

## HIMSS 2008 Information

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### **HISTalk Reception, Sponsored by Healthia Consulting**

Monday, February 25, 6:00 to 8:00 p.m.

The Peabody Orlando, 9801 International Drive

Registration required - see [signup page](#).

### **HISsies Winners**

Will be announced at the reception.

### **HISTalk Goodies**

Badge Ribbons - DB Technology # 4442

Badge Ribbons - IntraNexus, Inc. # 1851

Badge Ribbons - Novo Innovations # 4128

Badge Ribbons - RSM McGladrey, Inc. # 4038

Badge Ribbons - Stratus Technologies # 569

Tote Bags - Healthia # 4650

Badge ribbon variants: "I'M MR HISTALK", "KISS ME, I'M INGA", "HISTALK SOURCE", and "HISTALKERS HAVE MORE FUN".

### **Mr. HISTalk's Must-See Vendors**

Sure, you're busy at HIMSS. There's a sea of booths, tons of giveaway junk, and maybe even an education session or two if nothing else is happening. I hope you'll take a moment to drop by the booths of the vendors listed below. They support HISTalk, and through it, you. Hopefully you read HISTalk because you find it informative, opinionated, or humorous (thank you!) and it takes pretty cool sponsors to fund something that runs against the industry grain. They could stop at any time, spending their money instead on big-ticket advertising or other kinds of marketing. They are here because you are.

Dropping by to say hello at HIMSS would be a great service for HISTalk, ensuring that HISTalk keeps coming free (and that Mrs. HISTalk doesn't make me come watch stupid TV shows with her instead because this is just a hobby that costs money to enjoy). It would be a great personal favor to me if you would print this list (there's a PDF link at the top), take it along with you to Orlando, and give the secret handshake to your fellow HISTalkers in the booths. Not only are they supporters, they have some pretty darned good products that might interest you as well. Thank you.



### **AT&T Booth 5947**

#### **Contact**

Tammi DeVore

Senior Healthcare Marketing Manager

Industry Solutions

425.580.6658

[tammi.devore@att.com](mailto:tammi.devore@att.com)

AT&T Mobility is the leader in healthcare communications, combining innovation and industry experience to use technology in new ways and in new places. We are committed to helping you transform healthcare delivery by wirelessly enabling clinician workflow. AT&T combines products and services with an ecosystem of alliance vendors to deliver solutions that meet your goals for quality of care and business performance.

**AT&T Says**

Come discover new ways to mobilize your clinicians, launch new telehealth solutions, and integrate devices to your enterprise system. Interact with innovative technologies, speak with our specialists, and strategize unique solutions for your organization.

**Mr. HlStalk Says**

AT&T has many services you may not know about: remote worker productivity solutions, home health and remote monitoring, enterprise business continuation, and a variety of voice and data services and the convergence of both. Stop by to see what's new. Looking for a company with heavy R&D, an impressive track record, and strong industry support? Well, how can you beat AT&T?

**Design Clinicals Booth 3923****Contact**

Dewey Howell, MD, PhD  
5200 Southcenter Blvd  
Seattle, WA 98188  
888.633.7320

[deweyhowell@designclinicals.com](mailto:deweyhowell@designclinicals.com)

<http://www.designclinicals.com> As a company founded by physicians and IT experts, we provide innovative software solutions that improve patient safety and reduce medication errors. Our MedsTracker tool facilitates medication reconciliation workflow for physicians, nurses and pharmacists, enabling hospitals to exceed TJC National Patient Safety goals and ensure safe medication use for patients.

**Design Clinicals Says**

We will be demonstrating the power and usability of MedsTracker, so please stop by to try it out yourself. You won't be disappointed!

**Mr. HlStalk Says**

Think nobody's figured out medication reconciliation? These guys have. They are ultra-smart and are clinicians, so you will find their solution to take medication reconciliation beyond simple "yes, we're doing it -- kind of" applications that technically meet the need without really adding any value to patient outcomes. Their solution works with whatever systems you're using. If you're having a medication reconciliation problem, you need to talk to Dewey Howell or one of the other Design Clinicals folks.



## EHR Scope Booth 6082

### Contact

<http://www.ehrscope.com>

Dragon NaturallySpeaking speeds up EMR adoption by minimizing the workflow changes required by busy physicians. See a demonstration of Dragon NaturallySpeaking Medical at booth 6082. Or visit <http://www.ehrscope.com> to see all the EMRs which are compatible with Dragon Medical.

