

OUT OF THE BOX THINKING

CHANGES YOUR I.S. FORTUNE

CPOE First
Big Bang Implementation Approach
Small, Focused Project Teams
Innovative End-user Training

RIGHT SCOPE. RIGHT COST. RIGHT SOLUTION.

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Instead of traditional project thinking, Quammen leverages its unique software deployment methodology, innovative user training and “big-bang” implementation approach (rather than phased) to quickly get electronic records up and running in a few months, generating these results:

- ✔ Organizations successfully achieve meaningful use criteria and meet other industry goals.
- ✔ Unprecedented user adoption of CPOE.
- ✔ Greater patient safety through bar-coded medication administration and patient context across systems.
- ✔ Enhanced physician and nurse satisfaction, with features such as single sign-on and virtual workstations.
- ✔ Better clinical decision-making through links to protocols, education and industry sources.
- ✔ Improved efficiency by eliminating paper-based patient charts.
- ✔ Enhanced clinical care and customer service through remote access to the EHR.

QUAMMEN HEALTH CARE HELPS COMMUNITY HOSPITALS TAP INTO BIG TECHNOLOGY FOR EVEN BIGGER RESULTS

When it comes to health IS implementation, independent community hospitals have the same operational and financial goals of their larger counterparts. Limited resources—financial, manpower and time—should not diminish their information technology aspirations, says Becky Quammen, CEO of Quammen Health Care Consultants, Murfreesboro, TN.

A Walsh Center for Rural Health Analysis at the National Opinion Research Center (NORC) brief notes that system hospitals reported annual IS budgets of about \$1.3 million, while independent facilities spend less than half that amount.

As a result, smaller providers are forced to invest in less expensive, less sophisticated technology without the capacity to show clinical results or realize the meaningful use requirements associated with receiving incentive funds through the American Recovery and Reinvestment Act (ARRA).

Quammen Health Care Consultants helps hospitals avoid settling for inadequate systems by bringing creative, out-of-the-box thinking to achieve IS implementation goals. Instead of exclusively leading small healthcare providers toward expected EHR solutions, Quammen evaluates systems based solely on a hospital’s clinical functionality and desired benefits. To do this, Quammen leverages a detailed product evaluation matrix to evaluate product functionality on a six-point scale.

The process has resulted in a surprising choice for a number of smaller facilities: applications previously only sold and implemented in larger healthcare systems are now proven in smaller community hospitals.

In addition to identifying, negotiating and purchasing the *right application and technology solution*, Quammen works closely with

“There is just a lot more clinical functionality in this larger system that is not there in more basic products. And, we need that functionality to get our clinicians on board and to meet meaningful use requirements. We also have a vision to grow and we wanted to have a system that would help us do that.”

Jim Sinek, President and CEO
Faith Regional Health Services, Norfolk, NE

“With the implementation of this groundbreaking technology, we can experience enhanced clinical care, improved patient engagement, and better communication among caregivers.”

John Hicks, President and CEO
Platte Valley Medical Center, Brighton, CO

hospital clinicians, physicians and executives to bring these solutions to their facilities:

- Works with vendors to *right size* their solutions, giving small hospitals access to advanced technologies typically built to accommodate larger facilities.

- Works closely with small hospitals to make the systems the *right cost*.

- Works with vendors and hospital project teams to streamline implementation methodologies, reducing cost and time to go live: *right results*.

Quammen recently responded to one rural community hospital’s need to combine several critical access facilities under one contract, making an EHR financially feasible for each hospital and the contract financially viable for the vendor. This same hospital will meet meaningful use this year, while enjoying the success of a fully paperless EHR and an average of 70% CPOE. Another community hospital is scheduled next month for their EHR/CPOE live event following a 10-month implementation.

Implementing these large EHRs helps small facilities move toward the clinical and financial benefits associated with increased utilization of technology, and experience unparalleled results such as the quick realization of meaningful use requirements, unprecedented user adoption, greater patient safety and improved operational efficiency.

RIGHT SCOPE. RIGHT COST. RIGHT SOLUTION.



A full-service healthcare information system and business consultancy, Quammen Health Care Consultants offers strategic planning, assessment and hands-on implementation services that support a wide range of hospital initiatives. Healthcare providers of all sizes rely on QHCC for high-level analysis, vendor selection, deployment and support of any healthcare system available today. Our experienced team helps you make the right choices, improve operations, and achieve your clinical and business objectives.