select the session 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.

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### 3. CMS to Require Inpatient Satisfaction Reporting



On November 1, 2006, the Centers for Medicare and Medicaid Services (CMS) announced plans which will affect Outpatient and Inpatient Prospective Payment Systems (OPPS and IPPS) beginning this year. You can read the CMS announcement [here](#).

The rule will effectively tie hospital reports of inpatient satisfaction to reimbursement for inpatient visits. Among other items, the final rule will require US hospitals in July of 2007 to begin reporting inpatient satisfaction measures in order to receive a full IPPS payment update. CMS will require the process to begin for inpatients in July, and plans to expand the requirement to outpatient visits in 2009.

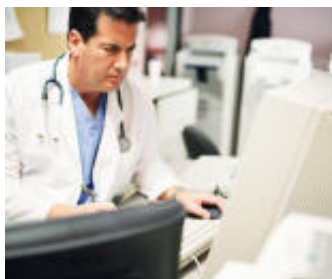
The patient survey format hospitals will be required to utilize is called HCAHPS® (Hospital Consumer Assessment of Healthcare Providers and Systems). The HCAHPS survey is composed of 27 questions, and covers aspects of the patient's hospital experience ranging from communication with doctors and nurses to cleanliness of the facility. Goals the agency hopes to achieve through implementation of the standardized surveying method include gaining patients' perspectives on care, as well as public reporting of results creating incentives for hospitals to improve their quality of care. Many hospitals have collected patient satisfaction data for years but no national standard for collecting and reporting data existed. CMS hopes the HCAHPS survey will enable an "apples to apples" comparison.

Hospitals can choose to conduct surveys on their own, or they can employ the assistance of a survey vendor. To participate in HCAHPS, all survey vendors as well as hospitals that plan to conduct surveys on their own must meet certain program requirements and must participate in HCAHPS training. CMS will begin to offer training this month. For more information, including a list of approved survey vendors, visit the [HCAHPS website](#).

Visit our [homepage](#) for a related poll and its results (look for it in the lower right hand corner), "What department will be responsible for conducting HCAHPS surveys and reporting results to CMS?"

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## 4. Integrating Physician Offices with Meditech



It's no wonder integrating physician offices with the Meditech HCIS is a top priority at hospitals across the US and Canada today. National and local funding for physician adoption of IT is on the rise. In the US, Stark Law safe harbors now enable hospitals to significantly subsidize EMR solutions for physician offices. Obstacles that have prevented physicians from adopting IT in the past are being overcome, one by one.

Iatric Systems offers a number of solutions that enable hospitals to help physician offices to embrace IT:

**Physician Office Integration (POI)** – Some physician offices already have an EMR in place. [POI](#) provides uni-directional and bi-directional communication between Meditech and those physician office EMR systems. Our experience in this area is second to none, having interfaced to over 45 physician office EMR systems, from well known systems (eClinicalWorks, NextGen, A4, Misys, etc.) to homegrown ones.

**IatriConnect Physician Office Portal** – For those physician offices without an EMR in place, [IatriConnect](#) offers a cost effective, secure method of viewing a hospital's Meditech patient results via the Internet. It can be used by physicians who want to break free of the confines of PCI and customize the way they look at patient results. IatriConnect also helps hospitals compete with commercial laboratories by enabling physicians to access hospital patient lab results online at their practices.

Join us from the comfort of your own office in February as Ken Hoffman, VP of Interfaces and Integration, and Frank Fortner, Senior VP of Applications, present POI and IatriConnect via webcast. Ken and Frank will host three sessions:

Webcast Date	Day	Time
<a href="#">February 15th</a>	Thursday	2:00pm Eastern
<a href="#">February 20th</a>	Tuesday	2:00pm Eastern
<a href="#">February 21st</a>	Wednesday	2:00pm Eastern

To register, simply select the session 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. Webcasts are open to staff at any hospital operating the Meditech HCIS.

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## 5. NPR Report Writing Tips

**Utility to print "amount in words" for Prescriptions - (Let Meditech do most of the work).**

Lately we've been doing more RXM prescription fragments and most of the specifications call for spelling out the quantity to dispense and, less often, the number of refills.

You may be aware that Meditech has a standard Z program called Z.amount.in.words that is designed to spell out amounts for a check. This routine can be copied to your own "Z" utility and modified so that it does not try to add "cents" to a quantity to dispense on a prescription.