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## EnovateIT Booth 1775

### Contact

Michael Armstrong  
1250 Woodward Heights  
Ferndale, MI 48220  
248.655.0548

[marmstrong@enovateit.com](mailto:marmstrong@enovateit.com)

<http://www.enovateit.com>

Our mission at EnovateIT is to create a better work environment for clinicians. Our comprehensive solutions merge experience, innovation, ergonomics, and technology to meet healthcare information needs

### EnovateIT says

We specialize in designing and facilitating wall computing stations, wireless point-of-care carts, and medical technologies for the healthcare marketplace.

### Mr. HlStalk Says

Poorly designed carts are a waste of money and will rarely leave the nurses' "cart corral." EnovateIT provides the consulting services, customization, and hospital experience required to impact caregiver satisfaction and care delivery. Computing stations and carts are an integral part of a clinical systems implementations. Why jeopardize a multi-million dollar project by picking devices no one will use? Get clinicians to go mobile with the right technologies. When I got to HIMSS, I have to stop by and just feel and smell their carts - they're as high functional and sexy as a BMW.

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## eScription Booth 2610

### Contact

160 Gould Street  
Needham, MA 02494  
781.455.8900

<http://www.escription.com>

eScription provides Computer Aided Medical Transcription (CAMT) software that enables healthcare organizations to achieve significant cost savings and shorter document turnaround time. An enterprise-wide solution, the company's proprietary background speech recognition software turns clinicians' dictations into formatted draft documents that medical transcriptionists review and edit, often doubling their productivity. The software imposes little if any change on clinicians, while integrating well with

existing technology platforms.

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## Greenway Medical Technologies Booth 1263

### Contact

770.836.3100

[info@greenwaymedical.com](mailto:info@greenwaymedical.com)

<http://www.greenwaymedical.com>

Greenway Medical Technologies is a leading provider of single database electronic health record (EHR), practice management and interoperability solutions and on-demand services for physician practices and hospital community EHR strategies. Greenway's 2007 CCHIT Certified EHR solution, PrimeSuite®2007 r2, streamlines a practice's clinical, financial and administrative processes.

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## Healthcare Growth Partners Booth 4878

### Contact

Jon Phillips

792 Chatham Avenue

Elmhurst, IL 60126

312.286.4333

[jp@healthcaregrowth.com](mailto:jp@healthcaregrowth.com)

<http://www.healthcaregrowth.com>

Healthcare Growth Partners provides investment banking and strategic advisory services to small and mid-size, high-growth companies with an exclusive focus on healthcare information technology and technology-enabled services. With this focus, the firm leverages its experienced management team, strong execution capabilities, and deep network of contacts within the industry to provide efficient and high value processes for clients.

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## Healthia Consulting Booth 4650

### Contact

**Contact**

[www.healthiaconsulting.com](http://www.healthiaconsulting.com)

Join the consulting firm committed to your success. At Healthia Consulting, we're equally committed to client success and opportunities for professional growth for our colleagues. Visit us to learn more about opportunities to advance your career or partner with us on your next project.

**Healthia Says**

Connect with industry leaders at the inaugural HlStalk reception sponsored by Healthia. RSVP at [www.healthiaconsulting.com/HlStalkevent](http://www.healthiaconsulting.com/HlStalkevent) as space is limited.

**Mr. HlStalk Says**

I've never consulted for a living, but if I wanted to, I'd call Healthia. They've got a lobby full of work-life balance awards along with those for running a great consulting company. They're just the nicest people you would ever want to meet. Drop by and say hello to Glenn Galloway or Shawna Schueller and see what I mean. Not only do they sponsor HlStalk, they volunteered out of the blue to put on the HlStalk reader event (you don't even want to know what it's costing them). I greatly appreciate their support.

**InterSystems Booth 1163****Contact**

<http://www.InterSystems.com/healthcare>

For 30 years, InterSystems has been a leader in healthcare IT innovation. InterSystems' products, the Caché object database, Ensemble rapid integration platform, and HealthShare health information network platform, enable rapid creation, integration, and deployment of high-performance systems for connected healthcare. Visit us at booth 1163 at HIMSS.



*Empowering Healthcare*

**McKesson Booth 3035****RelayHealth Booth 2663****OTN, a McKesson Specialty Company Booth 2925****Contact**

McKesson Provider Technologies

5995 Windward Parkway

Alpharetta, GA 30005

404.338.2583

<http://www.mckesson.com>

McKesson is a leader in software, automation, services and consulting to hospitals, physician practices, imaging centers, homecare agencies and payors. We also provide interactive connectivity services that streamline clinical, financial and administrative communication for healthcare stakeholders. The result? Care that is safer, more efficient, and better connected.

