



Massachusetts
Health Data
Consortium

The Technology to Power EHR's and HIE's.



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February 4, 2011

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Cisco's Healthcare Mission

Cisco will catalyze the deployment and **adoption** of **interoperable** networks to improve citizen health and wellness, safety, access, productivity, affordability and the overall quality of healthcare.



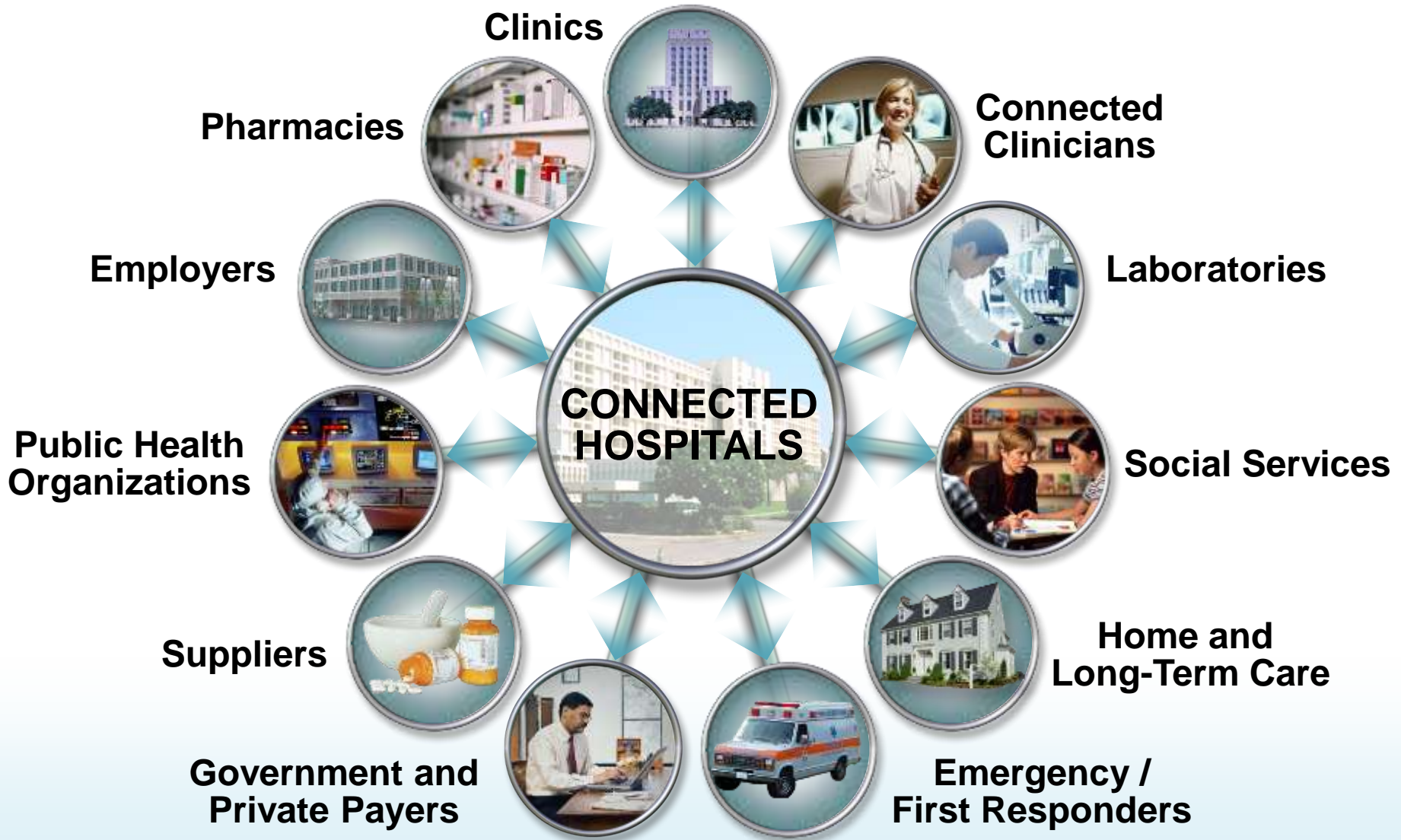
Supported by Industry Affiliations



Cisco is committed to healthcare organizations that proactively optimize the use of healthcare information technology to:

- **Provide patients with the information they need**
- **Increase caregiver productivity and effectiveness**

Connected Healthcare = Sharing Information Across an Ecosystem



Cisco Connected Health

Connected Imaging



Solutions that optimize imaging workflow and image access

Care-at-a-Distance



Solutions that support clinical care unbounded by distance, physical location, or setting

Clinical Workflow



Solutions that streamline workflows and improve communication among clinicians

Healthcare Technology Foundations



Comprehensive healthcare IT infrastructure solutions that enable security, reliability, and regulatory compliance

Smart Healthcare Facilities



Services that enable hospitals to reduce capital and operating expenses of their facilities

More Than EHR...

