

Healthcare Sector Imaging & IT Division

Siemens Announces Latest Contracts, Recent “Go Lives”, and Strong Customer Support for Its Workflow-Enhancing Healthcare IT Solution Soarian Clinicals, at HIMSS 2009

Multiple customer agreements for Soarian Clinicals and Siemens surround clinical applications help define a banner year for the system that streamlines the flow of clinical information to support hospital patient–safety initiatives.

Chicago, April 5, 2009 – Siemens (www.siemens.com/healthcare) today announced new customer contracts and installations, along with strong existing-customer support, for its enterprise-wide clinical workflow system Soarian Clinicals, at the Healthcare Information and Management Systems Society (HIMSS) 2009 Annual Conference and Exhibition in Chicago.

Soarian Clinicals, which is being showcased in the Siemens HIMSS booth (#2036), offers a revolutionary workflow-driven design that addresses the dynamic nature of patient care. It positions healthcare organizations to manage processes, as well as clinical data, from beginning to end – across departments, disciplines, and care settings – to help improve operational efficiencies and the business of healthcare.

Soarian’s differentiator comes from Healthcare Process Management (HPM), and its performance and longevity for the future is derived from the Soarian Service Oriented Architecture (SOA). Powered by HPM, Soarian Clinicals utilizes the advanced, time-sensitive workflow engine and knowledge management framework. HPM, combined with the Soarian SOA, provides organizations with greater agility to adapt to change when and where it’s needed.

Today, Soarian-driven workflows are being deployed globally to support key quality and regulatory initiatives, such as those defined by Centers for Medicare and Medicaid Services (CMS), the Joint Commission (JC) Core Measures, key objectives of the Institute for Healthcare Improvement’s (IHI) Five Million Lives Campaign, and providers’ own internal quality measures. Siemens has more than 110 participants in industry organizations, with over 30 situated in a leadership positions that contribute expertise on a wide range of industry topics.

New Customer Agreements and Installations

Currently, more than 240 Soarian-enabled workflows are live across Siemens' global customer base and over 300 Soarian modules are now live in the US.

The 341-bed acute care **Champlain Valley Physicians Hospital Medical Center** in Plattsburg, NY, recently signed on for Soarian Clinicals, in addition to Soarian Emergency Department, Soarian Device Connect, and other surround applications.

“The potential of workflow and process management tools to address real world issues was a differentiator in the selection of Soarian Clinicals,” explained Rosemary Miller, Associate Vice President, ISS at Champlain. “This is a major strategic IT move for CVPH Medical Center. We anticipate that redesign of our workflows utilizing this technology will enhance productivity, getting the right information into the hands of the clinicians to provide a safe environment and effective care.”

In addition to this latest agreement, two other healthcare institutions are benefitting from the implementation of Soarian Clinicals after further functionality was successfully installed in their facilities. At **Main Line Health** in Bryn Mawr, PA, Soarian clinical documentation is currently online at four out of five of its hospitals, while Soarian orders management is live at three of its five hospitals. Plus, an additional computerized physician order entry (CPOE) pilot is also underway there.

“Soarian has provided our clinicians with a consolidated record of patient information,” said Karen Thomas, VP and CIO of Main Line Health. “Physician, nurses, and other caregivers can now go to one place to find patient medications, vital signs, lab results, radiology results, EKG strips, images, and scanned records. This has led to clinician satisfaction, and has saved time typically spent looking for the charts.”

The multi-facility **Catholic Health System** in Buffalo, NY, also recently experienced another Soarian “go-live,” following the successful implementations of Soarian clinical results and Soarian orders management in June 2007. Their latest installation was for Soarian clinical documentation, which occurred at their 389-bed Mercy hospital location, making it the fourth and final Catholic Health System facility to utilize the innovative clinical-documentation software.

Soarian Clinicals Helps Customers Achieve Results

According to Anne Trafford, Vice President, Information Management and CIO at **St. Michaels' Hospital** in Toronto, Ontario, Canada, Soarian Clinicals' workflow engine technology is what distinguishes the suite of applications from others in the field.

Since activating Soarian's workflow technology powered by HPM in February 2008, the large Catholic teaching, research, and trauma hospital has been optimizing daily practice efficiencies – as well as patient care and safety - through new workflow abilities that deliver the right electronic information into clinicians' hands at the right time, enabling them to make immediate actions in a way manual processes can't achieve.

“Response to our workflows have been quite staggeringly positive from both a data results perspective and from our clinicians' feedback,” explained Trafford, noting that they have four live workflows to date and several more planned for the future. “By having the most sophisticated electronic clinical information system, all based on workflow, we are driving efficiencies and setting ourselves apart from our peers.”

The **Siemens Healthcare Sector** is one of the world's largest suppliers to the healthcare industry. The company is a renowned medical solutions provider with core competence and innovative strength in diagnostic and therapeutic technologies as well as in knowledge engineering, including information technology and system integration. With its laboratory diagnostics acquisitions, Siemens Healthcare is the first integrated healthcare company, bringing together imaging and lab diagnostics, therapy, and healthcare information technology solutions, supplemented by consulting and support services. Siemens Healthcare delivers solutions across the entire continuum of care – from prevention and early detection, to diagnosis, therapy and care. Additionally, Siemens Healthcare is the global market leader in innovative hearing instruments. The company employs around 49,000 people worldwide and operates in 130 countries. In the fiscal year 2008 (Sept. 30), Siemens Healthcare reported sales of €11.2 billion, orders of €11.8 billion, and Sector profit of €1.2 billion. Further information can be found by visiting <http://www.siemens.com/healthcare>.

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