

# FIERCE INNOVATION AWARDS 2015

FROM THE PUBLISHER OF FierceHealthIT, FierceMobileHealthcare, & FierceHealthcare

*Healthcare Edition*

## INNOVATION **REPORT**

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## INTRODUCTION



Healthcare technology is much more than a luxury by today's industry standards. Hospitals, health systems and physician practices alike must embrace innovation—or risk being left behind by their peers.

From technologies that provide automated decision support for clinicians to systems that enable more seamless exchange of patient information, innovative tools are critical to an organization's infrastructure.

Interoperability, for example, once an elusive goal, is the new normal. "Imagine if only 20 percent of banks supported ATM interoperability," Dan Moriarty, CIO of Newton, Massachusetts-based medical group Atrius Health, says. "ATMs wouldn't be very helpful."

This report, which complements our 2015 *FierceHealthcare* Innovation Awards, emphasizes how critical technology has become to the day-to-day business of healthcare. You'll read not only about clinical decision support tools that can help organizations achieve better quality and lower costs, but also about efforts to improve health information exchange.

Finalists were recognized within eight categories, including digital/mobile health solutions, revenue cycle management and privacy and cybersecurity solutions.

Judges for this year's awards included CIOs and other technology leaders from some of the top healthcare institutions in the nation, including University of Texas MD Anderson Cancer Center, Rush University Medical Center and JFK Health System.

The volume and quality of applicants continue to impress us. Clearly, innovation is contagious in the industry, which can only benefit providers, patients and the healthcare industry as a whole in the long run.

Jack Fordi  
Group Publisher, *FierceHealthIT*, *FierceMobileHealthcare*, & *FierceHealthcare*

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**BEST IN SHOW**

	<p><b>FIERCEST COST-SAVING SOLUTION</b>                  BridgeHead Software // BridgeHead HealthStore</p>
	<p><b>FIERCEST ENGAGEMENT SOLUTION</b>                  Sphere3 // Aperum</p>
	<p><b>FIERCEST NEW PRODUCT/SERVICE</b>                  Glooko // Glooko Unified Platform for Diabetes Management</p>

**WINNERS**

	<p><b>CLINICAL INFORMATION MANAGEMENT</b>                  PeriGen.com // PeriCalm CheckList</p>
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**WINNERS**



**EHRs**

Falcon Physician // Falcon Rounding



**DATA ANALYTICS TOOLS AND SOLUTIONS**

Sphere3 // Aperum



**DIGITAL/MOBILE HEALTH SOLUTIONS**

Next IT Healthcare // Alme Health Coach



**POPULATION HEALTH MANAGEMENT/PATIENT ENGAGEMENT SOLUTIONS**

Glooko // Glooko Unified Platform for Diabetes Management



**HEALTH INFORMATION EXCHANGE**

BridgeHead Software // BridgeHead HealthStore

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**WINNERS**



**REVENUE CYCLE MANAGEMENT**  
 Imprivata, Inc. // Imprivata PatientSecure



**PRIVACY & CYBERSECURITY SOLUTIONS**  
 Biometric Technologies, Inc. // BioClaim

**FINALISTS**

AlignCare Services // CarePayment // Decisio Health // Emmi // HPE Security - Data Security // ID Experts // Jellyfish Health // Klick Inc. // Kynectiv, Inc. // MCIS, Inc // My Coverage Plan Inc. // Qlik // Sentrion // Signet Accel // Vocera Communications, Inc.

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**JUDGES**



**CHRIS BELMONT**

VP and CIO // University of Texas MD Anderson Cancer Center

Chris Belmont is vice president and CIO for the University of Texas MD Anderson Cancer Center in Houston. He joined the system in September 2013 after serving in a similar role with Ochsner Health System in New Orleans for 7 years. He has more than 30 years healthcare IT experience, previously holding positions in IT leadership, sales and consulting with Siemens, Healthlink and IBM.



**NEAL GANGULY**

Vice President and Chief Information Officer // JFK Health System

Indranil (Neal) Ganguly is the VP & CIO of JFK Health System, a “Most Wired” facility located in Edison, NJ. In this role, he is responsible for ensuring that IT supports the strategic objectives of the 498 bed medical center and affiliated entities. Neal is active in industry organizations including the CHIME where he is a board member and holds the FCHIME and CHCIO designations and is active in public policy matters. He is also a member of HIMSS where he is a Fellow and former board member, as well as past-chair of the Public Policy Committee. Neal was named to the InformationWeek Healthcare CIO 25 list for 2012 and Becker’s Hospital Review “100 Hospital and Health System CIOs to Know” list. He has also authored numerous articles in industry trade publications, and is a frequent speaker at industry events.



**SUSAN HEICHERT**

CIO and Senior VP // Allina Health

Susan serves as Senior Vice President and Chief Information Officer at Allina Health, an integrated delivery system of 13 hospitals and 80+ clinics in Minnesota and Western Wisconsin. Allina Health is one of the Pioneer ACOs, has achieved Stage 6 on the EMR Adoption Model (EMRAM) and has been recognized as a “Most Wired” health system. She is a Fellow of HIMSS and has served on the Davies Award and Nominating Committees as well as contributing to HIMSS publications. She has been recognized as a MN Top 10 CIO of the Year (2011) by the Minneapolis Business Journal, and a Top 10 Women Powerhouses in Health IT (2013) by HealthCare IT News. Susan has served as Community Faculty for Metropolitan State University (St. Paul, MN) and volunteers with a variety of community groups.

