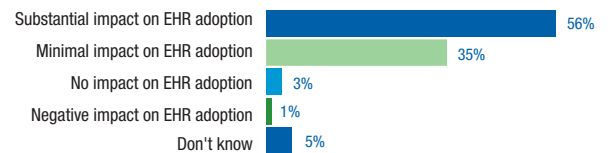


## Summary

Maryland recently enacted legislation that requires private health plans to offer incentives to health care providers that adopt an electronic health record (EHR). More than half of respondents believe such State action will have a substantial impact on EHR adoption. Nearly one-third of respondents indicated that interoperability with other systems presents the greatest barrier to EHR adoption in the hospital environment. Cost was the most frequently-identified barrier for clinician use of EHRs in the ambulatory environment. Approximately one-quarter of respondents believed that creating a favorable financial environment whereby companies leverage their subsidies could have the most impact on EHR adoption for community physicians.

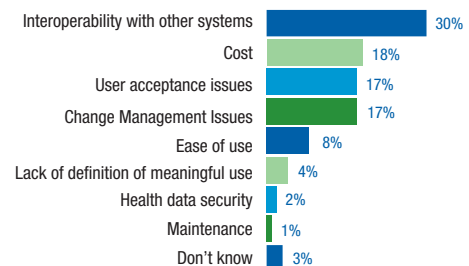
## Impact of State-Based Financial Incentives on EHR Adoption

More than half of respondents believe that the state-based solutions, such as the one in Maryland, will have a substantial impact on EHR adoption. Only one percent of respondents believe that this type of legislation will negatively impact EHR adoption.



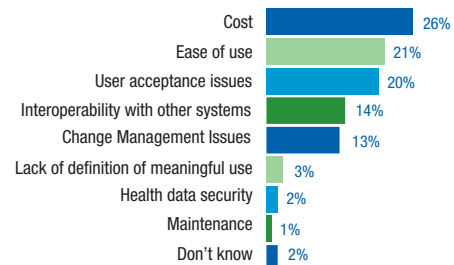
## Barrier to EHR Adoption in Hospitals

Nearly one-third of respondents indicated that interoperability with other systems presents the greatest barrier to EHR adoption in the hospital environment. Cost, user acceptance and change management issues were also top barriers.



## Barrier to EHR Adoption in the Ambulatory Environment

One-quarter of respondents noted that cost is a key barrier to clinician adoption of EHRs in ambulatory environments. Ease of use and user acceptance issues were also cited by at least 20 percent, each, of respondents.



## Recommendations that Can Improve EHR Adoption by Community Physicians

Approximately one-quarter of respondents believed that creating a favorable financial environment whereby companies leverage their subsidies could have the most impact on EHR adoption for community physicians. This was followed by minimizing IT infrastructure requirements and controlling costs through vendor negotiation.

