# Inside Healthcare Computing...

*"It's being informed, not just thinking you are."*

Dear Healthcare Information Systems Professional,

**Inside Healthcare Computing** is a biweekly newsletter and search-able Internet database of reports and back issues.

Here's how it is different from any other publication covering hospital and health care enterprise information technology:
**1. It tells what is NOT working as well as what is.**
**2. You receive actionable information--no artificial sweeteners, no vendor hype, no cozying up to advertisers.**

Let me give you a one clear example of telling the **full story:**

Three years ago, we started researching and telling readers how to make computerized physician order entry (CPOE) work.  In fact, we ended up writing the book on the subject, **CPOE--How To Make It Work**.

But even back then, we were also reporting on the reasons that CPOE is not right for everyone, at least not yet.

That was heresy at the time--and our CPOE vendor subscribers hated seeing that in print.  But health care IT decision-makers like you subscribe because this publication provides timely, actionable, hard information--and all the important points of view.

## INSIDE HEALTHCARE COMPUTING...

-- has the inside sources and years of experience in health care information technology ... multiple-award-winning expertise.

-- has been the news source your colleagues have relied on for 14+ years for independent, objective, information on health care IT.

**INSIDE HEALTHCARE COMPUTING helps you avoid the traps...**

-- **Biometrics identifiers**: learn why West Tennessee Healthcare booted out Identix DFR-200s fingerprint scanning in favor of Verifi.

-- **Rejected:** learn why users at 3-hospital Community Foundation of Northwest Indiana voted both Meditech Magic and McKesson Series out in favor of a QuadraMed system.

-- **Rejected:** learn why Pascack Valley Hospital passed over Eclipsys for Misys when it replaced an old Eclipsys 7000 system.

**INSIDE HEALTHCARE COMPUTING** offers solutions and strategies:

-- **like single-sign-on:** Learn which vendor's system failed at Mayo Clinic--and which system was <u>so easy that "It was almost scary."</u>

  **INSIDE HEALTHCARE COMPUTING helps you grab opportunities...**

  -- **Landing grant money:** our readers got first crack at $41 million in federal healthcare IT grants last fall.

  -- **Saving $750,000 on network management:** learn why Palmetto Healthcare dropped a vendor network management system for shareware.

**INSIDE HEALTHCARE COMPUTING**

**It's clear, brief, and concise--**<u>not</u> lengthy tomes by industry writers.

It's **Independent and objective:** We have no consulting clients. <u>Vendors can't influence the news</u> with ad dollars, or suppress adverse news by threatening to cancel ads because <u>we don't accept their ads</u>.

  Along with the eight-page biweekly newsletter, you'll receive:
  **BONUS #1:** Three special reports described on an enclosed page.
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Bill Donovan

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