



## 14th Annual HIMSS Leadership Survey

### Vendor Chief Executive Officer Results

March 17, 2003

Healthcare CEO Survey

Healthcare  
IT  
Industry

Healthcare CIO Survey



### Vendor CEO Survey Keytrend Index

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# 14<sup>th</sup> Annual HIMSS Leadership Survey

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Key Trends Index: Vendor CEO

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## IT Decision Makers and Staff

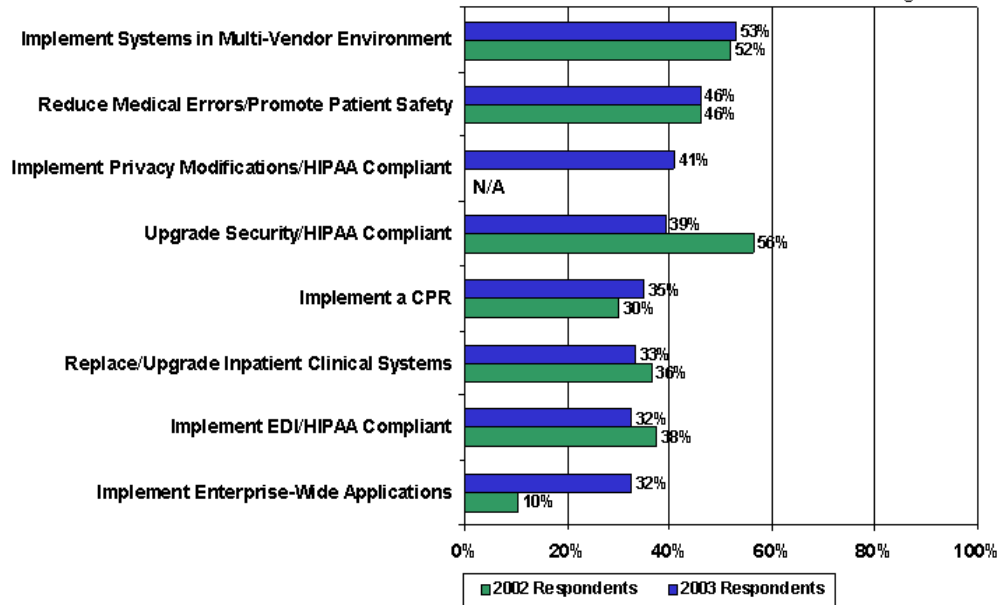
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# IT Priorities

