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Q&A: What Every VAR Needs To Know About The Healthcare Market

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Top 10 Health IT Trends

Annual survey of health IT leaders from provider organizations creates a clear picture of what IT initiatives will be given top priority in healthcare for the coming year.

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2014 Results

1. Stage 2 EHR Meaningful Use
2. ICD-10 Compliance
3. PHI (Protected Health Information) Security
4. Patient Portal/Engagement
5. Revenue Cycle Management
6. Electronic Medication Administration
7. HIE (Health Information Exchange)
8. Clinical Decision Support
9. BI/Analytics
10. Wireless Networking

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VAR Opportunities

1. EHR Meaningful Use

- Hardware (laptops, tablets, PCs, mobile carts, etc.)
- New installs, rip-and-replace activities drive demand
- 17% of heath providers plan to replace EHR*
- UPMC EHR switch increased hardware requirements 6x
- Data integration

** Black Book Rankings survey*

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VAR Opportunities

3. PHI Security

- Virtualization
- Cloud/zero-client displays
- MDM (mobile device management)

6. Electronic Medication Administration

- Barcoding/RFID Solutions
- Handheld computers
- Mobile carts/workstations

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10. Wireless Networking

- Need to upgrade wireless infrastructure for advanced capabilities and security (mobile EHR, secure mobile communication, image transfer, etc.)
- Stronger routers/access points
- More bandwidth/capacity
- Stronger security/authentication protocols
- Separation of guest and clinical networks

ENT Specialists

- Nine-physician group practice located in Erie, PA
- Physicians resisted EHR adoption because of data entry
- Worked with local VAR Networking Technologies to build customized "remote scribe" solution
- Solution consists of HD monitors connected to PCs via a network of CAT 5 cable, an audio/video matrix switch, and wireless headsets

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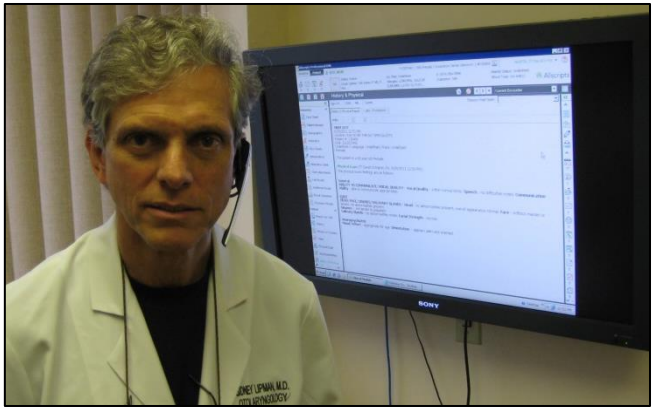
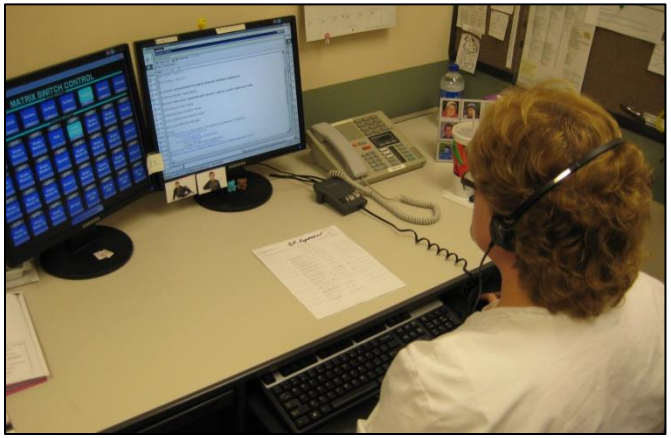
ENT Specialists





- Solution allows remote scribes to perform EHR data entry under the direct supervision and direction of physicians
- Doctors now like EHRs and find that they are even more productive
- Increased patient volumes 3.6%, improved coding accuracy, and boosted revenue 32% as a result.

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Thank You

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