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**CURT KWAK**

**CIO // Proliance Surgeons**

As the Chief Information Officer for Proliance Surgeons, Curt oversees all technology implementation and maintenance necessary to meet the business requirements of the 80+ Care Centers within the Proliance Surgeons enterprise. Previously, Curt was the Chief Information Officer at the Washington Health Benefit Exchange (Wahealthplanfinder.org) and prior to that, at Providence Health & Services, WA region. Curt earned his Executive M.B.A. and a Bachelor of Science degree in Mechanical Engineering from the University of Washington. Curt is a member of the HIMSS WA Chapter board, elected as the Secretary of the Board. He is also a member of Everwise and donates his time to the UW MSIS program to mentor up and coming technology leaders. Curt has been a CHCIO (Certified Health CIO) since 2010.



**THERESA MEADOWS**

**Senior Vice President and CIO // Cook Children's Health Care System**

Theresa Meadows is the Senior Vice President and Chief Information Officer for Cook Children's Health Care System in Fort Worth, Texas. For 20 years she has lead efforts for incorporating information systems as a mechanism for facilitating process improvement, clinical quality, and efficiency. Prior to joining Cook Children's her career included serving in roles as a registered nurse in a Cardiac Transplant Unit, healthcare consulting, project management, and leadership positions at a web development company and a large Electronic Medical Record Company. Meadows also served as a Regional Director for Ascension Health Information Services where she not only lead software implementations but was instrumental in the development of Communities of Excellence.



**ROGER NEAL**

**CIO and VP, Information Technology // Duncan Regional Hospital**

Roger Neal is the vice president of IT and CIO for the 138-bed Duncan (Oklahoma) Regional Hospital. He has lead projects including the installation of a hospital-wide PACS, electronic nursing documentation systems, integrated physician office systems and patient safety systems. He received a Master of Science degree in telecommunications management from Oklahoma State University.

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**TODD F. RICHARDSON**

Senior VP/CIO // Aspirus

Todd F. Richardson is the Senior Vice President/Chief Information Officer at Aspirus, where he has served in this capacity since September of 2012. Prior to joining Aspirus, Mr. Richardson was the CIO at Deaconess Health System in Evansville, Indiana. Mr. Richardson has been active at the state and national level in advocacy efforts around healthcare IT, through his professional memberships in HIMSS and CHIME, and has received his CHCIO certification through CHIME. Mr. Richardson currently serves as the Vice-Chair for the Wisconsin Epic Users Group (WIEUG) and has served on the board for the New Mexico Health Information Exchange as well as on the management committee of the Indiana Network for Patient Care which is part of the Indiana Health Information Exchange.



**EDWARD D. RICKS**

VP and CIO, Information Services // Beaufort Memorial Hospital

Edward D. Ricks, MHA, is the Vice President of Information Services and Chief Information Officer for Beaufort Memorial Hospital in Beaufort, SC. Prior to joining Beaufort Memorial in 2008 he filled the same role for Samaritan Medical Center in Watertown, NY. Ed has over twenty five years of health care information systems experience, with the last fourteen years at a senior level. Ed earned a Bachelor of Science degree in computer science from Central Michigan University in Mt. Pleasant, Michigan and a Master of Health Administration degree from the University of North Carolina in Chapel Hill. He is a member of HIMSS and CHIME.



**RISHI SIKKA, M.D.**

Senior Vice President, Clinical Transformation // Advocate Health Care

As Senior Vice President of Clinical Transformation at Advocate Health Care, Dr. Sikka has system level responsibility for clinical operations. He also serves on the board of Advocate Physician Partners, the clinically integrated network with 4,000 physicians serving over 600,000 attributable lives. His experience included roles at Advocate Christ Medical Center, Oak Lawn, IL; Boston Medical Center, Boston, MA; Medco Health Solutions, Franklin Lakes, NJ; Health Benchmarks, Woodland Hills, CA (acquired by IMS); Praxxon, Cambridge, MA (a Boston health technology start-up); Prudential Health Care, Atlanta, GA; and KTTC-NBC, Rochester, MN. Dr. Sikka received his medical degree from Mayo Medical School in Rochester, MN. He received his bachelor of science in economics from the Wharton School at the University of Pennsylvania, Philadelphia, PA.

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**LAC V. TRAN**

Senior Vice President, CIO and Associate Dean // Rush University Medical Center

Lac Tran is the Senior Vice President, CIO and Associate Dean at Rush University Medical Center. Lac has 30+ years as CIO at large healthcare institutions including University of Dayton Research Institute, Wilford Hall Medical Center, State University of New York at Stony Brook Health Sciences and Medical Center, Harvard Medical School Boston Children’s Hospital, and Baylor College of Medicine Methodist HealthCare Systems. Lac is one of the pioneers in designing/developing first Healthcare Clinical Repository / Data Warehouse Packages and networking image processing (specifically in medical and aerospace medicine). He is also a recipient of numerous prestigious awards including Commander-in-Chief Excellence Award Recognition for special projects and the Chicago United 2011 Business Leaders of Color award.

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## DIGITAL TOOLS POWER DECISION-MAKING

*The what, why and how of using the power of IT to help providers and patients make decisions at the point of care*

Real-time access to clinical knowledge and patient information has a real impact on improving outcomes and reducing waste. That's why hospitals and other healthcare providers are using digital clinical decision support (CDS) tools to get the right information to the right people at the right time.

But providers must know how to use the tools accurately and consistently in order to make better, faster, more accurate treatment decisions, says James Holly, M.D., CEO of Southeast Texas Medical Associates (SETMA). The multi-specialty clinic, located in Beaumont, Texas, offers nearly 30 CDS tools, and closes its offices once a month to hold training and discussion sessions with providers. It's during these monthly sessions that providers learn the "why" behind using digital point-of-care tools.

"It's the 'why' that's far more important than 'what,'" Holly says. The "why" for SETMA is clear: transforming how care is delivered. And the power of IT is essential to that transformation and improvement, he says.

Marrying clinical knowledge technology with point-of-care digital tools, SETMA has fulfilled patient-centered medical home

accreditation requirements for the National Committee for Quality Assurance, the Joint Commission, URAC (formerly known as the Utilization Review Accreditation Commission) and the Accreditation Association for Ambulatory Health Care—achieving lower costs and higher coordination and quality than federal benchmark levels.