Meet Meaningful Use with Cisco

Medical Grade Network

Network Foundation and Security

Medical Data Exchange Solution

Interoperability

Security Assessment

Services

- EHR incentives require a certified, qualified EHR to meet meaningful use criteria
- Cisco provides the network foundation, security, and interoperability to help meet these criteria
- Cisco Services provides the security architecture assessment to find security gaps and provides steps to remediate them

Meet Meaningful Use with Cisco

Breathe Life into Your EHR

Stage ¹	Summary of Requirements	Cisco Offering
Stage 1	<ul style="list-style-type: none">▪ Electronic capture in coded format▪ Track primary clinical conditions▪ Communicate for care coordination▪ Implement clinical decision support tools▪ Report clinical quality measures and public health information	<ul style="list-style-type: none">▪ Medical Grade Network (MGN)▪ Security Architecture Assessment Service
Stage 2	<ul style="list-style-type: none">▪ Continuous quality improvement at point of care▪ Exchange of information in structured format	<ul style="list-style-type: none">▪ Medical Data Exchange Solution (MDES)
Stage 3	<ul style="list-style-type: none">▪ Improve quality, safety, and efficiency▪ Decision support for national high-priority conditions▪ Patient access to self-management tools▪ Access to comprehensive patient data▪ Improve population health	<ul style="list-style-type: none">▪ MDES

¹ Stage 1 rule finalized in July 2010; Stage 2 and 3 rules TBD on date

What is the Cisco Medical-Grade Network?

- The Cisco Medical-Grade Network is an optimized architecture for the healthcare industry based on Cisco's best practices for security, campus, data center, remote office, and wireless networks.
- The Cisco MGN 2.0

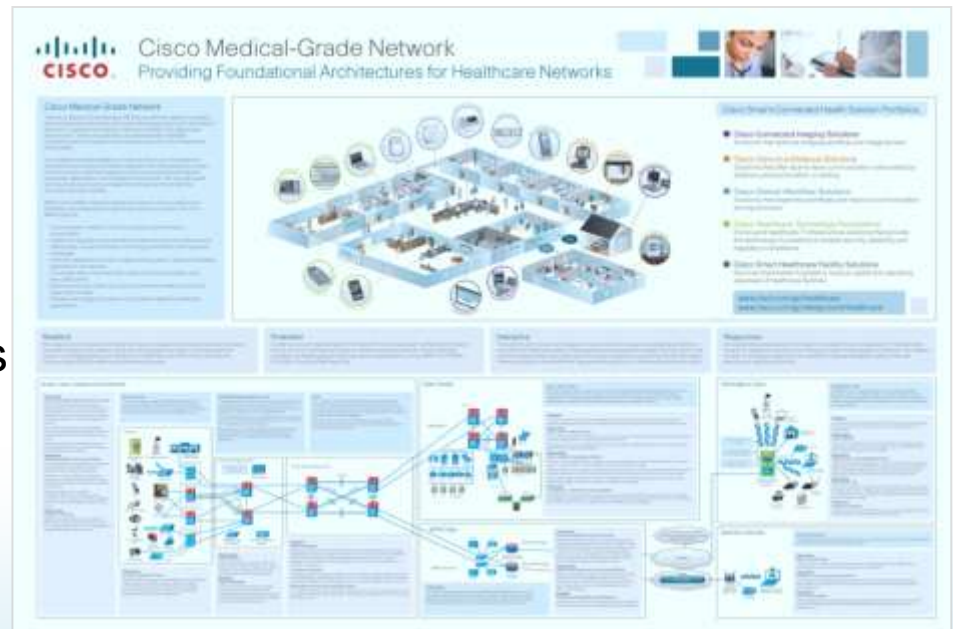
Industry-specific framework following a set of proven best practices

