

The background of the slide is a light blue, textured surface. Overlaid on this is a faint, semi-transparent image of several stylized human figures in silhouette, holding hands in a circle. The figures are positioned in the upper half of the slide, creating a sense of community and collaboration.

European eHospital Census

HBS Consulting

Health Information Network Europe

Co-operation between HBS Consulting & HINE

HBS Consulting

Originator of the project

Responsible for:

- Project methodology
- Questionnaire in co-operation with HINE
- Data acquisition
- Data analysis
- Report writing
- Contact management
- Marketing

HINE

User of the project

Responsible for:

- Questionnaire in co-operation with HBS Consulting
- Methodology in co-operation with HBS Consulting
- Marketing

Key Project Objectives

1. Statistically relevant assessment / quantification of the current HealthCare IT situation within Europe
 - Quantify existing IT systems per type and application
 - Number of current installations per product
 - Year of installation
 - Name of supplier
 - Preferred suppliers

2. Future Outlook within next 12 month & 3 Years
 - Understand customer investment plans
 - Monetary
 - Technological
 - Understand the issues surrounding ICT development
 - Quantify customer ICT requirements and map end user decision making processes

Project Methodology

Secondary Research

For the purpose of this report, HBS Consulting has conducted secondary research on following topics:

- Number of hospitals
- Profiles of suppliers of healthcare IT solution, mentioned as relevant in primary research

Primary Research

1. Existing IT Healthcare Systems Usage and Application:

- Percent of hospitals with current IT system installations by type of system and type of hospital
- Number of installations (projected)
- Supplier
- Year of installation / age and expected time to replacement

2) Future Investment Plans for IT Healthcare Systems:

- Planned review (purchasing plans) by type of system and type of hospital
- Planned timing of investments in new or replacement healthcare IT systems
- Preferred supplier

3) Issues Surrounding Healthcare IT Development:

- Integration Issues: current level, future outlook and migration pattern; solution suppliers
- ePrescribing: plans for implementation and suppliers
- Business Process Re-Engineering (BPR) – Patient or clinical process redesign and change management: current engagement and future plans; usage of consultancy; solution providers
- Workflow management: plans for implementation and known suppliers
- Factors Driving ICT Investments: rating and mapping of factors relevant for current and future investments in healthcare ICT
- Financial and budget related issues (allocated budgets; expenditure level, external spend, budget development, financing models)
- Technology issues e.g. preferred environments; standard requirements; operational environment

Project Segmentation

Segmentation by Centre of Installation:

- Small acute/general hospitals (75-249 beds)
- Medium size acute/general hospitals (250-750 beds)
- Large acute/general hospitals (>750 beds)

Segmentation by Hospitals Ownership Type:

- Public hospitals
- Private not for profit hospitals
- Private for profit hospitals

Segmentation by Type of IT System:

- Patient Administration Systems (ADT, Scheduling of critical resources & facilities, Collection & Coding of information for financial and reporting purposes)
- Medical Records – Medical Document Management Systems
- Order Communication Systems (Order Placement, EPR Storage Systems)
- Radiology Information Systems (RIS)
- Picture Archiving and Communication Systems (PACS)
- Laboratory Information Management System (LIS/LISM)
- Pharmacy Department Management System
- Electronic transmission of prescriptions / Electronic prescribing or ePrescribing
- Clinical Infrastructure Systems (Clinical Data-Warehousing, Digital Dictation and Medical Transcription)
- Knowledge Support Systems

Sample Composition

	Small	Medium	Large	Public	Private Non Profit	Private profit	Total Interviews	All Acute Hospitals
Germany	81	95	14	93	77	20	190	1.456
France	37	76	21	103	11	20	134	900
UK	18	39	15	69	3	0	72	555
Italy	49	60	15	90		34	124	805
Spain	54	35	11	68	10	22	100	416
Belgium	10	31	8	18	31	0	49	49
Netherlands	3	32	10	43	2	0	45	45
Austria	18	20	7	35	8	2	45	45
Switzerland	26	16	3	38	3	4	45	45
Norway	10	13	2				25	25
Sweden	10	10	5				25	25
Denmark	5	7	8				20	20
Finland	5	13	2				20	20
Iceland	0	0	1				1	1

