

Dear Colleague:

Earlier this year, the world's eyes were upon the United States as President Barack Obama was sworn into office as our 44th President in a truly historic event. The challenges before President Obama and the new administration are immense – as are the opportunities. In the current economic environment, the industry has renewed its focus on broad health reform and the use of Health Information Technology (HIT) as one of the tools to enable enterprise quality improvement and efficiency. Together with you, our valued partner, we are about to embark on a journey through unprecedented changes to our healthcare industry.



At its simplest, the American Recovery and Reinvestment Act of 2009 (ARRA) aims to make comprehensive electronic health records (EHRs) nearly ubiquitous within the next decade, with “meaningful use” adoption in the majority of all US hospitals and physician offices. I believe this is a landmark event in our industry's history – and, as such, Siemens Government Affairs representatives have been instrumental in sorting through and making recommendations to our legislative leaders on the impacts and associated benefits of the ARRA.

Many high-level details have already been defined in the legislation; however, the elements of discrete implementation and rollout will await the appointment of the Secretary of Health and Human Services. As part of our advocacy efforts on your behalf, we will continue to engage with Capitol Hill to better understand the economic impacts and opportunities for your organization. Likewise, we will pursue ongoing open dialog with you throughout the rollout process, making certain our solutions enable your organization to maximize the potential benefits of the stimulus package.

Key HIT provisions of the ARRA include:

- Investment of \$19B in HIT infrastructure and Medicare/Medicaid incentives to encourage clinicians to use certified HIT for the secure and authorized exchange of healthcare information.
- Government leadership to develop standards by 2010 that allow for the nationwide exchange and use of health information to improve quality and coordination of care.
- \$12B in government and additional benefits throughout the health sector, for improvements in quality of care and care coordination and reductions in medical errors and duplicative care.
- Stronger Federal privacy and security laws to protect identifiable health information from misuse as HIT adoption increases.

As your long-term partner, we are invested in your success. Our history of meeting challenging regulatory and industry initiatives such as DRGs and HIPAA confirms our commitment to effectively preparing our customers as the industry evolves.

The latest developments in our journey – both the recent signing of the ARRA and the publishing of the final rules for ICD-10 and X12 Version 5010 Regulations – will be no deterrent to the assistance Siemens will provide in helping you meet associated deadlines and leverage the exciting opportunity before us.

From the office of Janet Dillione

www.usa.siemens.com/healthcare

SIEMENS

We invite you and your colleagues to participate in Siemens ongoing educational series available to you and your employees throughout the year.

Tuesday, March 3, 2009

Webcast:
American Recovery & Reinvestment Act
"Secure Your Healthcare IT Investment"
2:00 p.m. – 3:00 p.m. EST

Friday, March 13, 2009

DVHIMSS Webcast:
Healthcare policy and IT initiatives:
What a difference a year makes
1:00 p.m. – 2:00 p.m. EST

Tuesday, March 17, 2009

Webcast:
Washington Update: Policies, Politics,
and News Community Hospitals Can Use
2:00 p.m. – 3:00 p.m. EST

Friday, March 27, 2009

Pre-HIMSS Update
Time: TBA

Please mark your calendar for these important events, and be sure to visit our Executive Gateway (www.siemens.com/executivegateway) often for the latest ARRA information and updates from Siemens. This site can serve as your primary repository for economic stimulus-related material and activities.

Of course, we also look forward to continuing our discussions and furthering joint education opportunities at upcoming Siemens-sponsored and industry events including but not limited to:

April 5 – 8, 2009

Health Information Management Systems Society (HIMSS) Annual Conference
Chicago, Illinois (Booth 2036)

April 19 – 22, 2009

MedSeries4® Vision Users Conference
Salt Lake City, Utah

May 3 – 5, 2009

Siemens Healthcare Leadership Forum
Bonita Springs, Florida

June 14 – 17, 2009

American Society of Health-System Pharmacists (ASHP)
Village of Rosemont, Illinois

June 14 – 17, 2009

HFMA
Seattle, Washington

August 8 – 12, 2009

Siemens CPOE Symposium, Nursing Symposium, and Innovations for IT Professionals Conference

Rest assured that we will maintain our commitment to providing certified solutions to help your organization meet the objectives of the ARRA. Additionally, from services to help you implement needed solutions during these challenging times, to technology offerings and financing options to help you offset capital outlay, your Siemens partnership provides many options to help you take advantage of the stimulus package, regardless of your stage of HIT adoption.

You can count on Siemens to continue our proactive industry involvement, helping to ensure that our solutions support our customers in achieving outstanding performance in response to these national initiatives. We look forward to keeping you informed and strengthening our partnership during these historic times.

Regards,



Janet Dillione
CEO, Health Services
Siemens Healthcare

Global Siemens Headquarters

Siemens AG
Wittelsbacherplatz 2
80333 Muenchen
Germany

**Global Siemens
Healthcare Headquarters**

Siemens AG
Healthcare Sector
Henkestrasse 127
91052 Erlangen
Germany
Phone: +49 9131 84-0
www.siemens.com/healthcare

Global Business Unit

Siemens Medical Solutions USA, Inc.
Health Services
51 Valley Stream Parkway
Malvern, PA 19355-1406
USA
Phone: +1-888-826-9702
www.usa.siemens.com/healthcare