Provides a mapping of clinical and business needs to technology solutions

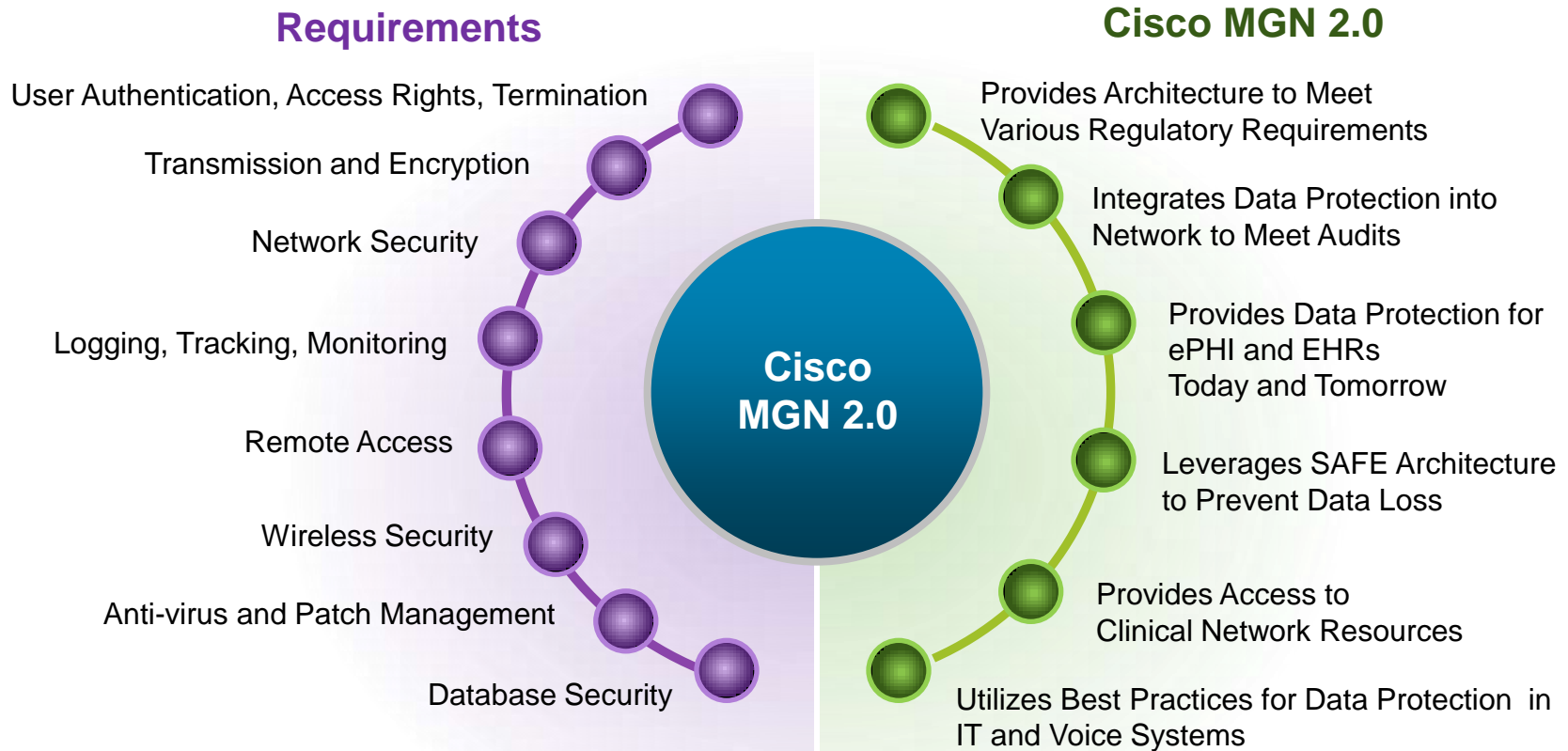
Optimizes interactions between processes, applications, and technical architecture components

Facilitates business and clinical communications throughout the continuum of care