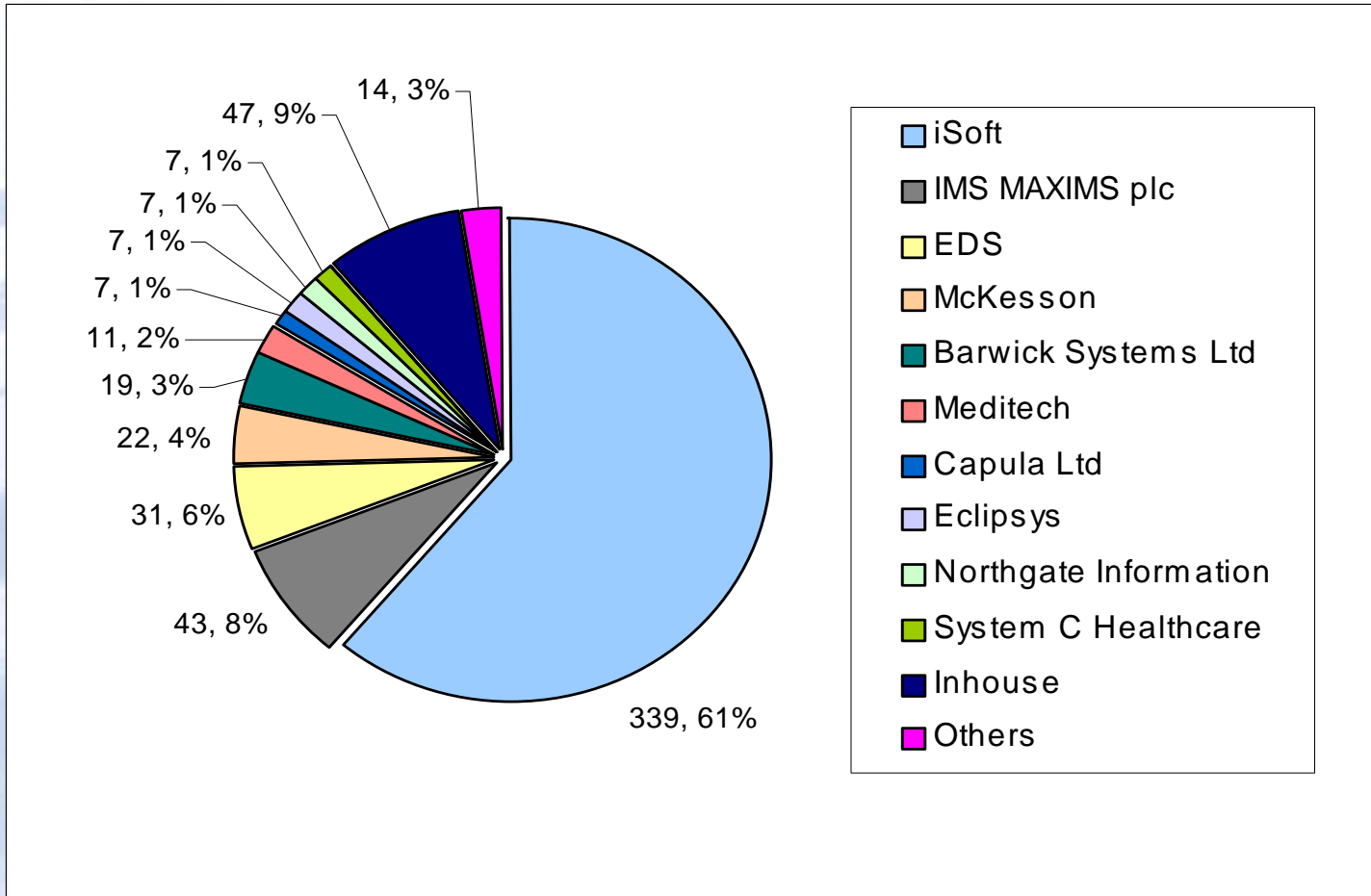
**Sample Information
of the project available by country**