**Current IT Priorities (Within Next 12 Months)**  
(2003 Results vs. 2002 Results)

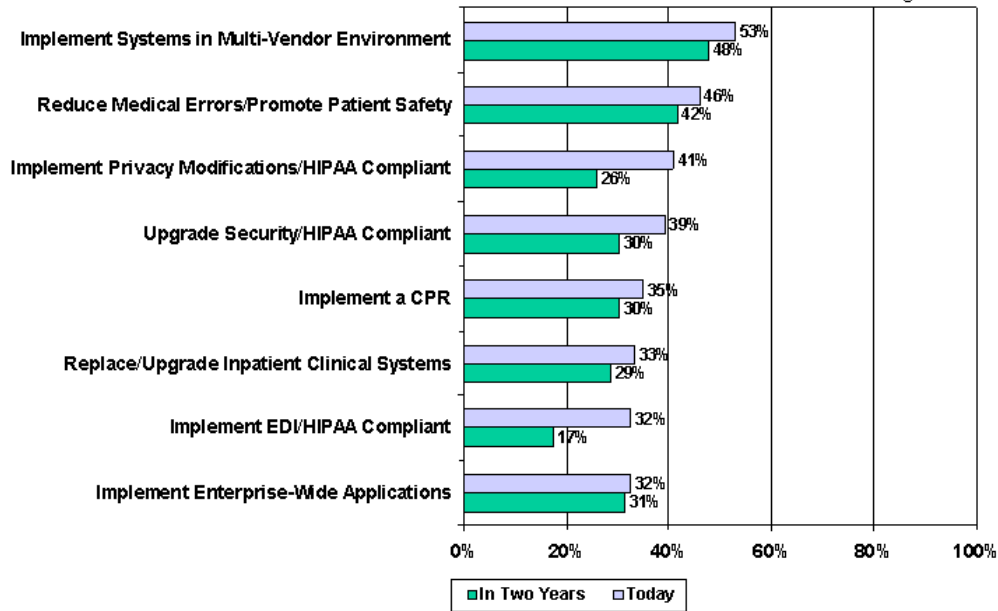
Figure 8



# IT Priorities (Continued)

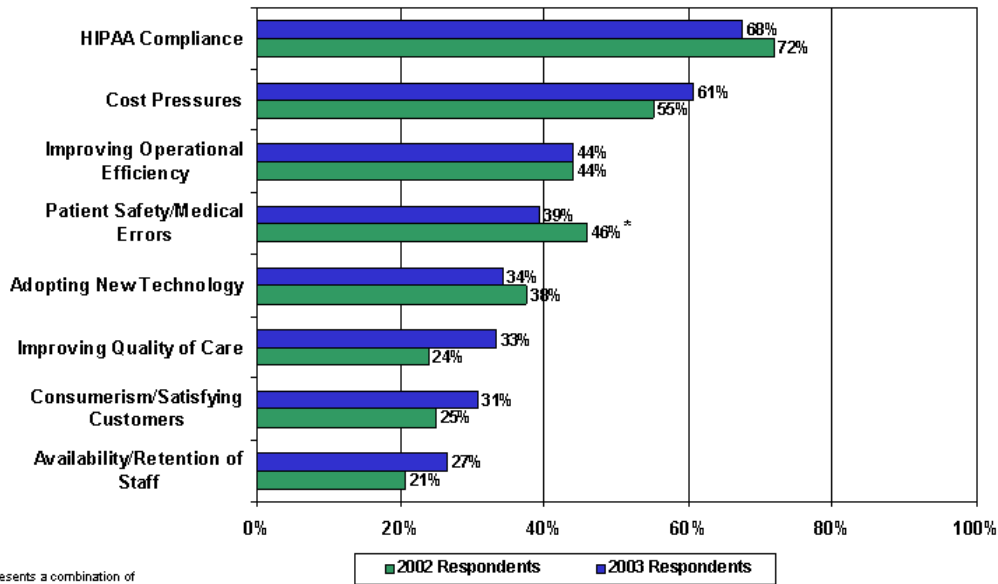
**Projected IT Priorities**  
(Today vs. Next Two Years)

Figure 9



**Top Business Issues Facing Healthcare (Within Next Two Years)**  
(2003 Results vs. 2002 Results)

Figure 10

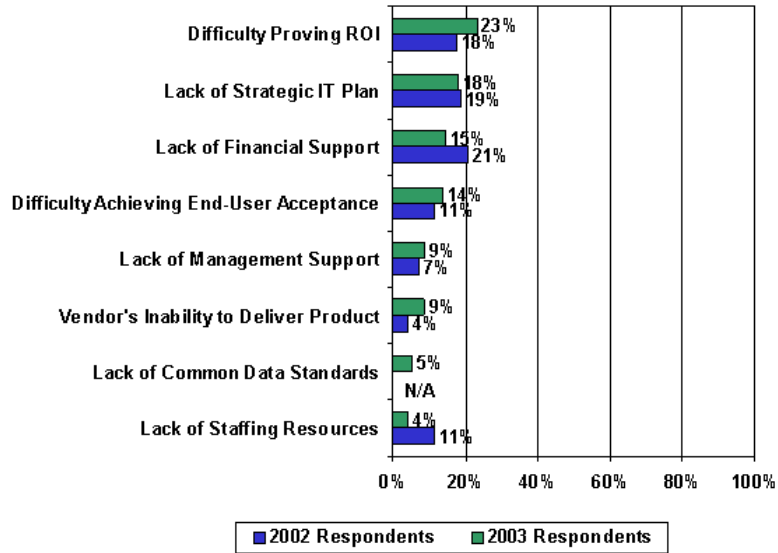


\*Represents a combination of two of last year's categories

# IT Barriers

**Most Significant Barrier to IT Implementation at Client Facilities**  
(2003 Results vs. 2002 Results)

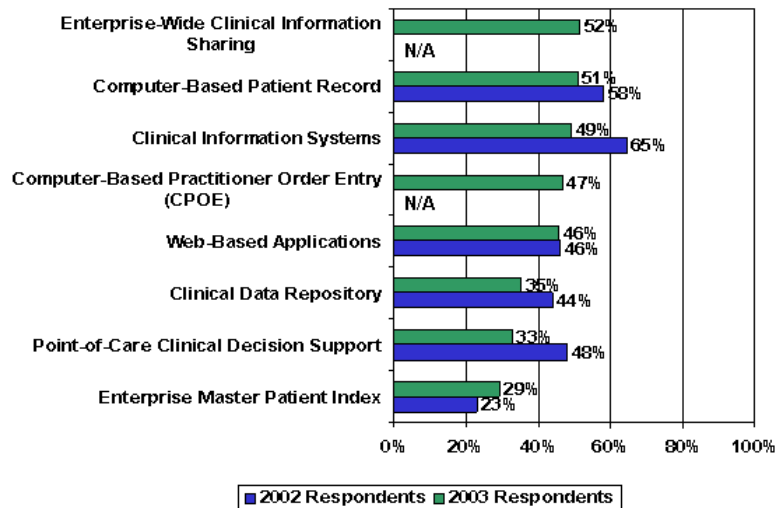
Figure 11



# IT Applications

**Application Areas Considered Most Important for Healthcare Clients over Next Two Years**  
(2003 Results vs. 2002 Results)

