Tech Note



Healthcare Data Management Survey Report

Embarcadero Technologies

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HEALTHCARE DATA MANAGEMENT SURVEY

The Healthcare Data Management Survey was conducted throughout the months of March and April 2010 and is primarily the opinions of Embarcadero's wide array of healthcare IT professional (developers, DBAs, architects, consultants, executives) contacts in the United States. The purpose of the survey was to collect information about the top healthcare IT challenges, data management challenges, key initiatives, and current tools being used.

EXECUTIVE SUMMARY

When asked to identify the top three data management challenges 83 of the 111 survey respondents indicated that database performance (45.8%) was their biggest challenge, with data integration (44.6%) second and data quality (36.1%) third. This is perhaps indicative to the type of applications and projects being implemented across health IT organizations. When asked 'which healthcare IT initiatives is your company currently implementing?', 61.4% responded with electronic health records, 51.8% healthcare data warehouses, and 47% health information exchanges. All of these projects require very high levels of data quality and data integration, while impacting the overall performance of the database systems supporting this data and types of applications. Other key survey results below include the top electronic health record vendors and timeframes for implementation.

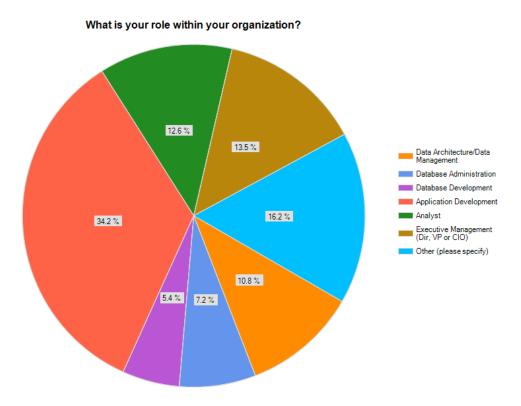
METHODOLOGY

A total of 111 responses were received during the web-based survey which was open March and April 2010. Not all questions were required to answer for completing the survey. The survey respondents ranged from data architects and developers, to executive management and program managers. The size of the respondents companies were well represented with fairly equally sized small, medium and large organizations.

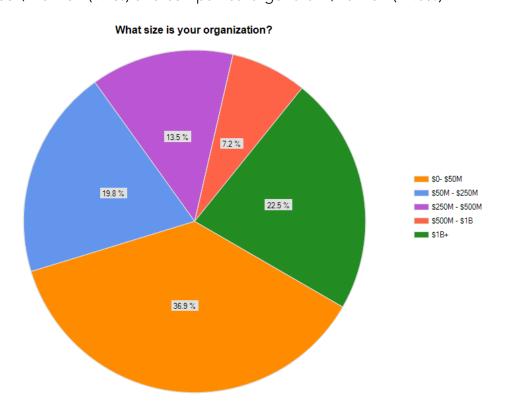
PROFILE OF SURVEY RESPONDENTS

The largest group of respondents were application developers with 34.2% of the responses, followed by "other" at 16.2% which were made up of program managers, consultants, and other various IT positions. The next level of respondents were executive management at 13.5%, analysts 12.6% and data architects at 10.8%.





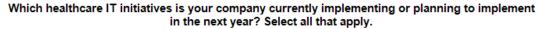
The size of the organizations were widely represented as well with company revenues from small organizations with \$0-\$50 million (36.9%), \$50-\$250 million (19.8%), \$250-\$500 (13.5%), \$500-\$1 billion (7.2%) and companies larger than \$1billion (22.5%)

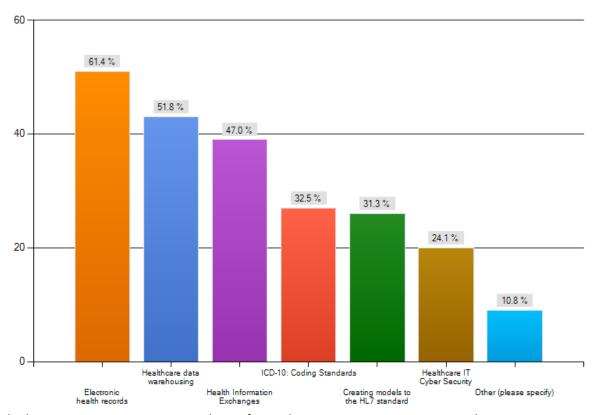




HEALTH IT PRIORITIES

Respondents were asked to identify the top three healthcare IT initiatives that they were either currently implementing or planning to implement in the next year. Over 60% indicated that electronic health records (EHR) were being or planning to be implemented. Half of the respondents indicated that they were implementing healthcare data warehouses and 47% health information exchanges. Creating models to the HL7 standard (31.3%) and ICD-10 coding standards (32.5%) were also indicated as key projects.





