

HIStalk's Guide to HIMSS13 Meet-Ups

Aspen Advisors



To schedule a meeting:

Contact: Daniel Herman, Founder and Managing Principal
dherman@aspenadvisors.net
412.370.4900

We know that technology is a means to an end and have a razor-sharp focus on helping you make progress toward the IHI's Triple Aim of better health, better healthcare, and lower per capita costs. From strategy to execution to optimization, we can help you:

- Develop your technology roadmap to support the shift from volume-based to value-based care
- Evaluate EMR vendors and plan for implementation
- Streamline governance and decision making
- Plan for mergers, acquisitions and other outreach strategies
- Implement clinical systems, drive adoption and achieve Meaningful Use
- Complete ICD-10 implementation and audit compliance
- Make real progress on teleHealth, eHealth, and mHealth initiatives
- Implement infrastructure changes to your technology roadmap
- Leverage information and big data to create a data-driven culture
- Realize value from EHR and other systems investments
- Lead change and support performance improvement initiatives
- Optimize IT service delivery
- Plan for long-range IT workforce needs

Visit www.aspenadvisors.net to learn more.

BESLER Consulting



To schedule a meeting:

Contact: Jim Hoffman, Chief Operating Officer
jhoffman@besler.com
732.233.5008

For over 25 years, BESLER has helped hospitals recover otherwise lost revenue, increase reimbursement,

ensure compliance, improve efficiency, and reduce costs. BESLER's deep domain experience in revenue cycle, reimbursement, compliance, and unmatched software solutions has resulted in more than one billion dollars in additional revenue for our clients. If you'd like to discuss our products or partnership opportunities at HIMMS, please contact Jim Hoffman at 732-233-5008 or jhoffman@besler.com.

CIC Advisory



To schedule a meeting:

Contacts: Cynthia Davis, Marcy Stoots, or Robert Johns
cynthiadavis@icadvisory.com
727.772.3340

CIC Advisory helps hospitals use technology to provide more effective, efficient and safer patient care. Founders Cynthia Davis and Marcy Stoots are former critical care nurses with decades of experience leading fast-track clinical EHR projects. Our methodologies result in high rates of physician and clinician satisfaction and adoption, coordinated patient care processes and improved clinical outcomes.

Call us at 1.727.772.3340 or [e-mail](#) for your invitation to the CIC Advisory hospitality suite at HIMSS13.

Clinithink



To schedule a meeting:

Contact: Nathan Skorick, Business Development
nathan.skorick@clinithink.com
978.296.5282
Robert Miller, VP Sales and Marketing
robert.miller@clinithink.com
978.296.5282

Find out how to turn data into information.

Clinithink was founded in 2009 by two clinicians with 20 years of combined healthcare IT and EHR experience who understood what was possible if you could unlock the unstructured clinical data within an patient records and return it as structured, usable clinical information. The result of their pioneering work is CLiX, Clinithink's Clinical Natural Language Processing (CNLP) solution.

CLiX intelligently unlocks unstructured data, while preserving its original meaning, to help healthcare organizations access the information they need to improve financial management, improve quality measures and enhance clinical and operational processes.

Cornerstone Advisors Group LLC





To schedule a meeting:

Contact: Mary Berchtold, Vice President
 mberchtold@cornerstone-advisors.com
 781.254.4013

Cornerstone will have experienced senior level representatives from the Epic, Meditech, and advisory/strategies consulting service lines at HIMSS. They will be available to meet and discuss services during the conference. Meeting times may be scheduled by contacting [Mary Berchtold](#).

Craneware



To schedule a meeting:

Ann Marie Brown, Executive Vice President of Marketing
 a.brown@craneware.com
 913.548.2810

Craneware will not be exhibiting at HIMSS but will have several senior executives available to discuss the company, our products, and the role we play in helping hospitals achieve revenue integrity through data normalization.

Craneware is the leader in automated revenue integrity solutions that improve financial performance for healthcare organizations. Craneware's market-driven, SaaS solutions help hospitals and other healthcare providers more effectively price, charge, code and retain earned revenue for patient care services and supplies. This optimizes reimbursement, increases operational efficiency and minimizes compliance risk. By partnering with Craneware, clients achieve the visibility required to identify, address, and prevent revenue leakage.