**McKesson Says**

The call to transform healthcare grows daily - from both public and private sectors. It's no longer a question of if or even when, but how fast it can be done. McKesson and its employees are committed to giving caregivers the power to perform and achieve measurable results as they strengthen the

provider/patient connection.

#### Mr. HlStalk Says

I confess that Awarix wasn't on my radar until Jon Phillips told me it was the smartest acquisition of 2007. I've read up on it since and it's darned cool and now even more widely available as Horizon Expert Visibility (check out the easy ROI and make sure to see how cool it looks when you're at HIMSS). We also talked to the folks in Worforce Management Solution Suite and it resonated with me because at hospitals I've worked, labor was 70% of our operating cost and it was sporadically and manually managed instead of using sophisticated staffing, HR, timeclock, and shift-bidding tools. Hospitals that can't manage labor will never be successful. McKesson's booth will be easy to find, so surely it's worth a visit.



### Medicity Booth 3641

#### Contact

Brent Dover  
56 E. Broadway  
Salt Lake City, UT 84111  
801.322.4444  
[SHill@Medicity.com](mailto:SHill@Medicity.com)  
<http://www.Medicity.com>

Physicians want access to complete, real-time patient data regardless of the technology in their office. Medicity delivers proven interoperability solutions on behalf of hospitals, IDNs, and RHIO/HIEs—enabling physicians to receive information via the web, mobile devices, printers, fax, and directly into their EMR. Demos are available at Booth #3641.



### NextGen Booth 3463

#### Contact

[sales@nextgen.com](mailto:sales@nextgen.com)

Hospitals and practices use NextGen because we offer the market's leading ambulatory EMR & practice management system, featuring interoperability with numerous inpatient systems, specialty content to ensure fast user adoption and standardized data capture, and enterprise architecture to support large, multi-specialty sites. Visit us at HIMSS booth #3463.



## Noteworthy Medical Systems Booth 1283

### Contact

Christine Brock  
 Noteworthy Medical Systems, Inc.  
 6001 Landerhaven Drive, Unit D  
 Cleveland, OH 44124  
 800.224.9740  
<http://www.noteworthymedical.com>

Achieve more with the industry's most powerful suite of tools from Noteworthy Medical Systems. Our integrated EHR/PM system partners Just 3 Screens™ EHR innovation, ePrescribing, E&M calculation, and clinical decision support with our PM's robust workflow management, scheduling, billing, reports and more to provide the ultimate profitability tools for your practice.



## Novo Innovations Booth 4128

### Contact

Bill Sims  
 3600 Mansell Road  
 Alpharetta, GA 30022  
 770-573-2567  
[bill.sims@novoinnovations.com](mailto:bill.sims@novoinnovations.com)  
<http://www.novoinnovations.com>

Novo Innovations is the leader in healthcare interoperability and exchange solutions, providing a practical solution for information exchange between hospital systems and physician offices. Novo's next-generation technology and comprehensive integration services provide a complete solution that addresses the needs of small hospitals and the largest health systems.



## Picis Booth 2849

### Contact

Megan Kelley, Marketing Operations Specialist  
 100 Quannapowitt Parkway, Suite 405  
 Wakefield, MA 01880  
 781.557.3000  
<http://www.picis.com>

Picis is a leading provider of healthcare information systems for high-acuity care areas – the emergency department, the operating room and the intensive care unit. Picis software and services transform these demanding areas into highly-efficient operations and helps support clinicians need for fast, accurate and complete patient records. Picis has licensed systems used by more than 1,000 hospitals in 19 countries.



## Premise Corporation Booth 2115

### Contact

<http://www.PremiseUSA.com>

Premise optimizes patient flow and care management across leading hospitals and healthcare systems, from admissions through placement, ancillary services, turnover and reporting.



## QuadraMed Booth 1645

### Contact

12110 Sunset Hills Road  
Reston, VA 20190  
703.709.2300

<http://www.quadramed.com>

We develop IT solutions that enable healthcare organizations to simultaneously improve the documentation, quality, safety, and efficiency of patient care along with coding, billing, and collections functions - from initial patient contact through discharge. QuadraMed's Care-Based Revenue Cycle solutions help hospitals grapple with the business realities of healthcare: the need to achieve financial strength year after year so they can fulfill their mission of providing quality care.

### QuadraMed Says

Take our survey at [www.quadramed.com/himss](http://www.quadramed.com/himss) and receive a free gift!

