



# Organizational Affiliate

## Empower Everyone Involved in Your HIT Initiatives

# What is Organizational Affiliate?

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- HIMSS' third membership program; designed ***exclusively*** for healthcare provider organizations.
- Allows *unlimited* HIMSS memberships to form partnerships with HIT stakeholders—throughout your organization.
- All the benefits of HIMSS membership and more are now available to the entire organization.

# Why Organizational Affiliate?

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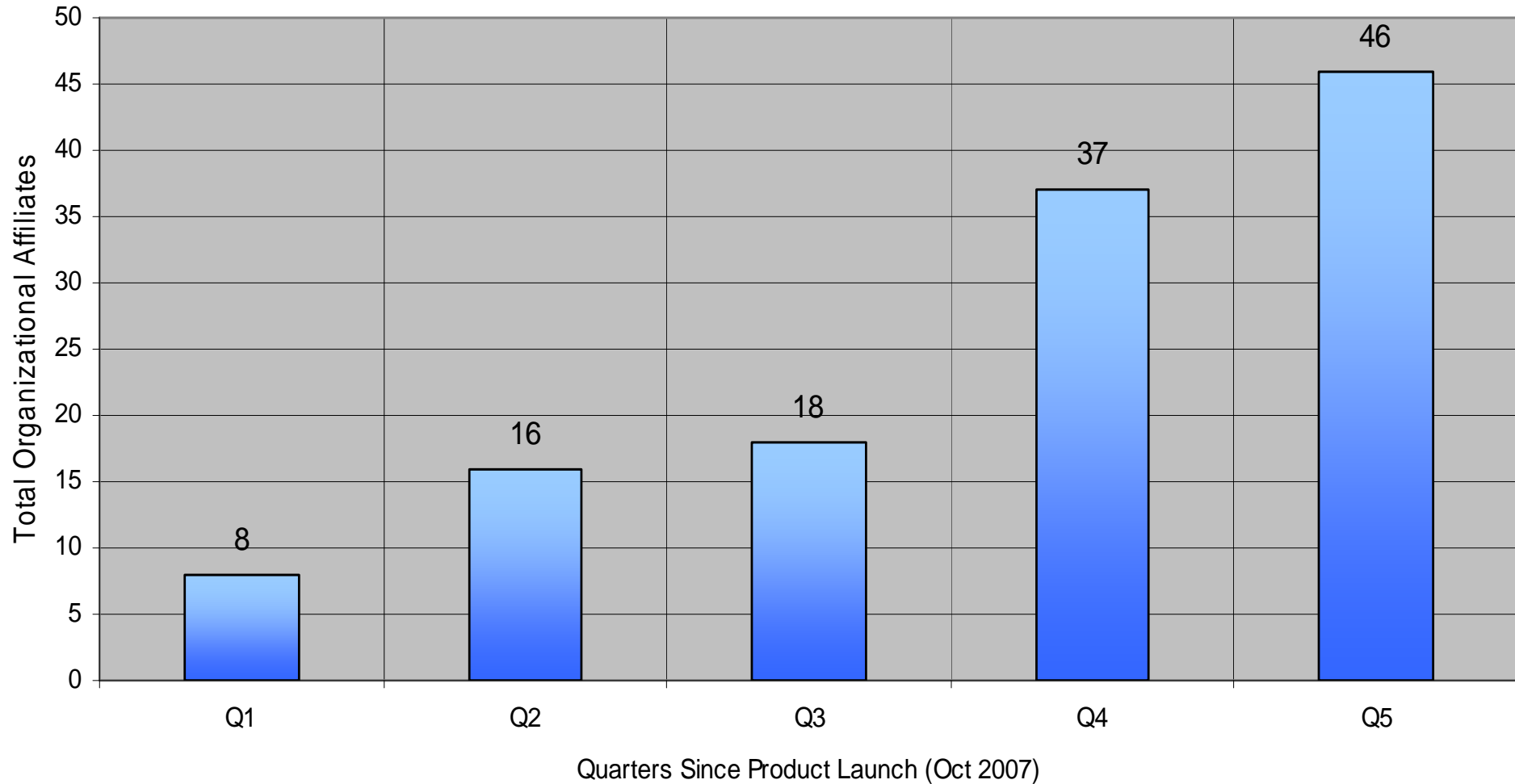
1. Grow the base of individual members from healthcare provider organizations both nationally and at the chapter level
2. Help develop the career identities of HIT professionals
3. Help the CIO form partnerships with stakeholders outside of IT who are directly involved in HIT initiatives
4. Cultivate an environment of collaboration and acceptance of IT innovation throughout an enterprise

