



## HP Assists Healthcare Providers with Electronic Health Record Migration and Management

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PALO ALTO, Calif., July 13, 2010 – HP today introduced a new program to support and accelerate the adoption of electronic health records (EHR) among hospitals and physicians.

With offerings that span records migration and management as well as financing and support, [HP EHReady](#) enables hospitals and their affiliated physicians to stay connected through an integrated EHR patient network designed to improve record security, efficiency and the quality of patient care.

The program offers a variety of comprehensive solutions that include hardware, software and support along with installation, setup and training services – all designed to simplify system changes. The solutions can be customized for each medical practice and include a wide range of products from desktop PCs and workstations to notebook PCs, tablets and scanners.

“EHR adoption is critical to the future of the healthcare industry,” said Chris Mertens, vice president, Healthcare Business, Personal Systems Group, HP. “HP assists health industry customers with record migration by delivering simple, yet comprehensive, EHR solutions for each unique medical environment to help improve patient care and productivity.”

EHReady includes flexible financing options designed to help organizations fund immediate investments on EHR technology while they secure government [American Recovery and Reinvestment Act of 2009](#) (ARRA) subsidies, which may be available to qualifying applicants. The program also delivers information resources that can help medical offices better understand the overall ARRA-qualification policies.

EHReady also provides marketing services support to help hospitals promote the solution to their affiliated physician networks. These offerings include standard and customized marketing toolkits, as well as live engagement and one-on-one consulting with HP experts who can provide full-service marketing and program plan development.

“As a complete solution with unique elements such as marketing services

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and support, HP's EHReady will make it simpler for us to help our physician practice customers achieve their EHR vision," said Jim VanderMey, chief technology officer of Open Systems Technologies, an HP reseller. "The program is helping hospitals that have implemented enterprise EHR applications extend the advantages of this investment into their affiliated physician practices."

HP's extensive network of value-added resellers is available to support EHReady with site assessments, training, implementation and support services for hospitals and their affiliated physicians. HP also is collaborating with key independent software vendors (ISVs) to provide customers with a choice of EHR applications. HP is currently engaged in an extensive ISV qualification and selection process.

EHReady's IT services can be structured to support a seamless EHR install or upgrade with minimal interruption to hospitals and affiliated physicians. An "IT checkup" onsite assessment service kicks off the EHR system consultation, leading to planning and setup services to fully implement the EHR solution.

Additionally, HP will be extending the program to healthcare associations and regional extension centers, providing them a comprehensive EHR solution to extend to their member bases.

Additional information is available at [www.hp.com/go/EHReady](http://www.hp.com/go/EHReady).

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