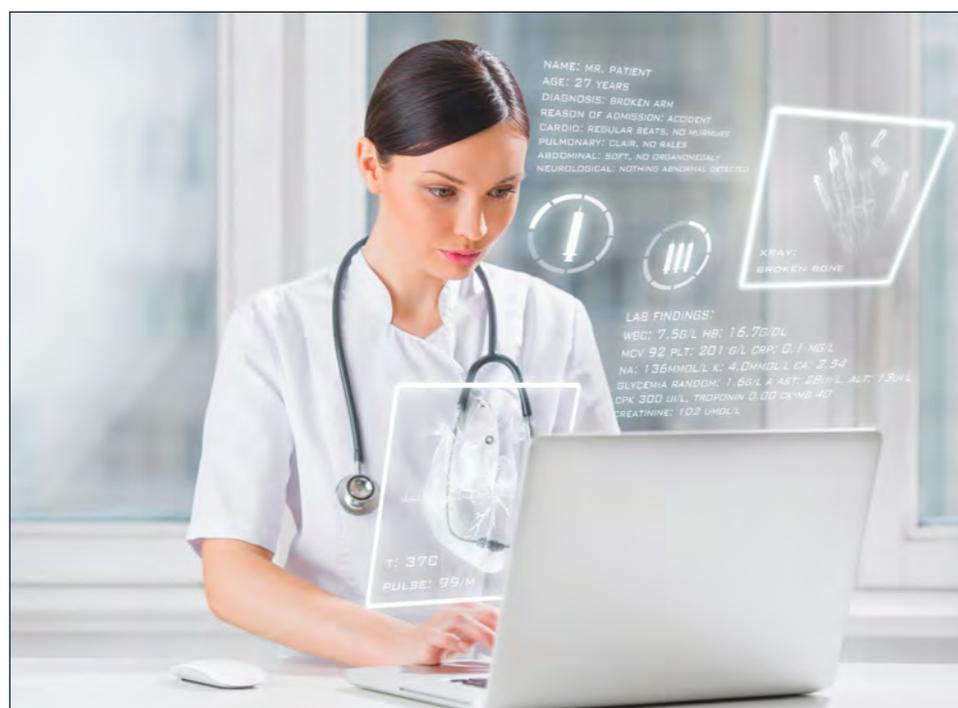
### **"IT'S THE 'WHY' THAT'S FAR MORE IMPORTANT THAN 'WHAT:'"**

*James Holly, M.D., CEO, Southeast Texas Medical Associates (SETMA)*

Holly wonders how technology can be used to reduce the time and effort spent on important provider tasks; it's a sentiment that drives SETMA's embrace of the digital health movement, and why many other healthcare providers have developed home-grown tools customized to specific workflows and patient-care settings to ensure the best care possible. The Perelman School of Medicine at the University of Pennsylvania, for instance, built an in-house web application that gives its care team real-time information necessary for treatment and patient interaction. Clinicians using the app can access patient data 50 percent more often while rounding on patients, yet spend 25 percent less time logging into devices.

"People use the app at all times of the day, most often during rounds and before rounds, about half also use it at the patient's bedside to answer questions and share results as well as in the evening at home to check on patients," Subha Airan-Javia, M.D., assistant chief medical information officer and director of IT and handoff education in the Department of Medicine, said in a previous interview with *FierceMobileHealthcare*.

Boston Children's Hospital, meanwhile, has created a digital tool that helps caregivers easily and conveniently engage with patients and families after hospital discharge. Instead of having a nurse spend hours calling each patient at home, he or she can reach patients via text message or email to find out about medication adherence, follow-up appointments and any medical concerns.



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In addition to improving care delivery and workflow, healthcare providers are developing clinical decision support tools that also improve the patient experience. UCLA Health convenes a patient-focused technology council where patients meet with staff members every quarter to provide feedback on the health system's tools. From the council the hospital learned that patients wanted access to more advanced information about their treatment, such as what member of their team would be caring for them that day.

To keep patients at the center of clinical decision support, SETMA installed a laser printer in every examination room so personalized educational and engagement materials can be offered at every patient encounter. These shared-decision making documents tell patients everything that is ordered and scheduled as part of their treatment plan, and provide explanations for why a patient may need a certain test, like a dilated eye exam or an EKG.

Such technology saves SETMA providers 30 percent of their time, according to Holly.



“That’s not time spent seeing more patients,” he notes, “but instead used to improve quality of care, outcomes and satisfaction.” The key, he says, is changing the aim from electronic patient records to electronic patient management. ■

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**THE AVEC™ ADVANTAGE**

TRUE INTEROPERABILITY REALIZED IN HEALTHCARE

Interoperability is the fundamental challenge in achieving the promise of big data. Robust repositories of connected data are key in realizing the potential of precision and translational medicine, and institutions, investigators, and caregivers want to get the most out of their data—however far and wide it may be. Yet, truly connecting data to the benefit of the patient often appears as a near-impossible goal.

**WHY HAS INTEROPERABILITY BEEN HARD TO ACHIEVE?**

Considerable investment has been made collecting, storing, processing and maintaining patient data. While well-intentioned, these efforts often use unique standards and processes. The potential is there, but often, even after significant investment, investigators’ analyses are often unable to incorporate the data they know exists.

To date, solutions to this problem have been the time-consuming and costly appearance of interoperability. The answer isn’t duplicating existing data into one database or re-engineering an entire organization to achieve a single standard. IT leaders, investigators and administrators alike have compromised enough.

**INTRODUCING TRUE INTEROPERABILITY WITH AVEC™.**

True interoperability does not require duplication, a single standard or disruption to current processes. Purpose-built for healthcare in one of the most complex research and care environments in history, Avec™ is the first and only federated data integration platform to bring true interoperability to big data.