# Program Principles

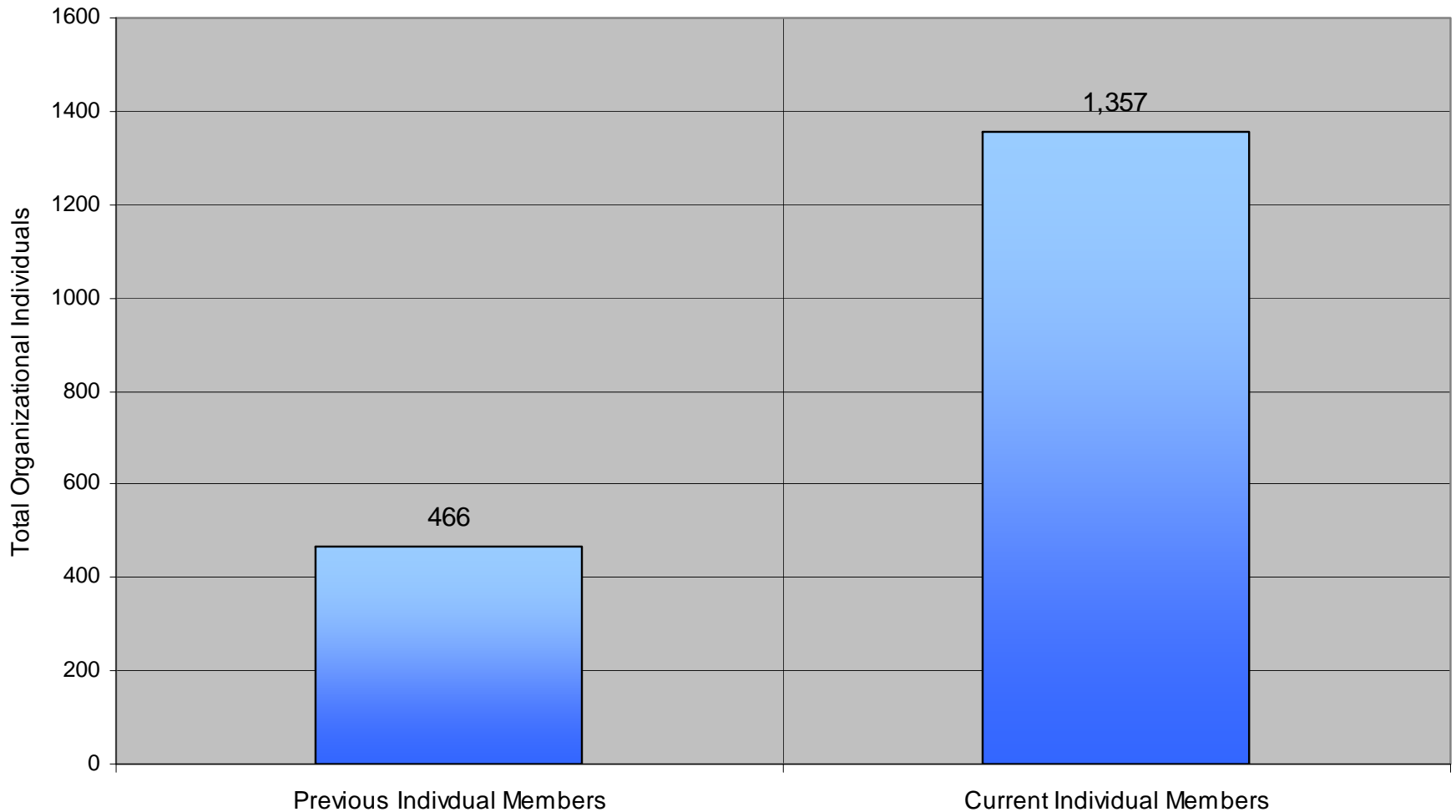
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- Expand the opportunity for HIMSS networking, education and professional development.
- Provide access to HIMSS eLearning Academy Learning Management System (LMS).
- Provide industry intelligence, common practices and trend reports through HIMSS Analytics™ and HIMSS publications and resources.
- Participate in SIGs and other HIMSS Communities.

# Growth of the OA Program



# Growth of Individual Membership



# Who are some Organizational Affiliates?



# How We Reach the Target Audience

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- Local Chapter events
- Broadcast invitations based on key HA data points:  
Fiscal year end, jump in EMRAM scores
- Vendor references
- Targeted emails & calls
  - HIMSS spend history
  - Friends of HIMSS
  - Well known implementers
  - Turn around situations, e.g., new CIOs
  - Chapter officers