Founded in 1999, Craneware's mission is to stop the loss of legitimate revenue owed to healthcare organizations by establishing a culture of revenue integrity within these organizations. Our vision is to be the partner that can be relied on to improve and sustain our customers' strong financial performance.

Over our history we have come a long way towards achieving this. Today, Craneware has nine core products spanning four product families: revenue cycle, access management and strategic pricing, supply management and audit and revenue recovery. One in four registered US hospitals has chosen Craneware products to help them optimize reimbursement, improve operational efficiency, and minimize compliance risk. To support this growing client base and the company's future growth prospects, Craneware now employs more than 200 professionals across the US and UK.

CSI Healthcare IT





To schedule a meeting:

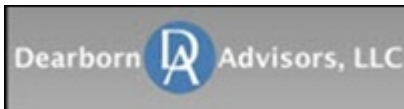
Kate Mays, Vice President of Sales
 kmays@thehcsicompanies.com
 904.716.1209

CSI Healthcare IT will be hosting a cocktail reception and dinner at Broussards on Tuesday night March 5 starting at 6:00 pm. Please contact Kate Mays to join.

CSI Healthcare IT is committed to providing the highest standard of consultants and consulting services in the industry. Our track record speaks for itself. We have a long record of supporting the project management, training, build, report writing, go-live support, and interface functions of health systems nationwide. Today, CSI Healthcare IT has more than 500 permanent and contract staff of experienced, knowledge-based professionals. CSI has been recognized by *Inc.* magazine and *Staffing Industry Analysts* as one of the fastest growing privately held companies in the nation. Being privately held enables creativity and flexibility to meet the specific consulting needs of our clients. CSI has the ability to enact quick adjustments to accommodate the ebb and flow of our clients' staffing and project needs.

Join us for live music and networking Tuesday night at Broussards.

Dearborn Advisors, LLC



To schedule a meeting:

Contact: Mary Kiley, Revenue Development Coordinator
 MKiley@DearbornAdvisors.com
 773.255.0749.

Dearborn Advisors would like to chat with you about what's going on in your organization regarding physician adoption of technology. Although we have no booth, we'll spring for Starbucks coffee and have hundreds of chocolate bars to give away. E-mail [Mary Kiley](mailto:Mary.Kiley@DearbornAdvisors.com) or call 773.255.0749.

Direct Consulting Associates



To schedule a meeting:

Contact: Frank Myeroff, Managing Partner
 fmyeroff@dc-associates.com
 440.996.0051

Direct Consulting Associates (DCA) provides a broad range of IT consulting and staffing solutions including staff augmentation, temp-to-perm, and permanent placement for healthcare IT initiatives. Whether you're an IT professional searching for that perfect opportunity or a client company looking for the very best IT talent, we would like to meet you at HIMSS13.

Direct Recruiters, Inc.



To schedule a meeting:

Contact: Mike Silverstein, Director of Healthcare IT
mike@directrecruiters.com
440.996.0594
440.667.8334

Direct Recruiters specializes in recruiting, staffing, search, placement, and consulting solutions for the healthcare information technology (IT) industry.

EMRConsultant.com



To schedule a meeting:

Contact: Donna Flynn, Director of Healthcare Technology Solutions
DonnaF@EHRScope.com
888.519.3100 ext. 114

Some things in life truly are free. In this case, it's receiving the best qualified EHR, PM, billing, and/or voice recognition recommendations for your practice, absolutely free. How? Use the comparison chart, select individual consultant on EHRScope.com, or contact us today with any questions.

Etransmedia Technology, Inc



To schedule a meeting:

Contact: Connie Smith, Sales and Marketing
Connie.Smith@etansmedia.com

Connie.Smith@etransmedia.com
518.283.5418 ext. 2262

Etransmedia provides comprehensive RCM platform service solutions, including an integration EHR/PM solution, patient identity tools, discrete clinical data repository, provider portal, community patient portal, analytics tools supporting financial, clinical, and quality of care reporting. Delivering RCM and revenue analytics services to health systems nationwide, serving 12,000+ providers and 40,000+ users.