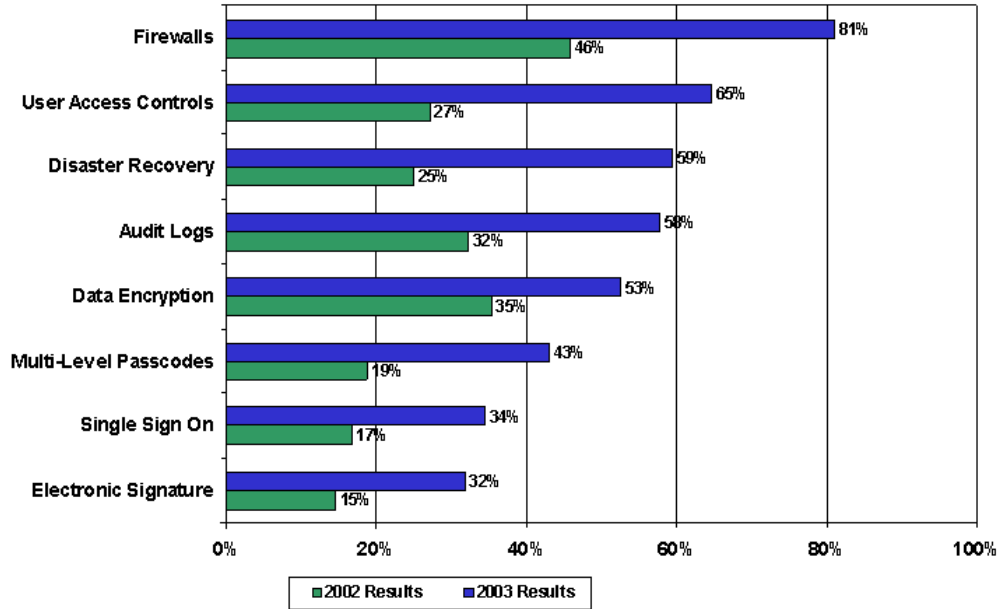
Figure 12



# IT Security

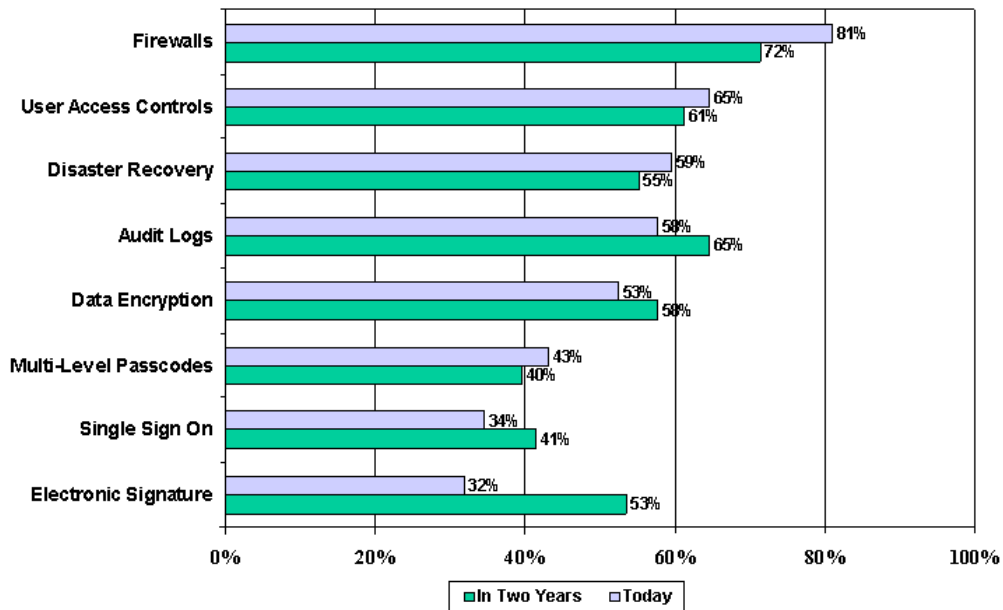
**Current Use of Security Tools**  
(2003 Results vs. 2002 Results)