Administration, Discharge & Transfer

	Germany	France	UK	Italy	Spain
Existing installations	171=96%	128= 96%	15=100%	127=96%	102=99%
Median year of installation	1999	1998	1999	1999	1996
Planned to review	16,3%	33,1%	86,7%	31,1%	12,6%
Planned within next 12 months	40,00%	33,30%	15,40%	15,40%	61,50%
Planned within next 3 years	20,00%	28,60%	61,50%	7,70%	38,50%
Later planned	40,00%	38,10%	23,10%	76,90%	0,00%
Planned as a part of a suite	78,30%	85,70%	44,40%	91,90%	100,00%
Preferred supplier(s)	51,70%	69,70%	25,00%	21,20%	84,60%

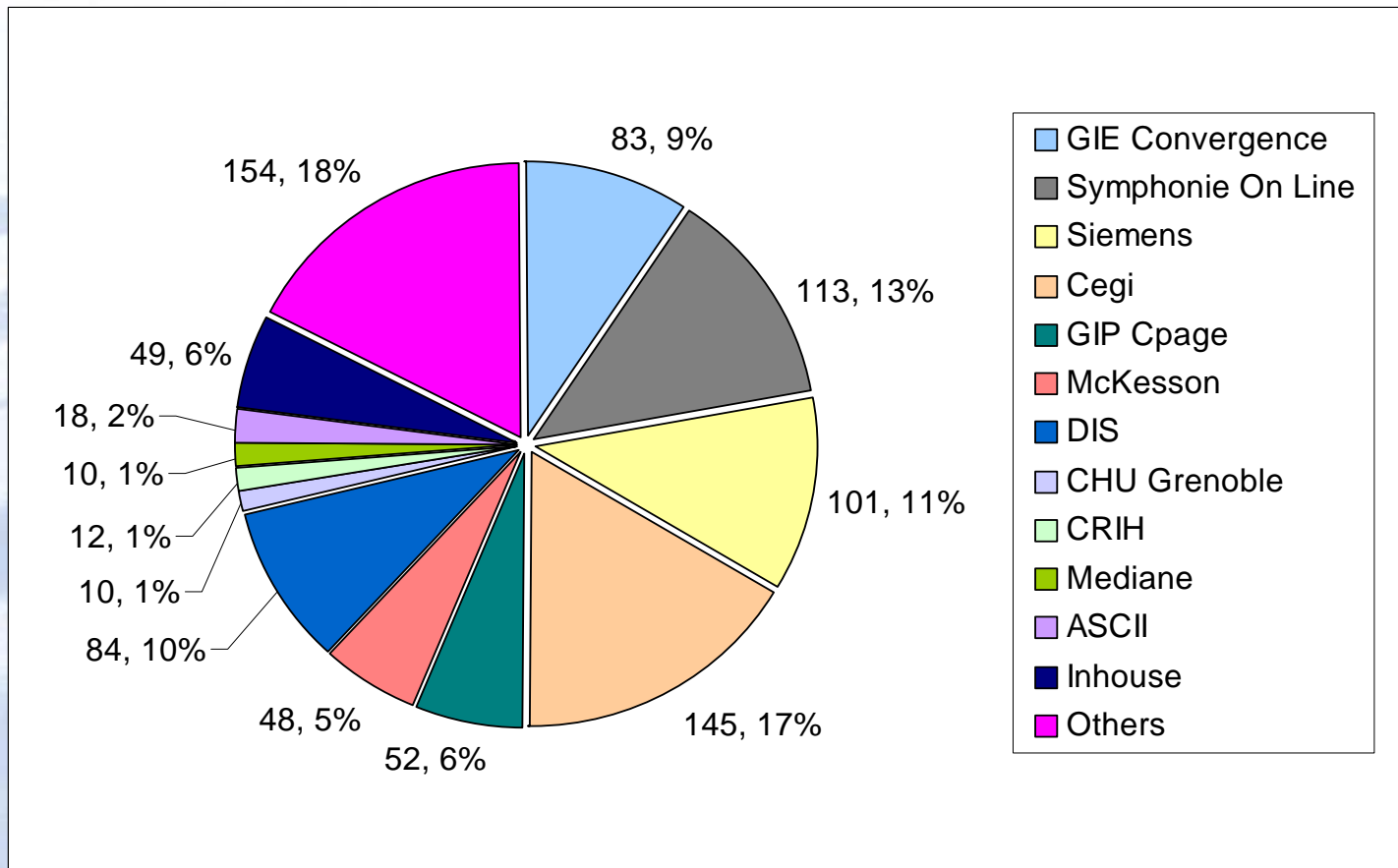
- High level of existing installations
- Most uptake in UK, although in Spain oldest systems
- UK uptake within next 3 years
- Italy investments later than next 3 years
- Preference for integrated systems
- Preferences for preset suppliers in Spain and France