**WHERE OTHERS COPY, WE CONNECT.**

Initiated with a 20-million dollar investment at The Ohio State University, in collaboration with investigators and technologists on an international scale, Avec™ enables analysis of complex, distributed healthcare data in a manner that is highly secure. It protects the ownership and control of data at each site. It doesn’t require changes in your process of collecting data, the manner

in which it’s stored, where it’s stored, how it’s structured or what language it speaks.

Its benefits include:

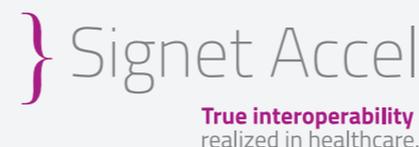
- Capitalizes on current investments: highly-scalable and requires minimal infrastructure;
- Deploys on premise and-or in the Cloud;
- Offers proprietary structural mapping and compatibility with all standard vocabularies;
- Shares aggregated data or actual data results;
- Encrypts data in both transit and at rest; and
- Meets regulatory compliance standards

**TRUE INTEROPERABILITY, REALIZED**

Industry articles tout what the future of medicine holds when interoperability is finally a reality. We believe the future is now. Can your solution expand and contract as needed? Is it flexible and collaborative enough to grow with your needs? Avec™ is. Trusted by HCPs around the world, Avec™ is advancing academic research, achieving meaningful use, and enabling the continuum of care.

Our focus is healthcare. We’ve achieved true interoperability as a result of our history and experience. Our work is the collaboration of technologists and investigators on an international scale, ensuring everything we do works, and that its purpose remains focused on real outcomes—saving and improving lives.

With true interoperability, complete answers are possible. Achieving the triple mandate of improving care, increasing safety, and lowering costs is possible. [Contact us](#) now to learn what true interoperability can do for you.



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## HEALTH INFORMATION EXCHANGE: INTEROPERABILITY MATTERS

*IT experts share the challenges and opportunities for creating an interconnected healthcare system*

When the healthcare industry finally reaches the point of seamless and ubiquitous information exchange between systems and devices, University of Pennsylvania Senior Radiology Resident Howard Chen believes that, ironically, no one will actually talk about interoperability.

“We don’t ask people whether they have Verizon, Sprint or AT&T before sending a text message, because text messaging standards enable universally easy, seamless messaging between carriers,” Chen says. “In an interoperable world of healthcare, I would be able to choose a brand of smartwatch, another brand of fitness wristband and yet another brand of smart running T-shirt; and they should all talk to each other as if they came from the same brand, to deliver an integrated set of data about my health.”

While hospitals and physician practices increasingly are sharing data, barriers remain to such efforts. In fact, a recent report from the American Hospital Association shares that only 23 percent of hospitals can find, send, receive and use electronic information due to substantial barriers.

The largest challenge to interoperability is what Chen calls a chicken-versus-egg problem. “Imagine the first telephone ever,” he says. “You wouldn’t want to own one because you’d have no one to call.”



“Not adapting the standards will be like being the last person who still doesn’t have a telephone or cellphone,” Chen says.

Dan Moriarty, CIO of Atrius Health, a Newton, Massachusetts-based nonprofit multispecialty medical group, also emphasizes the importance of achieving critical mass, connecting most providers and delivery organizations. “Imagine if only 20 percent of banks supported ATM interoperability,” he says. “ATMs wouldn’t be very helpful.”

Industry demand and business value, Moriarty believes, will drive widespread EHR adoption. He points to accountable care organizations – Atrius Health is a Pioneer ACO – noting that as they grow, so too will the business imperative to share data and coordinate care. Because Atrius is not part of a hospital system and has many major clinical partners throughout Massachusetts, Moriarty says integration and interoperability is “absolutely essential” to its strategy.

In addition to business drivers, a robust health information exchange (HIE) infrastructure and industry standards will help to make healthcare more interoperable, Chen says. He also cites the need for collaboration to ensure such an outcome, pointing to the Argonaut Project—where providers and EHR vendors, including athenahealth,

**“NOT ADAPTING THE STANDARDS WILL BE LIKE BEING THE LAST PERSON WHO STILL DOESN’T HAVE A TELEPHONE OR CELLPHONE.”**

Howard Chen, Senior Radiology Resident, University of Pennsylvania

Once most electronic health record (EHR) vendors support a common protocol and provider adoption reaches critical mass, interoperability will occur, according to Chen. At that point, he says, the benefits of interoperability for patients, as well as for businesses, will become abundantly clear.

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Beth Israel Deaconess Medical Center, Cerner, Epic and Mayo Clinic, joined together to support Health Level Seven International’s Fast Healthcare Interoperability Resources specification—as an example.

While there is still a long way to go to achieving true interoperability in healthcare, such efforts show that industry stakeholders agree on interoperability’s potential to deliver major benefits to providers, payers and patients.

Atrius Health is already seeing those benefits in action via its real-time notification system. If a patient presents at an emergency system at a partner hospital, a notification is immediately sent to the primary care physician and care teams. The notification, Moriarty says, gives care teams the opportunity to intervene and steer care toward the appropriate outcome.

**“IMAGINE IF ONLY 20 PERCENT OF BANKS SUPPORTED ATM INTEROPERABILITY. ATMS WOULDN’T BE VERY HELPFUL.”**

Dan Moriarty, CIO, Atrius Health

As healthcare providers, technology vendors and the government continue to work together to improve interoperability, seamless health data exchange will lead to effective, safe and efficient care. ■

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**THE REVOLUTION OF POPULATION HEALTH MANAGEMENT WITH ANALYTICS** BY KATE KONITZER

Technology alone doesn't guarantee success, but having the right tools available at the right time positions a clinical practice to be successful. It is challenging for practices to meet thresholds for a given population cohort or improve overall population-based health results. Thus, innovative technology can help facilitate process improvement for care teams.