Enhances collaboration across the technology partner ecosystem

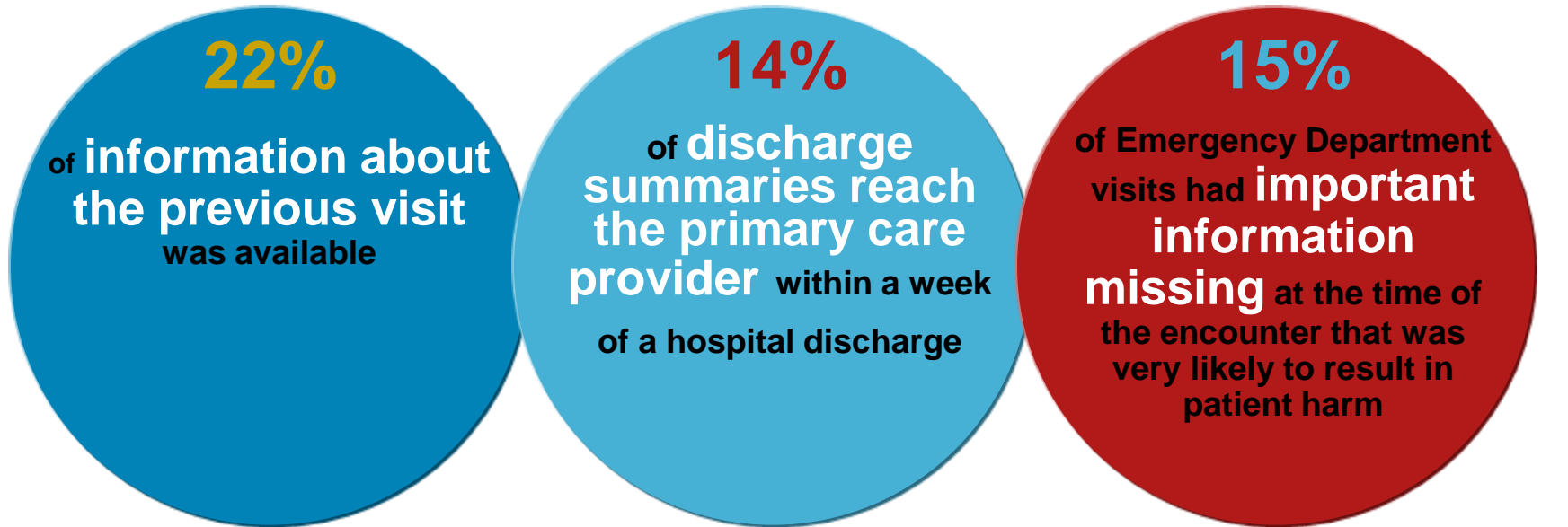


Cisco MGN 2.0 Meets Meaningful Use and Regulatory Requirements



Cisco MGN 2.0—Security Architectures Meet Meaningful Use, Regulatory and Compliance, Data Loss Prevention and Threat Mitigation Requirements, Giving Healthcare Providers a Network Ready for Today's Modern Healthcare Environment

Limited Access to Patient Data



Electronic exchange of clinical data has contributed to increase patient outcomes and lower costs

Sources:

Information exchange among physicians caring for the same patient in the community. *CMAJ* 2008;179(10):1013-8

"Health Information Exchanges: Future Prospects, Current Realities", CSC, 2008

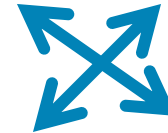
Missing clinical information during primary care visits. *JAMA*. 2005;293(5):565-571

"Formulating an Effective EHR Strategy", Datamonitor, 2006

"U.S. Electronic Medical Records Market in Physician-Based Practices 2007" Frost & Sullivan

Cisco provides an in-network platform to deliver patient-centric access to enable

- **New operating models with real time sharing of critical information**
- **Patient-centric & high-quality care**
 - **Simplify IT environments**
- **Leverage existing investments to provide seamless data exchange**



Utilize an intelligent network to provide healthcare users the type of information access & information exchange used in daily life.

MDES - Foundation for HIE & Clinical Services



What is the Cisco Medical Data Exchange Solution

- A simple, secure, patient-centric solution to enable the sharing of patient information (e.g. EHRs) that provides:
 - Access to patient information at point-of-care
 - Interoperability within existing systems
- Global, open-standards access through IHE frameworks

Cisco AXP
Network Module



Cisco ISR
Router



+

Leading global software solution for
IHE based medical data exchange



“MDES provides an intelligent infrastructure for a patient-centric view of clinical information”

Any Context Relevant Application Data to any Clinician or Patient on any Device Type at Anytime

END USERS



Physicians



Nurses



Technicians



Patients / Family



First Responders

ENDPOINTS



Cisco IP Phone



Wireless IP Phones



IP Video Phone



Cell Phones / PDAs



CIUS

INFRASTRUCTURE/ CALL CONTROL



Routing



Switching



Wireless



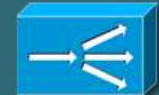
Call Manager



QoS



Security



Management

APPLICATIONS



Imaging Systems



EMR/EHR



Bio-Medical



Nurse Call



Lab Systems



Pharmacy Rx



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