Market Shares ADT, UK



✓ Market dominated by iSoft

Market Shares ADT, France



- ✓ Relatively old systems
- ✓ Dominated by local players
- ✓ High portion of small companies and inhouse developments

Reasons for IT Investment

Next 12 months	Germany	France	UK	Italy	Spain
Meet legal requirements	4,5	4,1	3,5	4,5	4,0
Improve control of costs	4,3	4,1	3,8	4,5	3,6
Improve overall quality of care	3,8	3,5	4,2	4,2	4,3
Improve security and privacy provisions	3,7	4,2	3,3	4,6	4,1
Enhance organisational performance	4,2	3,3	4,3	4,0	3,9
Reduce avoidable medical errors	3,8	3,2	4,0	4,0	4,2
Increase clinical capacity and productivity	4,2	3,1	3,9	3,9	4,0
Improve access to care / reduce waiting lists	3,7	3,2	4,0	4,1	4,0
Facilitate sharing of patient information	3,5	3,2	3,7	4,2	3,9
Improve interaction with patients	3,2	2,9	3,9	4,0	4,1
Increase revenues & reduce costs	4,1	3,6	3,2	4,0	3,3
Comply with government funded policies	3,9	3,5	3,9	3,5	3,1
Facilitate access to test results	2,0	3,3	3,3	4,0	4,3
	(N=166)	(N=119)	(N=12)	(N=100)	(N=99)

Hospital IT Spend in % of budget

In % of hospital budget	Germany	France	UK	Italy	Spain
<1%			0,0%		
1 - 1.5%			18,2%		
1.5 - 2%			36,4%		
2 - 2.5%			27,3%		
2.5 - 3%			18,2%		
3- 4%			0,0%		
>4%			0,0%		
			(N=11)		
Median IT budget in €			2.888.080		

IT Budget Trend

	Germany	France	UK	Italy	Spain
Increase in % of responses			57,1%		
mean increase in %			(26,5%)		
Decrease in % of responses			7,1%		
mean decrease in %			(25,0%)		
No Change in % of responses			35,7%		
			(N=14)		

- Increase expected in Spain and UK by over 50%
- Highest level of increase expected in Italy
- Decrease expected in Germany by one quarter

Integration Trends

	Germany		France		UK		Italy		Spain	
in % of installations	Now	5 y	Now	5 y	Now	5 y	Now	5 y	Now	5 y
Standalone manual systems										
Standalone computer systems										
LAN-based separate systems					42,9	14,3				
Fully Integrated					35,7	35,7				
Fully Integrated and Externally Connected					21,4	50,0				

- Germany, UK - from LAN-based separate systems and internally fully integrated to fully integrated **and** externally connected
- France, Italy, Spain - from standalone and LAN-based separate computer systems to fully integrated **and** externally connected
- Germany and UK start from higher level; France, Italy and Spain aim to achieve similar or higher status in the same period

Summary



Germany

- Highest level of installations
- High IT spend and steady growth
- Lots of middle sized national players



France

- Lowest hospital IT budget, average increase
- Preferences for preset suppliers
- McKesson main competitor in all sectors



UK

- Government investment plans to be completed mainly within next 3 years
- High increase in hospital IT budget
- More stand alone systems than other countries



Italy

- Relatively high hospital IT budget with highest increase
- Investments within next 5 years
- Very fragmented market with lots of national companies



Spain

- Low IT spend but high growth expectations
- Low presence of global players

General Trend

- General increase IT spend
- Trend towards integrated systems
- Preference for suppliers that are able to deliver all products
- UK & Italy least preference for preset suppliers, possibly due to low presence of global players?

