

AN EHR FOR THE NEW HEALTHCARE PARADIGM:

Understanding the Value Proposition for MEDITECH as a Service (MaaS)

a **MEDITECH** eBook



Introduction

One of the most profound technical advances of the past few years has been the rise of the cloud for on-demand data storage and universal access. The benefits of cloud technologies have led to a **fundamental shift in health IT** — from buildings filled with machines that require people and resources to maintain, to the cloud's on-demand, flexible, always-on service model.

Software as a Service (SaaS) solutions are helping to reduce the expense and infrastructure needed for on-premise hosting. When used with cloud computing, it offers a new solution to the cost-versus-quality dilemma in healthcare: the ability to have leading-edge software that doesn't break the budget.

At MEDITECH, we believe that healthcare organizations shouldn't have to choose between cost and quality.

Our MEDITECH as a Service (MaaS) solution delivers the Expanse Enterprise Health Record, plus the capabilities of **Google Cloud Platform** (GCP) to support effective clinical decision-making, in a single-contract subscription model that reduces up-front costs and implementation times.

With MaaS, healthcare organizations can focus on caring for patients without the distraction of maintaining on-premise data centers.

And because we've designed MaaS to support quality care across every community and care



Matt Walker, CEO

William Bee Ririe Hospital

"Changing EHRs can be painful, but with MaaS, we've seen immediate improvements in efficiency and coordination of care across the organization, especially now that our ED is no longer on a separate system. When a patient comes in unresponsive, you can't ask them questions to get their history, medications, and other important information. With MaaS, our ED doctors can see the same data that their colleagues are seeing — everything is on one system. Our doctors are happy with the new platform, which is saying a lot."

setting, organizations get the benefits of web-based, browser-accessible, clinical decision support tools; seamless interoperability; robust standard content dictionaries; and flexibility to tailor the system to their unique needs.

Beyond the technology, MEDITECH provides its expertise in determining the right tools for each organization, streamlining the decisions that go into a MaaS implementation. Furthermore, through our collaboration with GCP, MEDITECH offers cloud-based solutions that keep patient data safe, as **required by HIPAA**.

By adding GCP to their MaaS implementation, organizations can bolster their ability to detect

and respond to potential cyberthreats. They get affordable, secure, scalable cloud storage for protected health information, while maintaining direct control of the data within the EHR.

Our commitment with MaaS is to help organizations navigate the changing healthcare landscape with a state-of-the-art EHR at a sustainable cost.

Since the Affordable Care Act became law in 2009, medical IT has undergone profound change, especially in the wider adoption of EHRs — from 2011 to 2015, the percentage of non-federal acute care hospitals using certified EHRs **increased from 74.1 to 96 percent**. And as federal regulations continue to place more emphasis on delivering value-based care, ensuring interoperability, and **reducing time-consuming documentation**, EHR vendors must evolve and adapt.

At the same time, what works for one healthcare organization might not work for another, because of their size, location, and patient populations. MaaS is flexible, scalable, and customizable, so that organizations pay for only what they need in terms of hardware, software, and staffing. MEDITECH MaaS provides a single source solution for everything your organization needs — now, and in the future.



Scott Radner

Vice President, Advanced Technology
MEDITECH

MaaS, Defined

MaaS is MEDITECH's answer to an increasingly complex healthcare landscape. Our cost-effective and scalable EHR subscription solution serves organizations of any size or specialty. In a nutshell, MaaS gives you the following value offering:

The Complete MEDITECH ExpansE Platform

When you select MaaS, you gain our full EHR platform — including all of our core products to power a healthcare organization, with options for additional applications.

In One Consolidated Contract

We understand the need to control costs and avoid large capital outlays. With MaaS, you will get one contract, with one subscription cost. That's all.

And a Secure Infrastructure

MEDITECH only offers solutions that keep ExpansE patient data secure as required under HIPAA, and works with your organization to determine the best infrastructure for your EHR.

With Full Implementation and Training Support

MEDITECH supports your organization through the deployment process, from initial project planning through post go-LIVE training, ensuring transparency throughout the project and informing your team, upfront, about any additional tasks. Our MaaS instruction program allows staff to complete training at their own pace, from any device, using our microlearning video library.



Manageable:

MaaS gives organizations the tools to manage their own clinical dictionaries, order sets, and change control processes.



Scalable:

MaaS supports community hospitals as well as multisite, clustered, complex care networks, and can grow with your organization.



