

Dear Colleague:

Since the signing of the HITECH Act of the American Recovery and Reinvestment Act (ARRA) of 2009, Siemens has embarked on a proactive customer education campaign via webcasts and live events. In response to customer inquiries, we have provided explanations on: the complexities of the legislation; the HIT stimulus payout estimates; and timelines to help ensure our customers understand the complete ARRA picture as we await the forthcoming details associated with meaningful use and certification.

In fact, many of you have asked us to speak with your Board of Directors so they, too, have a clear understanding of the legislation and how Siemens intends to support you through this dynamic time. Collectively, it seems we all agree that we must first walk before we run, and as such, we have received significant positive feedback from customers on this first phase of our ARRA activities.

Today, we are writing to share some important information and updates with you. First, on the topic of "meaningful use," while there are many views in the industry regarding how high or low the bar should be set, the latest information from the Office of the National Coordinator (ONC) indicates that we should receive some additional guidance this summer, well before the published date of December 31.

Additionally, as many of you know – because you have been working closely with us – Siemens has been very active in efforts contributing to the work of defining "meaningful use" on behalf of our customers, both with the Department of Health and Human Services and with industry trade groups. We have done this by submitting our own proposed definition to ONC following the recent meaningful use testimonies provided to the National Committee on Vital and Health Statistics, as well as through our contributions to key industry groups who have also submitted suggested definitions, including HIMSS and the HIMSS Electronic Health Record Association.



We are also extremely pleased to report that our own Charlene Underwood, FHIMSS, director of Government & Industry Affairs for Health Services, has recently been appointed to the Meaningful Use Workgroup, one of three Workgroups – Meaningful Use, Certification/Adoption, and Information Exchange – chartered by the newly formed HIT Policy Committee (HITPC). Charlene has an extensive history of industry leadership and collaboration and we are certain she will not only contribute substantive insight to this Workgroup, but also thoughtfully represent the voice of our customers in these very key discussions. All three Workgroups are expected to present at the next HITPC meeting in mid-June, and we will surely keep you abreast of the activities of these Workgroups as initiatives solidify.

What else can you expect from us moving forward? In a word: partnership. Deep customer intimacy and partnership – the phase of working together to assess your state of EHR readiness and customizing meaningful use roadmaps based on each customer's unique situation and environment. Much of this activity will happen through and with your local account teams, but rest assured that efforts are also underway within our R&D organization that map our release planning across our product lines to the likely attributes of meaningful use. In fact, we expect that many of our customers will already be considered meaningful users, and for others who will achieve meaningful use, there will be no shortage of opportunities to share best practices via our ongoing ARRA webcast series as we embark on this journey together.

From the office of Janet Dillione

www.usa.siemens.com/healthcare

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In terms of product-line planning as it relates to certification, as you may know, Siemens currently maintains CCHIT 2007 Certification for Soarian® Clinicals V2.0C5, INVISION® Clinicals V27.0, and MedSeries4® Clinical Suite V28.10 – all with Siemens Pharmacy and Med Administration Check™ V24.0. While this Certification runs through 2010, we are taking steps now to achieve 2009 CCHIT Certification on the above mentioned solutions and continue to monitor the activities of ONC very closely as the requirements for certification unfold. We look forward to communicating our successful 2009 results to you and keeping you updated on the certification aspect of the stimulus.

Again, to support your planning and budgeting activities, we encourage you to initiate your free EHR assessment, which is available to all customers right now. As we anticipate more definitive information regarding meaningful use coming from Washington in the next two months or so, **please also expect to**

hear from your local account team in the coming weeks to begin preliminary discussions on a customized meaningful use roadmap.

Your Siemens account executive will explain the process we've established to guide our joint efforts toward assuring your organization's meaningful use of your Siemens health information solution.

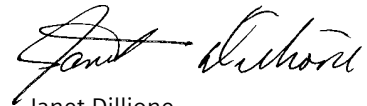
In conclusion, we ask for your continued confidence in Siemens as your partner for the future – for securing your current HIT investment, while securing results for your organization. Please know you can count on us to continue our proactive government and industry involvement, to further our customer education and outreach activities, and, of course, to support our customers in achieving outstanding performance in response to these national initiatives.

Lastly, please direct any ARRA questions you have to your account executive, and be sure to visit our Executive Gateway often for the latest ARRA information

and updates from Siemens. This site (www.siemens.com/executivegateway) should serve as your primary source for HITECH-related material and activities. I also point your attention to our next ARRA webcast on June 18, 2009 at 2:00 p.m. EST. George Hickman, vice president and CIO, Albany Medical Center will join Siemens experts for a discussion on meaningful use preparations and recommendations. You may register for this webcast via the Executive Gateway link above.

We look forward to deepening our customer partnerships during these historic times.

Best regards,



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