Figure 13



**Security Tools**  
(Today vs. Next Two Years)

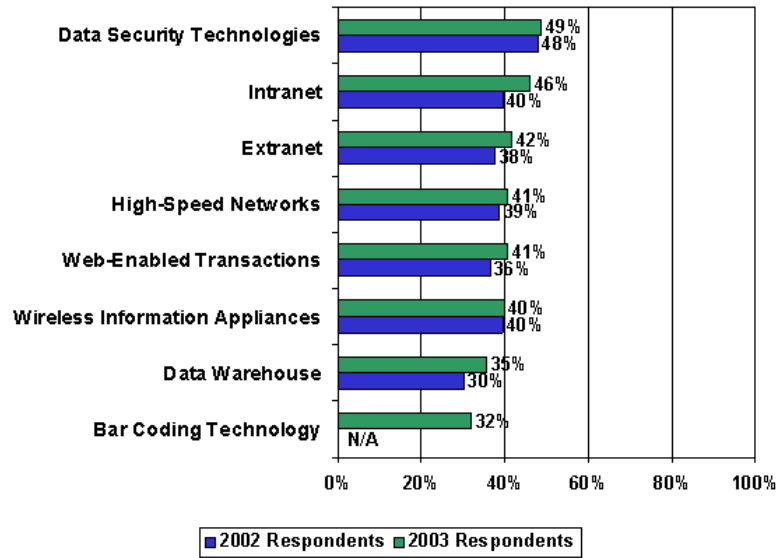
Figure 14



# Technology Adoption

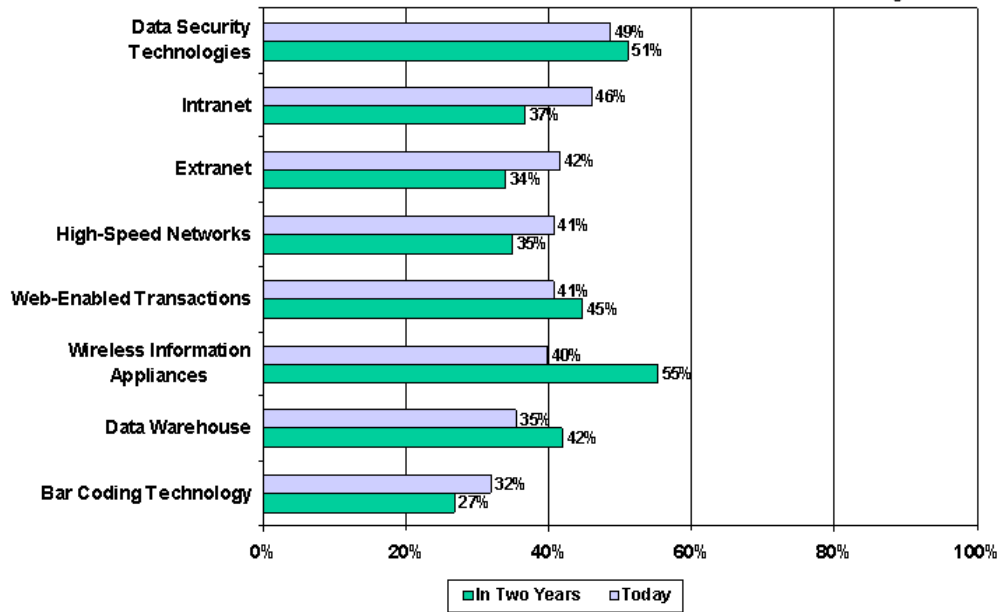
**Technology Adoption for Healthcare Clients**  
(2003 Results vs. 2002 Results)