**IMPROVE QUALITY WITH POPULATION INSIGHTS**

In order to understand the health of a given population, providers need a complete view of their attributed patient panel. Provided with valuable insight, clinicians can transform the data into actionable insights towards improving the quality of care and lowering costs. Comprehensive views of age and gender distributions, risk-adjusted panel sizes, risk assessments with percentile calculations, payer mix and chronic disease distribution are important to understand the severity of risk in their population. Real-time feedback on patient quality measures for high-cost chronic disease states, as well as preventative and wellness measures, empowers care teams with this information right as the patient is being seen.

**ANALYZE CARE GAPS WITH REAL-TIME ANALYTICS**

Real-time analytics can be utilized to identify care gaps, generate care plans, manage high-risk patients and effectively measure outcomes. With the ability to drill down into patient lists to get individual details on metrics and risks, it's possible to take appropriate actions. Consumable data available at the point of care guides an effective and efficient care visit. As well as enhance patient engagement before and after the visit with secure messaging and other integrated approaches. More timely interventions position your practice to work effectively with payer

and employer groups on new payment models by preventing adverse events associated with disease states.

**DEMONSTRATED RESULTS**

Savings are being demonstrated by improving quality and lowering utilization through better managed care. Marshfield Clinic, a large, multi-specialty practice, has experienced great success in quality and value-based incentives. The clinical practice has seen an average improvement of 38% on key quality metrics. Prior to receiving feedback on key clinical quality measures such as blood pressure control, only 49% of the hypertension population was at goal. After receiving feedback and putting initiatives in place, 77% of the hypertension patients had their blood pressure controlled. It is estimated that 674 heart attacks and 169 strokes were avoided with estimated savings of \$87 million dollars using the CDC Chronic Disease Cost Calculator for the State of Wisconsin.

Real-time analytics provide a meaningful, more accurate and holistic view of the population and individual patients. As care teams work to engage with patients outside of the office visit, the patient list detail provides great efficiencies for the care teams to create interventions and work toward meeting the Triple Aim of improving the health of the population while decreasing costs and improving the patient experience.

Learn more about MCIS at [www.mcis.com](http://www.mcis.com).



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## DIRECTORY LISTINGS: CLINICAL INFORMATION MANAGEMENT



**Medics FlowText™** from Advanced Data Systems (**ADS**) is one of several innovative capabilities designed to create efficiency and ensure capturing every dollar for every patient. Specifically, Medics FlowText with Dragon Medical™ revolutionizes transcription in how it takes transcribed text and intelligently populates the correct fields within the Stage 2 MU certified MedicsDocAssistant™ EHR in one pass. The text appears in the patient’s records as the physician completes the dictation. At the same time, Medics FlowText enables voice navigation throughout the MedicsDocAssistant EHR resulting in a powerful, dual purpose, built in (no extra cost) feature.

When combined with MedicsPremier for comprehensive, ICD-10 enabled practice management and EDI, the Medics Suite becomes a complete PM and EHR solution for enterprise organizations requiring multiple tax IDs and smaller groups as well.

ADS provides implementation, training, support / updates, data conversions and interfaces. Thousands of providers rely on systems from ADS.



Decisio Health is a healthcare IT company that helps provider organizations increase the amount of time available to clinicians to be more patient-focused and proactive in their decision making process. By utilizing real-time data and digitizing and hospital’s own protocols, healthcare professionals are able to minimize the time it takes to gather the critical data needed to make often life-saving decisions at the most crucial times for their patients. Based on technology developed at the University of Texas Health Center, the FDA cleared Decisio Health Patient Dashboard gathers data from existing hospital monitoring systems to provide the most current and valuable information in one easy-to-view location. Critical patient data and protocols are color coded green (within acceptable limits), yellow (showing signs of unacceptable limits) and red (outside of acceptable limits, needs attention) so that clinicians can quickly be alerted to potential serious issues such as sepsis and can act on it that much sooner.



eHealth Technologies is the leading provider of referral solutions, serving over half of the nation’s top 100 hospitals, including 10 of the top 16 U.S. News & World Report Honor Roll Hospitals for 2015-2016, and leading Health Information Exchanges (HIEs) across the US. The company’s eHealth Connect® platform enhances patient and physician satisfaction by streamlining care transitions and assuring physicians have the right information to care for their patients. **eHealth Connect®** Image Exchange enables HIE subscribers access to full diagnostic-quality medical images in the context of the patient record and supports the ability for providers to meet Meaningful Use Stage 2 requirements. Visit [www.eHealthTechnologies.com](http://www.eHealthTechnologies.com).

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## Advanced Data Systems: The Medics Solutions Suite

Specialty-Specific ICD-10 and Stage 2 MU:

MedicsPremier™ PM

MedicsRIS™ for Radiology

MedicsDocAssistant™ EHR

MedicsRCM™ for Outsourced  
ICD-10 RCM Services



Advanced Technology. Simple Solutions.™



**Advanced Data Systems Corporation™**

*Innovation and Excellence in Healthcare systems Since 1977*

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## DIRECTORY LISTINGS: CLINICAL INFORMATION MANAGEMENT



Mach7 Technologies is a global provider of **enterprise image management systems** and services that allow healthcare enterprises to easily identify, connect, and share diagnostic image and patient care intelligence where and when it is needed. Our award-winning Mach7 Enterprise Imaging Platform delivers complete image management including rapid record identification, integration, synchronization and routing, advanced clinical viewing, and optimized vendor neutral archiving across the enterprise.

Healthcare institutions around the world use Mach7 solutions for archiving, clinical productivity improvement, IT cost savings, health information exchange, meaningful use compliance, and improved patient data communication. Mach7 has locations in the U.S., Asia, Australia, and the Middle East. To learn more about Mach7 Technologies, visit [www.mach7t.com](http://www.mach7t.com).