Table of Contents

1 Introduction	4	Part 2 Future Investment Plans for IT Healthcare Systems	
1.1 Project Objectives & 1.2 Methodology	5	4 Investments in Healthcare IT Systems	49
1.3 Respondent Population: Hospitals	5	4.1 Patient Administration	49
1.4 Projections & 1.5 Definitions	7	4.1.1 Admission, Discharges and Transfers (ADT)	49
1.6 Report Structure & 1.7 Data Reliability	7	4.1.2 Scheduling of critical resources or facilities	50
2 Executive summary	8	4.1.3 Collecting & coding of information	51
 		4.2 Medical Document Management Systems	53
Part 1 Existing IT Healthcare Systems Usage & Application		4.3 Medical Document Management Systems	53
 		4.4 Order Communication	54
3 Healthcare IT Systems in Hospitals	11	4.4.1 Clinical service order placement	54
3.1 Workstations	11	4.4.2 Storage of electronic patient records	55
3.2 Patient Administration Systems	12	4.5 Departmental Systems	56
3.2.1 Admission, Discharges and Transfers	12	4.5.1 Radiology Information Systems (RIS)	56
3.2.2 Scheduling of critical resources/ facilities	14	4.5.2 PACS	57
3.2.3 Collection & coding of information	16	4.5.3 Radiology Requests & Results	59
3.2.4 Patient Identification Number	18	4.5.4 LIS/LISM	60
3.3 Medical Document Management Systems	19	4.5.5 Laboratory Requests & Results	61
3.4 Order Communication	22	4.5.6 Pharmacy department management system	62
3.4.1 Clinical order placement & receipt of results	22	4.5.7 Electronic transmission of prescriptions	63
3.4.2 Systems for storage of EPR	24	4.5.8 Electronic prescribing or ePrescribing	64
3.4.3 Electronic links with General Practitioners	26	4.6 Clinical Infrastructure	66
3.5 Departmental Systems	27	4.6.1 Clinical Data-Warehousing	66
3.5.1 Radiology Information Systems (RIS)	27	4.6.2 Digital dictation and transcription	67
3.5.2 PACS	30	4.7 Knowledge Support Systems	68
3.5.3 LIS	32	 	
3.5.4 Pharmacy department management system	35	Part 3 Healthcare IT Development	70
3.5.5 Electronic transmission of prescriptions	37	5 Integration: Current Situation and Future Outlooks	71
3.5.6 Electronic prescribing or ePrescribing	39	6 ePrescribing	77
3.6 Clinical Infrastructure	41	7 Business Process Re-Engineering (BPR)	78
3.6.1 Clinical Data-Warehousing	41	8 Workflow management	80
3.6.2 Digital dictation and transcription	43	9 Factors Driving ICT Investments	84
3.7 Knowledge Support Systems	45		
3.8 Healthcare IT supplier	47		

Product Value

The study will allow the owner of the information to:

- **Assess current market realities** in terms of current installations at an unparalleled level of segmentation
- **Get detailed knowledge on suppliers**, age of equipment, main areas of investment (by segmentation criteria) in the past
- Reflect the current situation not only at a specific point in time, but **monitor trends** over a period of time (both in terms of market participants as well as system types)
- **Model market and own sales forecasts** on system types **based on investment plans of customers**
- **Reflect the expected behaviour of buyers**, not just the expectations of sellers; but by the motivations of buyers.
- **Model market forecasts on associated product lines** based on procedure data
- Make decisions regarding the **market entry/marketing strategy**
- The report (which includes Excel spreadsheets for easier use) can be disseminated to anyone in the organisation who is responsible for sales budget planning and will assist in more accurate planning, which is decisive for other budget allocation.

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