Forward Health Group



To schedule a meeting:

Contact: Michael Barbouche, Founder/CEO
FHGtalk@forwardhealthgroup.com
608.729.7530

Let the good times and Fresh Data roll in the Big Easy. Forward Health Group, the Health Care Measurement Company, is intentionally booth-less at HIMSS13 so we can get down, roll up our sleeves, and make rich, brainstorming music with health systems, payors, and all you newly-minted ACOs. If your focus is population health, you're going to need tools and help with all that messy data. Call us at 608.729.7530 or [e-mail us](#) at. We're on the HIMSS13 show floor – we'll be right back to you. Let's have a cafe au lait, spiced with Fresh Data.

With FHG, your data is as fine as the duck and andouille gumbo at Galatoire's. No, really.

Hayes Management Consulting



To schedule a meeting:

Pete Butler, President and CEO
pbutler@hayesmanagement.com
781.414.6099

Hayes Management Consulting is a leading, national healthcare consulting firm focused on healthcare operations. This includes strategic planning, interim leadership, revenue cycle optimization, clinical optimization, project management, IT consulting, and preparation for federal initiatives such as ICD-10, Meaningful Use, and HIPAA compliance. We also provide software such as MDaudit and other proprietary tools to ensure our clients are operationally efficient.

HCI Group



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To schedule a meeting:

Contact: Cherity Plerce, Marketing Coordinator
 cherity.pierce@thehcigroup.com
 904-224-9388

HCI is a leading provider of IT personnel and solutions to healthcare enterprises across the United States, United Kingdom, and Middle East. Our specialties include:

- EHR planning, implementation, and training
- Sustaining support models
- Optimization and clinical adoption
- Go-live support
- Health system/hospital community IT offerings

What makes HCI the best choice for your HIT project? Everything from our collaborative solutions to our rates that translate into real cost savings for your institution. Here's how we deliver our comprehensive services and expertise:

- Strategic thinking across the entire spectrum of project engagement
- Clinical leadership and an experienced engagement team to meet your needs in an efficient and timely manner
- Knowledge of industry best practices
- A fully dedicated recruitment team, exclusively focused on healthcare IT to secure for you the very best resources to make your project a success

Intellect Resources**To schedule a meeting:**

Contact: Tiffany Crenshaw, President and CEO
 tcrenshaw@intellectresources.com
 336.420.1178

Intellect Resources would love to meet with you.

Intellect Resources is proud to offer comprehensive consulting, recruiting, and hiring solutions within the healthcare IT market. Our talent offerings include recruiting, project management, implementation, upgrading and optimization of EMR systems, training and go-live support, and the revolutionary Big Break hiring process. Big Break is patented "American Idol"- style audition process where candidates compete to become a healthcare IT trainer. Big Break offers hospitals systems a unique and innovative talent pool at a fraction of the cost of traditional hiring solutions.

In 2012, Intellect Resources was named to *The Triad Business Journal's* Fast 50, which adds to a growing list of industry awards Intellect Resources has received including *Modern Healthcare's* Best Places to Work in Healthcare, HITconsultant.net naming Intellect Resources' president and CEO Tiffany Crenshaw as one of the Top 12 Women to Know in Healthcare IT and the *London Times* recognizing Intellect Resources' Big Break as the solution to the healthcare IT talent shortage. A unique approach to standard service offerings sets Intellect Resources apart and allows us to constantly find new and experienced talent. Through relationship-driven, hands-on services, Intellect Resources connects employers and healthcare IT professionals.

For more information visit www.intellectresources.com or www.irhighbreak.com

For more information visit www.intellectresources.com or www.irbigbreak.com.

Levi, Ray & Shoup, Inc. (LRS)



To schedule a meeting:

Contact: Ron Peel, Technical Advisor
913.948.3646
ron.peel@lrs.com
Laurie Eldridge, HP Global Alliance Representative
610.850.1237
laurie.eldridge@lrs.com

Levi, Ray & Shoup, Inc. (LRS) is a leader in software for managing care-related documents and other business critical information. Some of the largest healthcare providers in the US use LRS output management solutions. LRS provides documented and supported interfaces to integrate our proven output management software with best-of-breed EMR applications. Contact LRS to learn how we can improve your downtime reporting capabilities and streamline document-related processes to provide better patient care.