Osler Technology has developed a **cloud based and mobile enabled Clinical Performance Platform** – delivering a standardised framework for learning, recording, analysing and benchmarking clinical performance. Clinicians of all streams and experience levels can identify their limitations, extend their scope of practice, and benchmark their clinical proficiency against a global community of their peers.

Osler combines high quality, interactive learning resources with mobile-enabled assessment tools, to deliver a quality assurance cycle tailored to a clinician’s personal capability, experience and proficiency. At the bed-side supervised performance ensures best-practice habits are embedded into clinicians lifelong practice.

By tracking the procedures clinicians perform, the equipment they are trained to use, their patient outcomes and the learning they undertake, Osler helps clinicians track their clinical experience.

Experience that can be shared in a trusted, authenticated global clinical community, using Osler’s social environment and the anywhere, anytime access unique to mobile.

Learn more at [www.oslertechnology.com](http://www.oslertechnology.com)



Vocera Communications, Inc. offers the most robust clinical communications system in healthcare. Installed in more than 1,000 hospitals and health systems worldwide, Vocera delivers secure, integrated and intelligent communication solutions that enable care teams to collaborate more efficiently by delivering the right information, to the right person, on the right device, in the right location, at the right time. Vocera solutions provide hands-free voice communication, secure text messaging, patient engagement tools, and integrated clinical workflow with EHRs, nurse call systems and physiological monitors. These solutions help improve operational efficiency, quality of care, safety and satisfaction across the continuum of care. In addition to technology solutions, Vocera drives thought leadership and new standards in care to elevate patient, family, nurse and physician experiences via the company’s research collaborative, the Experience Innovation Network. For more information, visit [www.vocera.com](http://www.vocera.com) and [@VoceraComm](https://twitter.com/VoceraComm) on Twitter.

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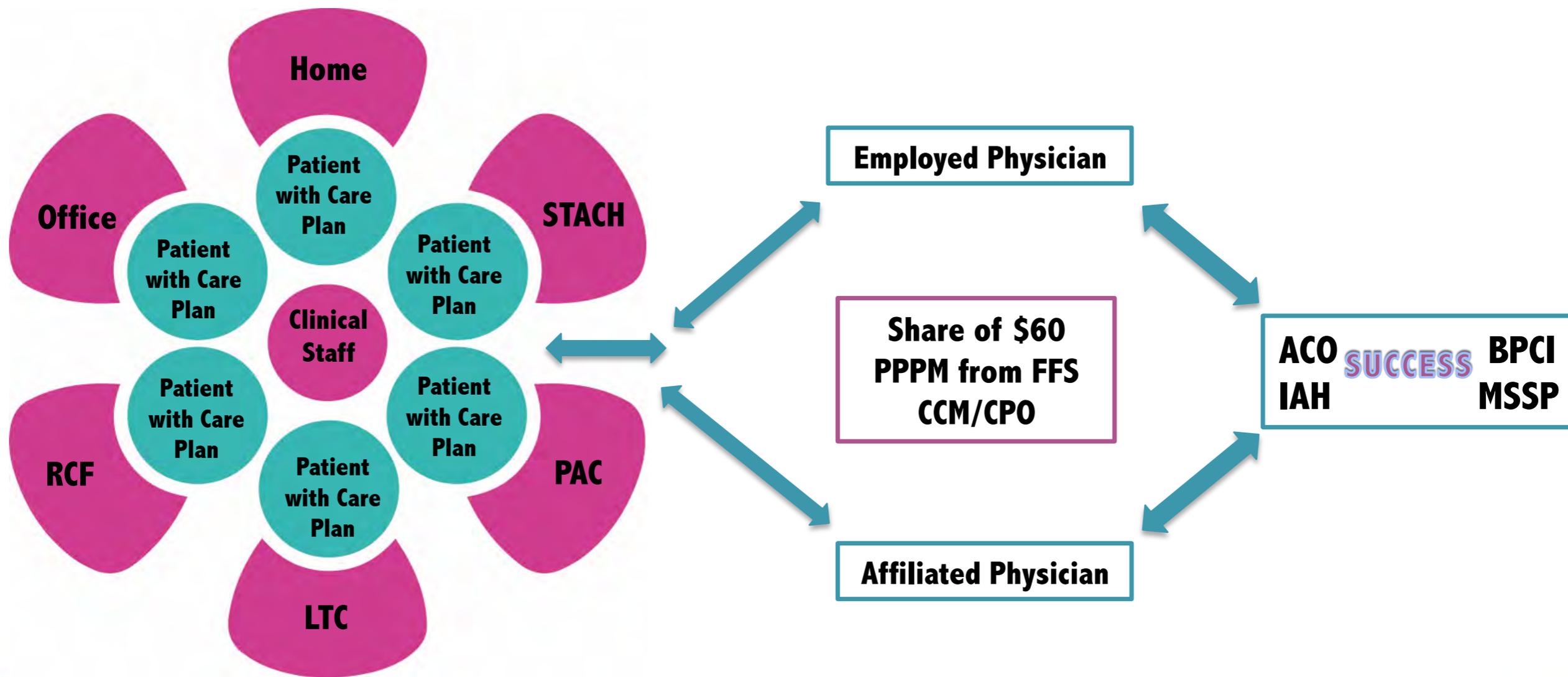
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# Portable Person-Centered Care Plans as a Bridge from Volume to Value



844.CCM.6500

 ChronicCareManagement.com

[www.ChronicCareManagement.com](http://www.ChronicCareManagement.com)

DIRECTORY LISTINGS: EHRs



The Falcon Physician product suite integrates with the dialysis center and doctor’s office managing kidney patients’ health records from CKD through ESRD and can be accessed wherever there is internet access. Developed, tested, and endorsed by nephrologists, Falcon is supported by a dedicated team of health technology experts. For more information, email [falcon@davita.com](mailto:falcon@davita.com) or visit [www.falconehr.com](http://www.falconehr.com).

