



Positioned at the intersection of data and insight

At HIMSS Analytics we believe that better knowledge leads to better decisions. Better decisions help to move the industry forward, and moving the industry forward is what we do.

HIMSS Analytics CapSite Database

The HIMSS Analytics CapSite Database is designed to help you save on healthcare IT and device purchases. Executed contracts, RFPs, and proposals from over 1,700 vendors across 143 categories provide information around the way healthcare IT is being implemented in the marketplace. The Database assists not only in the justification process with administration, but also the negotiation process and vendor selection.

The Challenge - Procurement and purchasing processes can be daunting. Healthcare organizations are either faced with an overflow of information or not enough—often times coupled with competitive vendor negotiations.

How do you know what's reasonable to request in a contract and what is out of line? Are you leaving anything on the table? Who are your peers using? Who are the top players in the market and why? Where should you start?

How we can help – The HIMSS Analytics CapSite Database provides thousands of executed contracts, proposals and RFPs down to the terms and conditions to give you an inside look at the Health IT market.

Monitor vendor selection among peers and review comparable contracts to ensure you have the full picture. In addition to aggregate information, the CapSite Database provides pricing data broken out by component (i.e. cost of implementation, hardware, software) for an accurate comparison.

The result - Knowledge is power. Level the playing field by approaching purchasing decisions well-versed in terms and conditions and pricing structure. Identify new opportunities for savings before you ever sit down at the negotiating table.

HIMSS Analytics Annual Study

The Annual Study collects information relating to software, products, hardware inventory, and clinician use of health IT. HIMSS Analytics' Market Research Associates guide healthcare organizations through study questions to expedite the process and ensure accurate information is collected. Aggregate data is de-identified and shared with other healthcare organizations that also complete the study to help encourage collaboration and advance the industry overall.

Participation gives you access to the HIMSS Analytics® Database which contains the most accurate and current market intelligence available. This data, along with the additional benefits below, gives your organization the tools to move ahead.

An Electronic Medical Record Adoption Model (EMRAM) score - The HIMSS Analytics Electronic Medical Record Adoption ModelSM (EMRAM) was created to track healthcare organizations' progress towards achieving a paperless patient record environment. Hospitals and ambulatory care facilities in the HIMSS Analytics Database are scored based on their level of EMR adoption from Stage 0 through Stage 7. Organized and shared with more than 5,200 healthcare providers across the country, this ranking can be used in planning and executing EMR strategies while charting your path for achieving Meaningful Use funds.

Hospital Profiles - Hospital Profiles allow you to view a succinct inventory of your organization's information technology, as well as general hospital statistics ranging from number of physicians and licensed beds to total number of patient days.

Benchmarking Reports - These reports compare your healthcare organization's operations to peers based on IT budget, staffing and service levels. Benchmarking reports also include comparisons of clinical application portfolio capabilities using HIMSS Analytics EMR Adoption Model scoring algorithms.

For additional information on the HIMSS Analytics Annual Study, or to learn how your organization can participate, visit www.himssanalytics.org.

Essentials Briefs

HIMSS Analytics' Essentials Briefs combine executive-level acumen with Voice of Customer (VOC) insight to deliver real-world knowledge in a format you can use.

Covering a variety of healthcare technology areas and market segments, Essentials Briefs go beyond quantitative research and include information from the HIMSS Analytics® Database to provide an unmatched level of marketplace understanding.

Essentials Briefs include:

- Detailed application conditions
- Adoption levels for applications with relevant market drivers
- Current vendor market share positions for major applications

Visit www.himssanalytics.org to see the complete library of previously published Essentials Briefs and view our upcoming research agenda. Email AdvisorySolutions@himssanalytics.org for additional details.

About HIMSS Analytics

HIMSS Analytics collects, analyzes and distributes essential health IT data related to products, costs, metrics, trends and purchase decisions. It delivers quality data and analytical expertise to healthcare delivery organizations, IT companies, governmental entities, financial, pharmaceutical and consulting companies. Visit www.himssanalytics.org.

HIMSS Analytics is a part of HIMSS, a cause-based global enterprise that produces health IT thought leadership, education, events, market research and media services around the world.