First, create a "holder" report. This is a report designed to provide a place to write a macro as a program. Since you might want to call your utility from any report, it is best to select a DPM that is available from every segment. In Client Server and Magic, the "Z" DPM is a good choice. Any MIS DPM will also work.

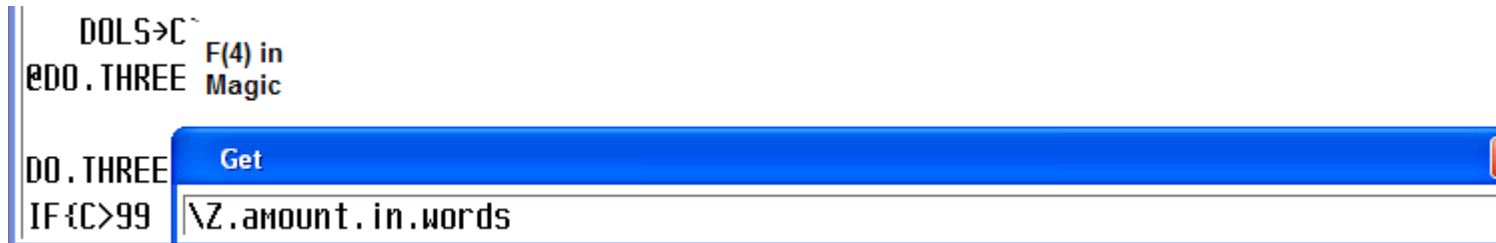
Enter/Edit		Page 1	
Report DPM	Z	Report Name	zcus.is.amount
Report Title	Holder Program for Amount Conversion Utility		
Active	Y	Last Edit By	IATRIC
		Date	01/23/07
		Time	1421
Detail DPM		Detail Segment	
Index DPM		Index File	

The only required fields are Report Title and Active. You may want to use a title that indicates that the report is only a "holder" for macros, otherwise someone might delete it because it won't be on any menus and it will not have activity.

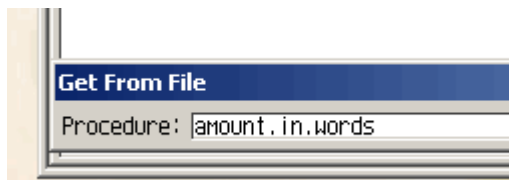
(Remember when you move a Z report from one directory to another, you will need to use the application of "MIS")

Create a macro with the Enter/Edit Macro routine and copy the source code of Z.amount.in.words into the macro.

In Magic, use the F(4) key and enter a \ followed by the name of the program. A view only window of the source code will appear. You can use the F(1) and F(2) block copy and then use Insert to paste the code into your macro.



In client server use the F(5) key, enter Z as the DPM, followed by the program name:



Note that you can copy macros from standard reports into your own macros with the F(4) key (Magic) or the F(5) key (Client server). In Magic you need to type the name of the macro exactly. In C/S you can get a lookup, hit F(1) in C/S to access help for details.

Use the F(1)/F(2) block copy to copy the Meditech source code into your own macro and take out the code related to "CENTS", nicer to include the %Z.convert.to.mixed.case program to have the number spelled out in upper/lower case format also:

```
Enter/Edit Macro Logic: Z.zcus.is.amount.M.words (A: )
A>DOLS,
@INITIALIZE,
IF{DOLS-0=0 "ZERO">OUT;
  @DO.DOLLARS},
OUT:0S>OUT,
%Z.convert.to.mixed.case(OUT,"",1);
```

To use the utility, create a computed field as follows:

```
xx.qty
DAT=FREE
LEN=20
VAL=%Z.zcus.is.amount.M.words(@qty)
```

A quick loop in the "front end" will show that our utility is working properly:

```
A:LIVE.MIS (NPR)}DO{CNT+1>CNT<20 N(%Z.zcus.is.amount.M.words(CNT))>#}
One
Two
Three
Four
Five
Six
Seven
Eight
Nine
Ten
Eleven
Twelve
Thirteen
Fourteen
Fifteen
Sixteen
Seventeen
Eighteen
Nineteen
```

Client server and magic versions of the holder report Z.zcus.is.amount have been uploaded to our report library.

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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## 6. Newsletter Sign-Up/Contacting 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](mailto: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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