Winner



MCIS, Inc. provides a Meaningful Use certified clinical platform of powerful clinical tools including an **EHR**, analytics and patient portal that drives effective and efficient practice of medicine for providers and care teams. The products capture clinical documentation through an innovative workflow driven approach, while providing real-time analytics at the point of care.

MCIS was established from within the Marshfield Clinic Health System, and has been continuously developing an EHR for providers for over 30 years. The company understands the challenges that practices face, and empowers physicians to do what they were designed to do, which is practice medicine, with expert clinical decision support when they need it. To learn more about MCIS, visit [www.mcis.com](http://www.mcis.com).

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# Unlock the Power and Value

of Clinically Informed Referrals



eHealth Connect<sup>®</sup> Referral Analytics

Business intelligence and analytics  
on the referral process.  
Accessible. Visual.

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Trusted by over **50%** of the nation's top **100** hospitals.



## DIRECTORY LISTINGS: DATA ANALYTICS TOOLS AND SOLUTIONS



Apervita is the leading health analytics & data platform and marketplace, where prominent health professionals and enterprises from around the globe are being empowered to democratize the world's health analytics and data to improve outcomes and deliver better health for everyone.

At Apervita, we believe that health professionals and enterprises have already created the greatest wealth of knowledge that has ever existed. Today, the majority of this knowledge is paper-based or locked into proprietary systems. The Apervita community is already unlocking them, turning them into 1,000s of computable and shareable analytics and applying them to improve health.

Apervita enables health professionals and enterprises to author, use, publish and apply a market of evidence-based algorithms, measures, pathways, protocols and data sets easily connecting them to data and workflow. Available to every health professional and powerful enough for the entire health enterprise, Apervita provides health analytics at a tenth of today's cost, in a hundredth of the time.

Apervita Community site: <https://apervita.com/community> • Overview Video of Apervita: <https://youtu.be/AJj-o6ASSpE>



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**Qlik**® (NASDAQ: QLIK) is a leader in visual analytics, providing a fully integrated, simple, and intuitive visual analytics platform that delivers insight at the point of decision. Approximately 37,000 customers worldwide rely on Qlik solutions to gain meaning out of information from varied sources. Within the healthcare industry, Qlik solutions are deployed to more than 1,200 provider organizations enabling them to make evidence-based decisions in areas such as population health management, quality, revenue cycle and operations.

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**MCIS Clinicals™**  
Electronic Health Record

**MCIS Insights™**  
Analytics

**MCIS Patient™**  
Patient Portal

A powerful clinical platform  
driving the efficient and  
effective practice of medicine.

Learn more at [www.mcis.com](http://www.mcis.com)

Solving the most complicated  
challenges in healthcare.



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## DIRECTORY LISTINGS: DATA ANALYTICS TOOLS AND SOLUTIONS



Sotera® Wireless, Inc. is a San Diego, California based health technology company dedicated to detecting early signs of patient deterioration outside of the ICU. Sotera has developed the ViSi Mobile System® with the goal of helping hospitals to improve patient safety across the enterprise with minimum impact to the alarm burden or clinical workflow. If we can help nurses detect patient deterioration early enough, further complications can be avoided.

With ViSi Mobile keeping a watchful eye, nurses have immediate access to vital patient parameters so they can intervene earlier and respond more rapidly – to prevent adverse events and to improve patient safety. The Sotera team includes leaders in patient monitoring technology as well as and clinical leaders that understand the challenges of introducing technology and practice change into hospitals.

To learn more, please visit [www.soterawireless.com](http://www.soterawireless.com).



Sphere3® products and services offer insight into actual patient need requests and caregiver capacity to help hospitals analyze the reliability of systems and better meet patient clinical and service requirements. Aperum® dissects this cascade of data associated requests, alarm and alert events integrated within the nurse call data channel. With the use of Aperum®, hospitals can better manage the balance of demand-supply challenges and recurring patterns related to adverse events, using actual caregiver feedback compared to threaded alarm data. For more information go to [www.sphere3consulting.com](http://www.sphere3consulting.com) or contact Kristal Rayson at [krayson@sphere3consulting.com](mailto:krayson@sphere3consulting.com)

*Best in Show*

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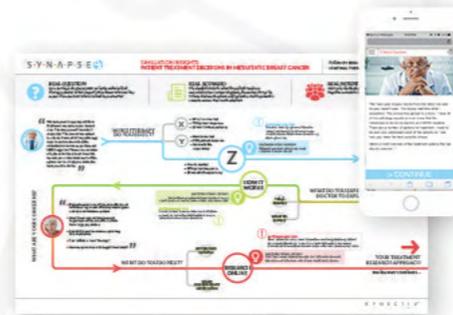
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# GO **INSIDE THE MIND OF CLINICIANS** AS THEY MAKE DECISIONS THROUGHOUT THE **CLINICAL PROCESS**



KYNECTIV APPLIES **SIMULATION** TO DEVELOP HEALTHCARE DECISION MODELS

LEARN MORE ABOUT OUR TECHNOLOGY PLATFORMS AND PRODUCTS AT [KYNECTIV.COM](http://KYNECTIV.COM)

## DIRECTORY LISTINGS: DIGITAL/MOBILE HEALTH SOLUTIONS

### EXTENSION

Extension Healthcare's Engage™ "one platform" approach improves clinical communication, collaboration, and workflow with a specific focus on reducing unnecessary clinical interruptions and improving response to critical patient events. With what is traditionally accomplished using several vendors and platforms, Extension combines comprehensive alarm management with secure communications on a single platform. Engage intelligently notifies clinicians about real-time patient events through context-driven notifications to smartphones and other common mobile communication devices. Designed for enabling situational awareness and timely information sharing across care teams, Engage aggregates alarm, patient, and care team data from a variety of systems including physiological monitors, nurse call and lab systems, Electronic Health Records (EHR), and location sensing technologies and sends relevant information to enhance the usefulness of alarm and alert notifications. Leveraging the common platform that is purpose-built for extensive integration and data aggregation, the Engage™ Mobile secure texting solution helps expedite care coordination in response to events.