### Mr. HlStalk Says

I can vouch for their solutions since I was a former customer of several of them. They've got the top ranked MPI and patient registration and accounting systems, plus everybody knows how good their HIM products are and I'll throw in my two cents for the former TempusOne enterprise scheduling system that's now part of their solution. You really should check out QCPR, the former Misys CPR that's now QuadraMed's clinical solution. As I've said for years, it's a great product that deserved more attentive owners and now it's found them.



## RelayHealth Booth 2663

### Contact

Janeen Cook  
1145 Sanctuary Parkway  
Suite 200  
Alpharetta, GA 30004  
770.237.7918

[janeen.cook@relayhealth.com](mailto:janeen.cook@relayhealth.com)

[www.relayhealth.com](http://www.relayhealth.com)

RelayHealth operates as a neutral partner in an open network environment, offering healthcare connectivity services and integration among all organizations, systems, and solutions. Its intelligent network is designed to streamline clinical, financial and administrative communication between patients, providers, payors, pharmacies and financial institutions. RelayHealth works to accelerate the

delivery of high-quality care and improve financial performance through solutions such as online consultation of physicians by patients, electronic prescribing, point-of-service pharmacy claims resolution by payors, pre-visit patient financial clearance by providers, and post-visit provider bill settlement by payors and patients. RelayHealth securely processes more than 10 billion financial and clinical transactions annually.

#### **RelayHealth Says**

Got pain with getting results delivered to physicians and patients? RelayHealth's new Results Distribution Service (RDS) electronically distributes clinical results and other patient care documentation in real time from hospitals to participating physician practices. The hospital delivers the results through RelayHealth's "software as a service" (SaaS) actionable web messaging platform. The secure RDS transmission gives physicians actionable access to the most current data for making informed decisions. The physician can then securely exchange the information with referring doctors to promote collaboration, and communicate with patients to enhance interaction and self-care. Additionally, the results data can be delivered directly to the medical practice's electronic medical record (EMR) or a Web browser. Visit our booth to learn more!

#### **Mr. HlStalk Says**

I didn't realize until we did the HlStech Report interview that RelayHealth has such a broad set of offerings, covering consumers, providers, and payers. I expect them to continue being a leading player in transaction processing, clinical data exchange, personal health records, and provider communication.



#### **Sage Software Booth 4001**

##### **Contact**

2202 N. West Shore Blvd.

Tampa, FL 33607

813.202.5000

<http://www.sagehealth.com>

Sage Software provides solutions that allow practices to optimize the patient's experience while enhancing the practice's bottom line. Our industry-leading three-pronged approach includes products - including practice management, electronic health records and business intelligence software - thirty years of experience, and connectivity that enables electronic communication between practices and other providers, payers and facilities

#### **Sage Software Says**

Stop by to see how we connect practices to hospitals, laboratories, payers and patients.

#### **Mr. HlStalk Says**

These guys have a good story to tell on the physician systems side of the house, so please visit them at HIMSS. Sage is a one-stop shop for physician technologies, including CCHIT-certified EHRs, top-of-the-line practice management solutions, and business analytics. You can trust your practice to a large, experienced company like Sage Software.



## SCI Solutions

### Contact

[cdullea@scisolutions.com](mailto:cdullea@scisolutions.com) [www.scisolutions.com](http://www.scisolutions.com)

SCI Solutions is transforming the way healthcare providers deliver a superior customer experience. SCI offers the industry's premier solutions for enabling healthcare organizations to improve their Access Management processes, with an emphasis on easing patient access, starting the revenue cycle earlier, increasing automation, and supporting the movement to consumer-driven healthcare.

### SCI Says

With our LASER FOCUS on Access Management and Revenue Cycle Processes, SCI has opted out of HIMSS this year. Instead we will demonstrate our ORDER FACILITATOR, SCHEDULE MAXIMIZER and REVENUE ACCELERATOR products at NAHAM (the National Association of Healthcare Access Management) May 4-6, 2008 and via online webinars throughout the year! For more information, check in with us at [www.scisolutions.com](http://www.scisolutions.com).

### Mr. HlStalk Says

I've admired this company going back to their days as Scheduling.com. CEO John Holton is an industry pioneer and our usual contact there is VP Cindy Dullea, who also happens to be Rear Admiral (Select) in the United States Navy as I found out when I interviewed her. Anyway, SCI won't be at HIMSS because it's not really their core audience as access management experts, but you should definitely check them out after the conference. If you want to keep your customers (both doctors and patients) happy and work your revenue cycle optimally, you need experts, not just some slide-in vendor solution that claims to be integrated but can't offer the capabilities of a focused system.