# Core Program Benefits

PROGRAM BENEFIT LEVELS	ASSOCIATE \$2,975	PIONEER \$4,975	PRINCIPAL \$8,475	EXECUTIVE \$12,975	PREMIER (Custom)
Unlimited Individual HIMSS memberships	✓	✓	✓	✓	✓
Registrations to Annual Conference	2	4	8	12	12+
Organizational (VIP) registrations for Virtual Conference	✓	✓	✓	✓	✓
Access to HIMSS eLearning Academy	10	15	30	45	45+
Electronic copy of <i>Annual Report of the U.S. Hospital IT Market</i> (\$450 value)	✓	✓	✓	✓	✓
Annual Industry Trends Web Cast	✓	✓	✓	✓	✓
Customized EMR Adoption Model <sup>SM</sup> Report	✓	✓	✓	✓	✓
Premium client service to assist with conference registrations and other membership needs	✓	✓	✓	✓	✓
Two chapters from the <i>Essentials Report: Next Generation RCM Index and EMR Adoption Model</i>	✓	✓	✓	✓	✓
Discounts on HIMSS Analytics <sup>TM</sup> products and services	3%	3%	5%	7%	7%
Discounted fee for hosting CPHIMS certification exams	50%	50%	50%	50%	50%
Designated Account Manager for your organization	✓	✓	✓	✓	✓

# Ideas for Organizational Affiliate 2.0

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- Multi-year contracts
- Increased educational content & access
- CIO & Site Coordinator benefits at Annual Conference
- Active account management with defined touch points
- Discount or complimentary access to pre-conference Symposia
- Pricing consideration for Critical Access Hospitals
- Allow multiple chapter memberships

# Thank You!

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# Quick Change of Subject

EMRAM Scores 3<sup>rd</sup> Q, 2008

# 2008 EMR Adoption Model Trends

		Q2 2008	Q3 2008
Stage 7	Medical record fully electronic; HCO able to contribute CCD as byproduct of EMR; Data warehousing in use	0.0%	0.1%
Stage 6	Physician documentation (structured templates), full CDSS (variance & compliance), full R-PACS	0.9%	1.0%
Stage 5	Closed loop medication administration	1.0%	1.3%
Stage 4	CPOE, CDSS (clinical protocols)	1.8%	1.9%
Stage 3	Clinical documentation (flow sheets), CDSS (error checking), PACS available outside Radiology	32.0%	32.9%
Stage 2	Clinical Data Repository, Controlled Medical Vocabulary, Clinical Decision Support, may have Document Imaging	33.9%	33.2%
Stage 1	Ancillaries – Lab, Rad, Pharmacy – All Installed	12.6%	12.5%
Stage 0	All Three Ancillaries Not Installed	17.7%	17.1%

Data from HIMSS Analytics™ Database

N = 5048/5050 ©2008 HIMSS Analytics

# EMRAM Scores by Hospital Type 3<sup>rd</sup> Qtr 2008

Segment	Mean	Median	Number
<b>Hospital Type Segment</b>			
Academic/Teaching	3.1512	3.2520	301
NonAcademic	2.0819	2.1690	4,749
General Medical/Surgical	2.4019	2.2820	3,175
Others	1.7117	2.0450	1,875
Rural	1.2834	1.0905	1,188
Urban	2.4109	2.2820	3,862
IDS	2.3512	2.2420	2,944
Independent Hospital	1.8583	2.0935	2,106
Critical Access	1.2681	1.0860	1,252
<b>All Hospitals</b>			
<b>Total</b>	<b>2.1456</b>	<b>2.1925</b>	<b>5,050</b>

# EMRAM Score by Bed Count 3<sup>rd</sup> Qtr 2008

Segment	Mean	Median	Number
<b>Bed Segment</b>			
0-100 Beds	1.5796	2.0150	2,492
101-200 Beds	2.4746	2.3170	993
201-300 Beds	2.7013	3.0720	627
301-400 Beds	2.7801	3.1390	403
401-500 Beds	2.8983	3.1990	213
501-600 Beds	3.1686	3.2475	140
600+ Beds	3.1130	3.2440	182
<b>All Hospitals</b>			
<b>Total</b>	<b>2.1456</b>	<b>2.1925</b>	<b>5,050</b>

# Top 10 States by Median EMRAM Scores 3<sup>rd</sup> Qtr 2008

Segment	Mean	Median	Number
<b>United States</b>			
Rhode Island	3.5025	3.2430	11
Virginia	2.7198	3.1570	83
New Jersey	2.6540	3.1470	84
Maryland	2.8016	3.1390	49
Connecticut	3.0042	3.1055	34
Maine	2.6506	3.0675	38
Indiana	2.5102	3.0480	123
New Hampshire	2.4886	2.6970	26
Delaware	2.6088	2.6940	8
North Carolina	2.5561	2.3600	117
<b>All Hospitals</b>			
<b>Total</b>	<b>2.1456</b>	<b>2.1925</b>	<b>5,050</b>

Source: HIMSS Analytics Database

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# Thank You for This Opportunity

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