MedAptus



To schedule a meeting:

Contact: Jennifer Crowley, Marketing Director
jcrowley@medaptus.com
617.896.4030

MedAptus is the gold standard in the healthcare revenue cycle for achieving effective charge management, compliance, and workflow efficiency. With offerings that include powerful and easy-to-use charge capture and management technologies, it is no wonder that many of the nation's most prestigious healthcare organizations rely on MedAptus for financial optimization. Our full-scale Professional, Facility and Infusion applications increase revenue, enhance EMR investments, re-engineer manual processes, and yield substantially improved productivity.

For more information, visit www.medaptus.com or call 617.896.4000.

MedAssets



To schedule a meeting:

Contact:

Contact:
solutions@medassets.com
888.883.6332

MedAssets (NASDAQ: MDAS) partners with healthcare providers to improve their financial strength by implementing revenue cycle, spend, and clinical resource management solutions that help capture revenue, control cost, improve margins and cash flow, increase regulatory compliance, and optimize operational efficiency. MedAssets serves more than 4,200 hospitals and 100,000 non-acute healthcare providers. The company currently manages \$48 billion in supply spend and touches over \$340 billion in gross patient revenue annually through its revenue cycle solutions. For more information, go to www.medassets.com.

nVoq Incorporated



To schedule a meeting:

Contact: Debbi Gillotti, Vice President and General Manager
deborah.gillotti@nvoq.com
720.562.4507 or 206.465.1765

SayIt from nVoq is a secure cloud-based voice recognition service that's easy to use, easy to deploy, and has been endorsed by the American Hospital Association. SayIt works directly with your EMR to convert speech to text within seconds - no integration required. Access your SayIt voice profile whenever and wherever you need to work - no software to install on each device.

nVoq is a Boulder, CO based provider of cloud-based voice recognition solutions for the healthcare and customer care industries. In business since 2000, nVoq supports a wide variety of enterprise and health system organizations through a growing channel partner network. We're building this network daily in support of real-time (front end) dictation and embedded (back end) voice processing for mobile forms or other applications. A well-documented SDK is available for both Windows and iOS platforms.

While attending HIMSS, we welcome the opportunity to meet with organizations who buy, build or implement applications platforms for healthcare users and are interested in cloud-based, voice-enabled workflow at an affordable price point. Our primary focus is North America, but we welcome inquiries from other venues.

PatientPay



To schedule a meeting:

Contact: David Bond, EVP, Sales & Marketing
db@patientpay.com
919.830.2798

PatientPay is a patented innovative solution that makes healthcare billing, payment and reconciliation faster, easier, and less costly. PatientPay is a simple way for practice management software vendors to allow their physicians to bill patients while reducing costs, increasing productivity and patient satisfaction. PatientPay eliminates the costly and complicated paper-based billing method used by the overwhelming majority of healthcare providers. It drives down the expense and drives up the productivity associated with this activity by at least a factor of two. Since PatientPay reduces the time to payment in half, healthcare professionals realize improved cash flow and reduced accounts receivables.

RazorInsights



To schedule a meeting:

Contact: Reed Liggin, President & CEO
rliggin@razorinsights.com
404.578.1362

Based in Kennesaw, Georgia, RazorInsights is a dynamic healthcare information technology company. In keeping with the principle of Occam's Razor, they have created a simplified HIS solution for rural, critical access, and community hospitals. Introducing ONE (ONC-ATCB 2011/2012) — a single-database, cloud solution offering a simple user experience with cutting-edge clinical tools and industry-standardized data. Hospitals can expect to improve their performance and bottom line with ONE from RazorInsights. To register for a live product demo or for more information, visit www.razorinsights.com or call 770.308.4111.

Santa Rosa Consulting



To schedule a meeting:

Contact: Doug Hires, Executive Vice President, Strategic Advisory and Sales & Marketing
doughires@santarosaconsulting.com
214.546.0895

Santa Rosa Consulting is a national provider of management consulting and information technology services to the healthcare industry. Through our unique blend of strategic advisory services and technical consulting expertise across the full range of healthcare IT vendor products and systems, we deliver solutions specifically designed to address your business needs.

