

## MINING THE EMRCONSULTANT.COM DATABASE - CCHIT

EMRConsultant.com has been collecting data from physicians and EHR manufacturers since 2004. During that time thousands of physicians have filled out our online questionnaire.

Each physician who receives a recommendation from us has now filled out between 100 and 300 questions concerning their health information technology interests. We have found that our accuracy in correctly predicting appropriate technology for medical practices increases with each passing month.

A corollary of this is that we now have a meaningful amount of data from thousands of medical groups concerning their current information technology systems and their desires for the future. From this data we are able to extract certain trends. In this edition of EHR Scope, we will discuss the level of interest in CCHIT certification, comparing the relative interest of our client base in August 2006 and March 2007. I was surprised at the results, as I had expected that there would be a significantly larger number of physicians who required CCHIT certification in March, after more than 50 EHR products had been certified, in comparison to August 2006, when the process was just beginning, but this was not the case.

However, as the table below indicates, during each of these intervals, 40% of physicians either demanded or strongly preferred a CCHIT certified program.

LEVEL OF INTEREST IN CCHIT CERTIFICATION	Aug 2006	March 2007
Will Not Purchase Without CCHIT Certification	14%	18%
Would Strongly Prefer CCHIT Certification	27%	22%
Would Like, and Would Pay Extra for CCHIT Certification	17%	13%
Would Like, but Would Not Pay Extra for CCHIT Certification	26%	31%
Do Not Need CCHIT Certification At All	16%	16%



If you are interested in learning about the data in the EMRConsultant.com database, we invite you to contact us to determine if we may be able to assist you with your EHR development plans. Knowing the interests of the marketplace can be very helpful when discussing which new features should be 'above the line' for the development team.

### LIST OF POSSIBLE DATA MINING CAPABILITIES

○ | COMPANY SIZE  
Would you like for us to recommend Small Companies?

○ | SPEECH RECOGNITION  
Are you interested in using Speech Recognition in your EMR?

○ | CCHIT  
We were surprised to see that the interest level remained fairly constant throughout this 6 month period of time.

○ | CUSTOM DESIGNED  
We can provide information on any of over 200 multiple choice questions, or can design a research project for your needs.