With the new government mandates from the American Recovery and Reinvestment Act (ARRA) and HITECH, healthcare providers are required to implement EHR systems quickly in order to take advantage of the stimulus money provided through ARRA. The survey indicated that a majority of the respondents were already in the process of implementing an EHR systems at 58.5%, and 24.5% of the respondents were planning to implement an EHR system within the next 6-18 months. However, when asked which EHR system provider their company would be using, there was no majority indicated. 13.2% responded that they would use Epic, 11.3% Cerner, 7.5% Siemens, and a myriad of other vendors like NextGen, McKesson, Meditech and others.

With more than \$19 billion dollars available as part of the HITECH act, it is no surprise that close to 60% of respondents were in the process of implementing an EHR system. The HITECH act also establishes 25 major "Meaningful Use" (MU) requirements that all electronic medical records systems must implement in order to have their users qualify for

meaningful use.

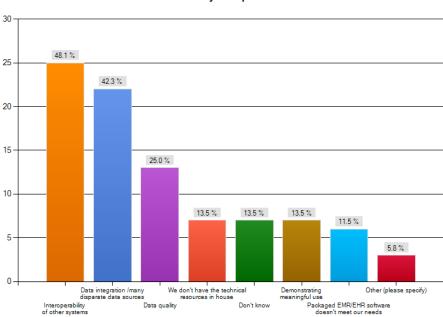


billions in government incentive money. When asked to rank the agreement with areas related to "meaningful use", 50% of the respondents strongly agreed or agreed the existing information on Meaningful Use and Certification was adequate and their technical implementation questions have been answered. 68% strongly agreed and agreed that their IT staff was ready to implement electronic health records that would comply with meaningful use. And 80% strongly agreed or agreed that they were planning to use database management tools to better understand the data and applications to implement electronic health records and meaningful use. For additional information on how "meaningful use" will impact data management professionals, please download the Embarcadero sponsored whitepaper.

Please Rank Your Agreement with the Following Areas in Regards to "Meaningful Use" 100% 11.3% 15.1% 90% 9.4% 3.8% 80% 24.5% 70% 32.1% ■ N/A 60% Strongly Disagree 56.6% 50% Disagree 41.5% ■ Agree 40% ■ Stongly Agree 30% 41.5% 20% 26.4% 22.6% 10% 7.5% 0% I feel that the existing Our IT staff is ready to We are using or planning to use implement electronic health information on Meaningful Use database management tools to and Certification is adequate and records that comply with better understand the data and meaningful use. my technical implementation applications to implement electronic health records and questions have been answered.

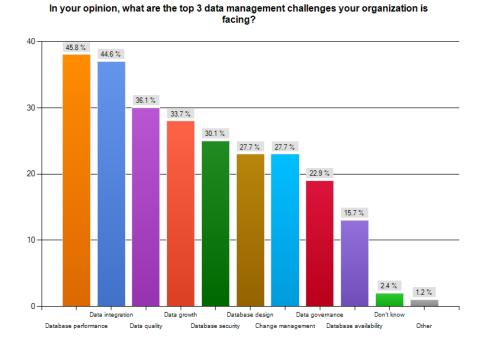


When asked what are the top 2 major IT challenges you anticipate in implementing an EHR system, nearly half indicated interoperability with other systems and data integration.



What are the major IT challenges you anticipate in implementing EMR/EHR? Please select your top 2.

When asked, the respondents opinion of the top three data management challenges facing their organization, the responses were consistent with top challenges in implementing an EHR system. Database performance ranked highest (45.8%), second was data integration (44.6%) and third was data quality (36.1%)



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To learn more about the Embarcadero data and database management solutions for the healthcare industry, please visit our <u>Healthcare Solutions</u> page where additional data sheets, whitepapers and webinars are available for download.

Embarcadero Technologies, Inc. is the leading provider of software tools that empower application developers and data management professionals to design, build, and run applications and databases more efficiently in heterogeneous IT environments. Over 90 of the Fortune 100 and an active community of more than three million users worldwide rely on Embarcadero's award-winning products to optimize costs, streamline compliance, and accelerate development and innovation. Founded in 1993, Embarcadero is headquartered in San Francisco with offices located around the world. Embarcadero is online at www.embarcadero.com.