## Sentillion Booth 6463

### Contact

978.689.9095

[info@sentillion.com](mailto:info@sentillion.com) <http://www.sentillion.com>

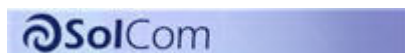
Sentillion unveils its newest authentication innovation - Tap & Go! With Tap & Go caregivers have secure access to clinical systems with the touch of a badge. Sentillion will be offering hands-on demos of Tap & Go as well as its provisioning, SSO, context management and virtualized remote access solutions.

### Sentillion Says

Stop by and see how quickly you can access clinical systems with Sentillion's newest authentication feature and while you're at it don't forget to pick up a Sentillion "green fish" tote bag.

### Mr. HlStalk Says

Now first of all, I love that green fish and I didn't know they were giving away tote bags, so I'm snagging one for sure. Second, Sentillion is the one-stop shop for single sign-on, context management, application virtualization, and all kinds of cool stuff. Basically, if it involves security, remote access, application synchronization, or any kind of user management, they are the healthcare-specific experts. I think the expreSSO application for single sign-on is cool and its movie scene-like "application learning" promises to make SSO affordable and usable by hospitals of all sizes. I bet your doctors gripe constantly about multiple passwords, resets, and lack of synchronization across best-of-breed clinical apps. Sentillion can fix your problems.





## SolCom Booth 5282

### Contact

4510 N. Lewis Ave.  
Sioux Falls, SD 57104  
605.357.8212

[sales@solcominc.com](mailto:sales@solcominc.com)

<http://www.solcominc.com>

SolCom provides solutions and services specifically for healthcare. SolComHealth software automates health record processes and connects existing systems to establish a comprehensive, enterprise-wide solution. SolComSource scanning services streamline documents into the electronic patient record. No barcodes or forms redesign are required and costs can be managed on a per-page basis.



## Sonitor Technologies Booth 3815

### Contact

<http://www.sonitor.com>

Sonitor Technologies' ultrasonic Indoor Positioning (IPS) automatically tracks the real-time location of equipment and people in hospitals with 100% room or bed-level accuracy. Other advantages over RFID and WiFi: zero risk of electromagnetic interference, minimal LAN bandwidth requirements, lower cost.



## Stratus Technologies Booth 569

### Contact

<http://www.stratus.com/healthcare>

Come by and learn how Stratus delivers solutions that offer the superior availability solutions that healthcare organizations need to provide quality patient care. Stratus combines fault-tolerant servers with services, scalable storage, and industry-leading partner applications to create turn-key solutions that cut the risk, time and costs of implementing new technologies.

### Stratus Says

Our renowned server design prevents downtime from impacting your HIS, EMR and other critical applications!

### Mr. HlStalk Says

These are the guys that have been delivering critical information system technologies for 25 years, long before high availability was something we thought much about in healthcare. Today's systems are too critical to just sit there on off-the-rack Dell or HP servers without the high-availability solutions offered by Stratus. If you're a CIO, think of it as career insurance.




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## The Revere Group Booth 2334

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## The White Stone Group Booth 3310

### Contact

2030 Falling Waters Road  
 Knoxville, TN 37922  
 865.531.4545  
<http://www.twsg.com>

### The White Stone Group Says

Nearly 400 hospitals nationwide have employed The White Stone Group's software solutions to capture and archive managed care, administrative, and clinical communications, indexing each record by patient for easy access and retrieval. Proven results from this unique approach include improved revenue cycle results, enhanced quality, and greater management capabilities.

### Mr. HiStalk Says

These are fun people with a different take on work and their mission, so you should pay them a visit at HIMSS. Their focus on "communications events" of all kinds provides solutions for reducing claims denials and improving information those hand-offs that Joint Commission will be asking you about soon. Their technology is cool and I don't know of any vendor doing anything quite like TWSG.

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## Vendors by Booth Number

569 Stratus Technologies  
 1163 InterSystems  
 1263 Greenway  
 1283 Noteworthy  
 1645 Quadramed  
 1775 Ennovate IT  
 2115 Premise Corporation  
 2334 The Revere Groups  
 2610 eScription  
 2663 McKesson  
 2849 Picis  
 2925 McKesson  
 3035 McKesson  
 3310 The White Stone Group  
 3463 NextGen  
 3641 Medicity  
 3815 Sonitor Technologies  
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3923 Design Clinicals  
4001 Sage  
4129 Novo Innovations  
4650 Healthia Consulting  
4978 Healthcare Growth Partners  
5282 SolCom  
5947 AT&T  
6082 EHR Scope  
6463 Sentillion