Adaptable:

MaaS enables organizations to select which clinical, specialty, and billing functionalities work best for them.



Fully Interoperable:

MaaS supports MEDITECH's interoperability solution, Traverse, which fully interoperates with other vendor EHRs and EMRs.



Expandable:

MaaS supports deployment across the continuum, including affiliated physician practices, long-term care, and mental health facilities.

The Proof Is In The Numbers

Since we first launched MaaS, our customer base has grown exponentially, recently surpassing 100 sites in the U.S., Canada, and Australia — and we have many more on the way.

Read about the various kinds of healthcare organizations, from critical access hospitals to pediatric health centers to full-service clinics, who have decided that MaaS is the right fit for them.

Baker County Medical Services (McLenny, FL) A 10-year MEDITECH customer, Expansive provides one integrated EHR for all of their care settings, including their hospital, two physician clinics, and 68-bed nursing home.

Bethany Children's Health Center (Bethany, OK), a leader in complex pediatric care, selected Expansive to unite care across their inpatient and outpatient services, transitional care, rehabilitation, and 24-hour complex care settings and Community Health program.

Bingham Memorial Hospital (Blackfoot, ID) is a 501(c)(3) non-profit organization that offers over 100 types of patient services. They will install Expansive in their Blackfoot hospital, birthing facility, and several other practices and clinics across Idaho Falls, Pocatello, and Shelley, Idaho.

 **Brant Community Healthcare System**, MEDITECH's first MaaS customer in Canada. BCHS is comprised of two sites serving Ontario residents in Brantford, the County of Brant, Six Nations of the Grand River, Mississaugas of the Credit First Nation, and surrounding communities.

Columbia County Health System (Dayton, WA) is a public hospital district designated as a Critical Access Hospital, Level V Trauma Center, and Level III Cardiac and Stroke Center. Leaders saw Expansive as the integrated solution that would allow them to integrate their hospital and clinics to ensure the best possible patient outcomes and improve physician and patient satisfaction. In addition, Expansive will support critical levels of interoperability with a larger local referral facility and enable their status as an independent community healthcare organization.

Hospital Damas (Ponce, PR) recently celebrated 160 years since its inception, having its origins date back to 1863. Today, they continue to grow and innovate, focusing on their mission to provide health services of the highest quality to their community.

Huggins Hospital (Wolfeboro, NH) provides medical services to the region's year-round population of 30,000 permanent residents, as well as approximately 120,000 seasonal residents in this resort area.

Labette Health (Parsons, KS) has been serving its six-county area since 1961, providing acute, intensive, and inpatient rehabilitation services. It is renowned for its comprehensive healthcare services, state-of-the-art technology, and skilled medical staff, and has earned national recognition for patient safety.

Loretto Hospital (Chicago, IL), a 25-year MEDITECH customer previously using the MAGIC platform, is a community-based organization that partners with physicians, employees, and communities to serve over 33,000 patients annually.

"The new subscription model reshaped the way we considered procurement and implementation. By eliminating the expense and human resources required for an on-premise setup, we will free up resources to focus on other projects that will benefit patients and providers. At the same time, we will have all the advantages of a modern HIS."

Danielle Myers, ICT Director, HIM & CPO
Brant Community Healthcare System

"With a technically sophisticated, customizable, and user-friendly EHR, our staff will be able to devote more time to doing what we're called to do – maximizing the potential of every child."

Michael Johnson, CMO
Bethany Children's Health Center



The Proof Is In The Numbers

Manhattan Surgical Center (Manhattan, KS) is a leading surgical care center, performing over 10,000 procedures annually across multiple specialties. The organization is committed to maintaining their autonomy, while continuing to exchange information with nearby health systems. Expanse offered the best solution for both.

Moore County Medical Center (Dumas, TX) is a 24-year MEDITECH customer implementing Expanse across all care settings, including its hospital, multiple physician clinics, and their nursing and rehabilitation center.

Morrison Community Hospital (Morrison, IL) was awarded the Quality of Care Award by HCAHPS for two consecutive years, ranking among the top 10% of Critical Access Hospitals in the U.S. based on the exceptional quality of personalized outpatient care.

Ohio County Healthcare (Hartford, KY) is a Joint Commission-accredited health system that provides a wide range of hospital, primary care, and specialty physician services.

Roseland Community (Chicago, IL) provides care to the greater Roseland community and was ranked #2 in Chicago for Fair Share Spending by the Lown Institute Hospitals Index. A MEDITECH customer

since 2010, Roseland completed a migration to the Expanse platform from our 6.0 solution.

