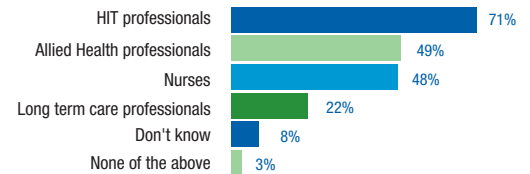


**Summary**

In late July, the Department of Labor announced the availability for approximately \$220 million in grant funds authorized by the American Recovery and Reinvestment Act of 2009 for projects that provide training and placement services to help workers pursue careers in healthcare and other high growth and emerging industries. Three-quarters of survey respondents indicated that the healthcare IT industry would benefit from such grants. At this time, the most pressing perceived need is in the area of clinical informatics professionals and implementation workers. These are also the areas that respondents were most likely to note that they will hire individuals at their organization.

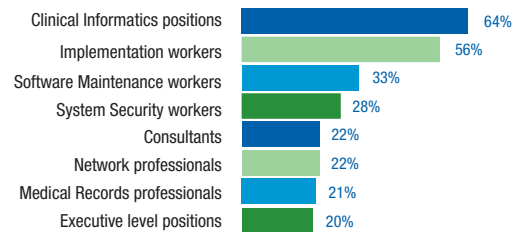
**Healthcare Career Most Likely to Benefit from Department of Labor Grants**

The Department of Labor (DOL) report outlined four specific areas for which grants would be authorized in healthcare-related fields. Survey respondents were most likely to indicate that healthcare information technology (HIT) professionals would benefit most from the grant opportunities. Approximately half of the respondents also thought that allied health professionals (defined in the DOL report as the cluster of professions covering more than 100 titles excluding physicians and nurses) and nurses would benefit from these grant funds.



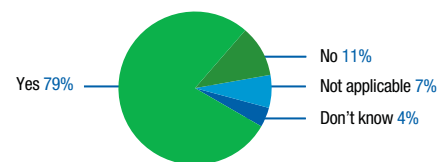
**Areas in Which There Is a Perceived Lack of Trained IT Professionals**

Two-thirds of respondents indicated that there is a current lack of clinical informatics positions to handle upcoming work at their organization. More than half also indicated that they believe there is a lack of workers trained to implement systems. Respondents were least likely to identify a lack of workers in the following areas (consultants, network professionals, medical records professionals and executive level positions).



**Will Companies Need to Hire IT Staff in the Next One to Two Years?**

More than two-thirds of respondents indicated that their organization would hire additional staff over the next one to two years to meet its IT needs as the industry transitions from traditional, paper-based records to electronic technology.



**Areas in Which Organizations Will Have Staffing Needs**

Two-thirds of respondents indicated that their organization would need to hire clinical informatics personnel. Nearly as many indicated that they would need to hire implementation workers. Only 15 percent of respondents suggested that they would need to hire executives such as CIOs, Chief Medical Information Officers, or Chief Security Officers.