Figure 15



**Technology Adoption for Healthcare Clients**  
(Today vs. Next Two Years)

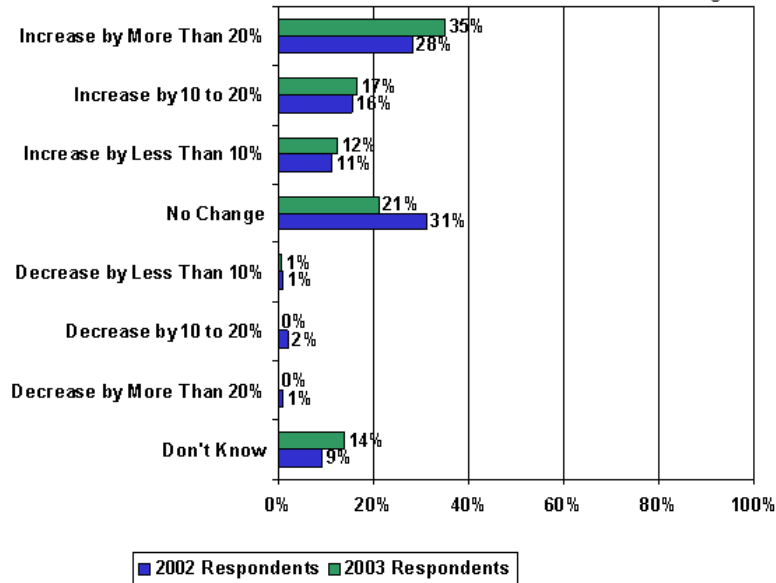
Figure 16



# IT Outsourcing

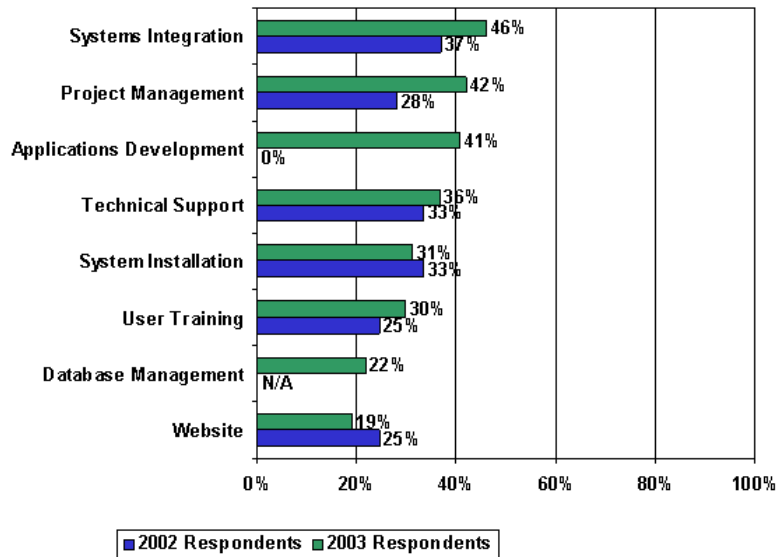
## Projected Outsourcing Revenue

Figure 17



## Outsourcing Services (2003 Results vs. 2002 Results)

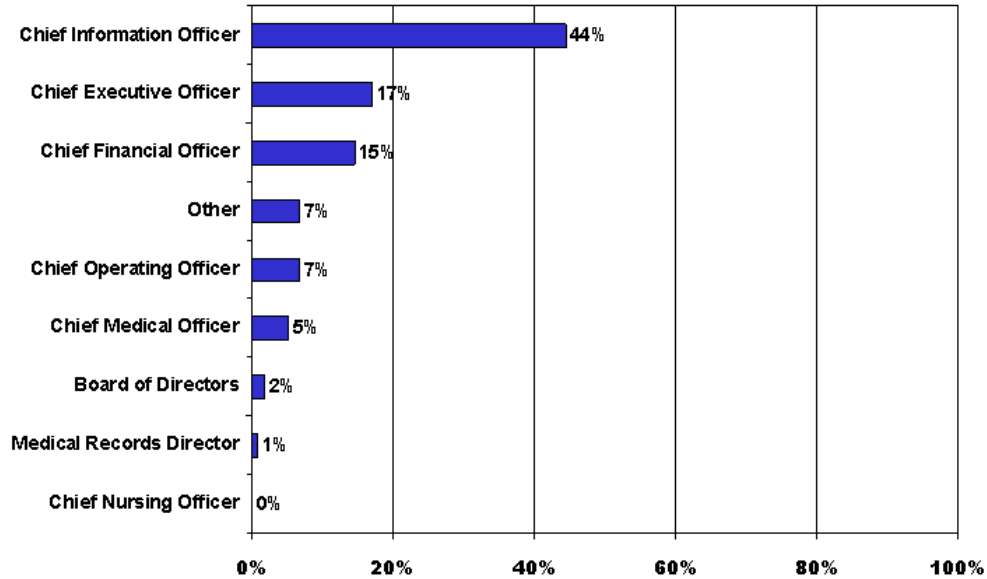
Figure 18



# IT Decision Makers & Staffing Needs

## Primary IT Decision Maker at Client Facilities

Figure 19



## 2003 IT Staffing Needs at Client Facilities

Figure 20