Russell Medical Center (Alexander City, AL) is a progressive, not-for-profit acute care facility serving the needs of east central Alabama. A member of UAB Health System, their hospital has valued its long-standing MEDITECH partnership and will implement Expanse across its hospital and ambulatory practices.

San Carlos Apache Healthcare (Peridot, AZ) is dedicated to healing, serving, and empowering the Apache people while honoring their traditions. It recently received a local Impact Award from the National Indian Health Board.



St Vincent's Health Australia chose MEDITECH's clinical applications to replace their current systems, across 10 private hospitals. The second phase of the project will see the full roll-out of more MEDITECH applications.

The Bellevue Hospital (Bellevue, OH) saw Expanse as the best solution for offering the most advanced technology and personalized medical treatment through a modern electronic health record platform. The Bellevue Hospital is a locally owned, not-for-profit community hospital.

Thorek Memorial Hospital (Chicago, IL) a MEDITECH customer since the mid-90s that updated its EHR from the MAGIC legacy platform to Expanse, Thorek is a not-for-profit acute care facility on Chicago's North Side providing patients with high-quality, progressive health care for over 100 years.

Townsen Memorial (Humble, TX) selected MEDITECH Expanse to help deliver the best patient care across Houston, Texas and the surrounding area. Expanse will be deployed at their hospital, as well as their surgical centers, imaging centers, and emergency department.

Winnebago Comprehensive Health System (Winnebago, NE), is part of Indian Health Services and striving to lead the nation in health for indigenous people by challenging the healthcare culture for the 10,000 Native American beneficiaries who live on the Winnebago Reservation and in the surrounding 3-state region of Nebraska, Iowa, and South Dakota.

"MEDITECH Expanse offered us the most flexibility to suit our unique needs as a Tribal Healthcare System, along with being price competitive. The list of reasons why we are excited about moving to MEDITECH over our existing EHR would be exhaustive. It will be like moving from a bicycle with a rusty chain, to a well-maintained automobile."

Austin Schanzenbach,
Chief Transformation Officer

Winnebago Comprehensive Health System

DOWNLOAD THE BOOKLET: **The Innovators: MEDITECH Customers In Action**

MEDITECH customers are some of the most innovative healthcare organizations in the world — read how these customers are improving patient outcomes and succeeding in the age of value-based care.

William Bee Ririe Hospital

This rural health clinic and 25-bed critical access hospital located in Ely, Nevada also signed 20 affiliated ambulatory providers to MaaS.



Matt Walker, CEO

William Bee Ririe Hospital

“We chose MEDITECH’s Expanse MaaS to achieve one fully integrated system,” says CEO Matt Walker. *“The EHR will enable all of our care teams*

to work off a single chart across our clinics and our hospital, as well as our associated ancillary services. This solution will ultimately lead to better quality and continuity of care for our patients.”



Frank Ruvolo, CIO

William Bee Ririe Hospital

CIO Frank Ruvolo adds that their new system will be especially helpful to the staff during periods of high patient volumes.

“Even during times of stress, clinicians should be able to spend more of their time with patients, not computers,” he says. *“We look forward to improving both the patient experience and the care team experience, with an Expanse MaaS EHR that allows them to keep personal connections at the forefront.”*



Henry County Hospital

This rural, 25-bed hospital is located in Napoleon, Ohio.



Kristi Barnd, CEO
Henry County Hospital

“We sought to ensure our long-term financial health and IT sustainability while also maintaining our autonomy as an independent organization. The MEDITECH as a Service (MaaS) subscription model allowed us to do both,” says CEO Kristi Barnd.

MEDITECH is known for its devoted and lasting partnerships with customers. CEO Kristi Barnd speaks to this advantage as well.

“We wanted a vendor whose priorities and values align with ours. With MEDITECH, we’ve been able to move confidently into this new era for Henry County knowing that we’ve established a true partnership between our organizations.”