Seamless Medical Systems

The logo for Seamless Medical Systems consists of the text "SEAMLESS MEDICAL SYSTEMS" in white, all-caps, sans-serif font, centered within a solid red rectangular box.

To schedule a meeting:

Contact: Frank Grant, Vice President, Sales
frank@seamlessmedical.com
760.533.1520

Seamless Medical is solely focused on improving the patient's experience in medical practices at the point of care. Our mission is to leverage technology in patients' hands to simplify the front end of the practice workflow, engage the patient in the registration process, and provide the patient with educational content relevant to his/her scheduled appointment and medical conditions. Our team's decades of combined experience in the medical, healthcare administration, and business arenas has led to the formation of the company and dedication to our solution.

SpeechRecognition.com**To schedule a meeting:**

Contact: William Holliman, Dragon Medical Adviser
William.Holliman@1450.com
888.848.1450 ext. 210

Is your EHR doing all of the dictating? Take back control, and the ability to dictate your notes, with the most accurate speech recognition software yet, Dragon Medical Practice Edition. Visit SpeechRecognition.com to schedule a free demo today!

The McHenry Group**To schedule a meeting:**

Contact: Lisa Gatto, Director of Client Development
lisag@mvp4u.biz
815.923.2500

Celebrating nearly 22 years in business, The McHenry Group (TMG) has become the most successful and most experienced international executive search firm solely dedicated to serving the healthcare software vendor market. How successful? Since 1991, TMG has successfully placed over 2,000 candidates within the healthcare technology vendor industry. How experienced? Our team of 10 search consultants has an average tenure with our firm that exceeds 11 years.

One of our clients put it best: "Even though I was expecting great things from The McHenry Group, I was surprised by the extra effort TMG expended to understand our company, its corporate goals and our goals for our open position. I will definitely seek your help whenever our needs mesh with your services."

TMG's recruiting efforts focus on healthcare software vendors in the provider and payor spaces. We identify

superb talent for the C-level, VP sales, regional sales, territory sales, channel marketing, client account executives, client services and implementation, sales support, consulting, marketing, product management, product development, clinical informatics, physician executives, clinical liaisons, nursing (RN) informatics, and more. TMG is equipped to quickly tap into the hidden candidate market and recruit top talent that are not active on the market. Additionally, we can delve into our extensive proprietary database of candidates, coded by specific title, areas of expertise, etc.

TrustHCS



To schedule a meeting:

Contact: Jeff Johnston, Executive Director, Business Development, President
jeff.johnston@trusthcs.com
760.277.1190

TrustHCS provides consulting and services to address clinical documentation improvement (CDI) programs, ICD-10 preparation, revenue cycle improvement, coding services, auditing, and cancer registry. Visit www.trusthcs.com for more information.

Velocity Data Centers



To schedule a meeting:

Contact: Steve Jacobs, President
steve.jacobs@velocitydatacenters.com
734.323.3075

We enable healthcare IT organizations to achieve their strategic goals through our innovative solution to deliver cloud computing infrastructure. This innovative approach delivers incredible benefits at reduced cost. Allowing healthcare organizations to grow revenue, reduce operating costs, and leverage current and future technology trends.

Wellcentive, Inc.



To schedule a meeting:

Contact: Rich Walsh, Vice President of Corporate Strategy
rhwash@wellcentive.com
678.367.8187

Senior management will be located at the Hilton Riverside in an executive suite conducting presentations and open discussions. We look forward to seeing you there.

Wellcentive delivers population health management solutions that enable quality improvement throughout the continuum of care. Wellcentive's Advance platform transforms disparate data into actionable insights that facilitate coordinated preventive care and chronic disease management, physician alignment, clinical integration, and success with value-based reimbursement and incentive programs. Wellcentive empowers healthcare organizations to improve both clinical and financial outcomes.

Winthrop Resources



To schedule a meeting:

Contact: Dan Mandy, Director of Business of Development
dmandy@winthropresources.com
952.656.7687

Winthrop specializes in healthcare technology finance. The realities of today's healthcare market demand a finance solution that can change with you as your strategic direction dictates. Please reach out to Winthrop to learn more on how we can partner with you to deliver a future of efficient care/systems and improved patient outcomes.