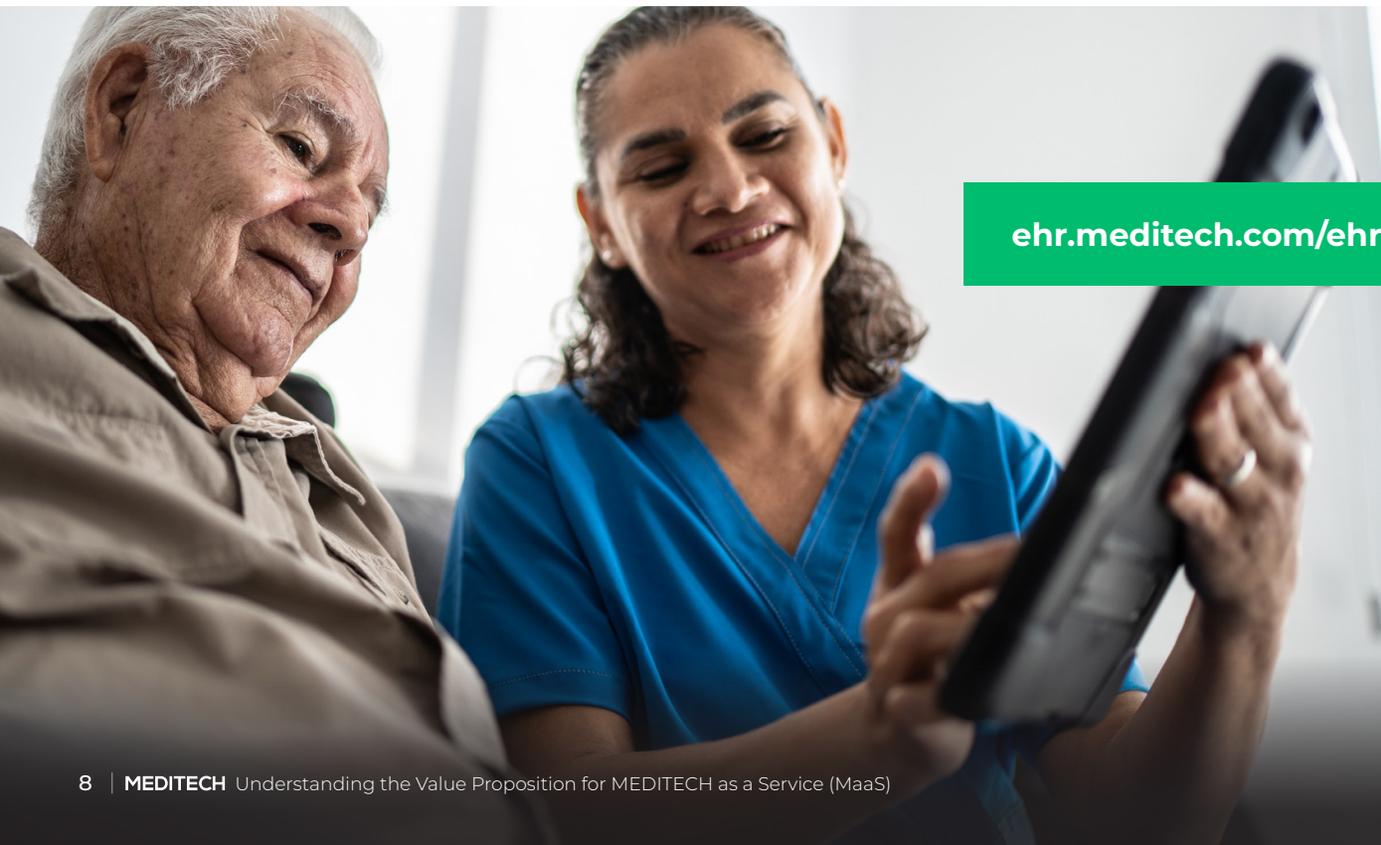
“Our interaction with technology has improved,” Barnd says, *“helping us deliver high-quality patient care while equipping our providers with digital tools that support them in their day-to-day work.”*

To learn more about Henry County Hospital’s success with MaaS, check out this [post](#) on the MEDITECH Blog.



About MEDITECH

MEDITECH empowers healthcare organizations everywhere to expand their vision of what's possible with Expanse, the world's most intuitive and interoperable EHR. Expanse lays the foundation for the next digital era by enabling care across delivery settings, designing cloud-based systems to drive better outcomes, and providing mobile, personalized solutions to improve efficiency for an overburdened workforce. See why thousands of healthcare organizations in 23 countries choose Expanse to meet the challenges of a new era in healthcare, boosting the productivity and satisfaction of their physicians, nurses, and staff. Expand your possibilities. Visit ehr.meditech.com, find **MEDITECH Podcasts** on your favorite platform, and follow us on **Twitter**, **Facebook**, and **LinkedIn**.



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Want to learn more?

Explore why MaaS is becoming the preferred solution among new and existing MEDITECH customers.