<http://www.extensionhealthcare.com/>

### FORMFAST

FormFast is the leader in healthcare document automation, with more than 20 years of experience solely focused on hospital needs. We use that experience and understanding to help hospitals transform their business workflow and document automation.

Our enterprise-wide productivity platform fills the gaps between disparate clinical and non-clinical systems. Rather than different solutions for different departments, the FormFast platform can be customized to meet specific needs, quickly providing value.

FormFast's healthcare business solutions empower hospitals with actionable information and streamlined processes. By automating data capture and document workflow, we help hospitals achieve new levels of operational efficiency. This allows them to concentrate on their core mission – delivering quality care.

To learn more, visit us at [www.formfast.com](http://www.formfast.com).

### KYNECTIV™

Kynectiv™ is a leading provider of simulation-based products and technology platforms in healthcare. We apply simulation to solve our clients' biggest challenges: modeling decision-making to understand how and why healthcare decisions are made, and enhancing decision-making through immersive simulation programs to improve outcomes. Our portfolio includes:

- Synapse DX™ - a product offering built on our simulation technology that includes audience recruitment, activation, content development, analytics and recommendations.
- DecisionSim™ - a simulation platform that allows organizations to create assessment, education and training programs to deliver insights and improve outcomes through real-world engagement.
- CommSim™ - a simulation platform that allows for engaging encounters to be conducted remotely between a role-playing coach and a learner to improve communication skills.

Using these offerings, over 125,000 simulation sessions and 3 million decisions have been made by clinicians, patients and staff.

Learn more about our technology platforms and products at [www.Kynectiv.com](http://www.Kynectiv.com).

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**WE CONNECT.**

In a sea of seemingly incompatible healthcare data, we bring it all together. Ask us about **Avec™**, our proven platform purpose-built for healthcare, and learn what true interoperability can do for you.



} Signet Accel  
**True interoperability**  
realized in healthcare.

[signetaccel.com](http://signetaccel.com)

## DIRECTORY LISTINGS: DIGITAL/MOBILE HEALTH SOLUTIONS



Next IT Healthcare is the leader in patient engagement. We help healthcare organizations drive lasting behavior change and improved outcomes. Next IT Healthcare launched in 2014 with the debut of Alme Health Coach, a revolutionary solution that delivers advanced virtual assistant capabilities to healthcare-specific environments across mobile, web and chat interfaces. Our mission is to pave the way to a radically healthier population.

Next IT Healthcare is proudly based in Spokane, Washington. Learn more at [www.NextITHealthcare.com](http://www.NextITHealthcare.com).

Winner

## DIRECTORY LISTINGS: POPULATION HEALTH MANAGEMENT/ PATIENT ENGAGEMENT SOLUTIONS



Chronic Care Management provides cloud-based, portable person-centered care plans for patients while driving approximately \$60 PMPM in new non-visit revenue for medical practices—helping to facilitate value-based care transformation. By providing increased care connectivity, advanced care planning and complete portability, patients receive coordinated care and better outcomes. Providers get new, recurring non-visit revenue off the Medicare fee schedule and an opportunity to deliver person-centered care.

<http://www.ChronicCareManagement.com>

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## See your whole healthcare story with Qlik®

As healthcare becomes increasingly digital, analytics become more necessary. They can potentially improve quality of care and patient satisfaction while reducing costs. Qlik's associative model empowers users to see the whole story that lives within your data.

Visit [qlik.com](http://qlik.com) to see how Qlik's visual analytics platform can lead you into a healthy future.



## DIRECTORY LISTINGS: POPULATION HEALTH MANAGEMENT/ PATIENT ENGAGEMENT SOLUTIONS



Comprehensive Pharmacy Services (CPS) is the nation's largest provider of specialty pharmacy services to more than 500 hospital and integrated health-systems across the U.S. and Puerto Rico. Founded in 1971 and headquartered in Memphis, TN, the company employs over 2,000 pharmacy professionals. CPS services include pharmacy consulting, inpatient and outpatient pharmacy management, telepharmacy, 340B solutions and medication related transition of care services. The services provided by CPS help hospitals and healthcare facilities improve financial performance, increase patient safety and quality of care while reducing readmissions and mitigating risk. These services have become increasingly more important as hospitals and healthcare facilities across the U.S. work to ensure better population health and meet the quality metrics that determine reimbursement under the Affordable Care Act (ACA).

To learn more about CPS, please visit [www.cpspharm.com](http://www.cpspharm.com).



**Taking the STING out of Wait Times!** Jellyfish Health is passionate about reducing wait times and enhancing the overall patient experience. Waiting causes anxiety in the patient and can effect their overall perception of the facility and the quality of care. Approximately 97% of patients are frustrated by excessive wait times, 80% say their frustration would be reduced if they were given information about their wait. Our innovative, easy to use software applications improve wait times while empowering and engaging the patient, putting them in control of their experience.

Jellyfish Health is currently deployed in multiple healthcare facilities throughout the United States. With our secure cloud-based technology implementation is painless and can be integrated with other software programs used by the facility.

Visit [jellyfishhealth.com](http://jellyfishhealth.com) to see how we can help take the **STING** out of wait times in your facility or email [info@jellyfishhealth.com](mailto:info@jellyfishhealth.com) to set-up a live demo.



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## DIRECTORY LISTINGS: POPULATION HEALTH MANAGEMENT/ PATIENT ENGAGEMENT SOLUTIONS



As a global leader in health care, Philips is guided by the understanding that there is a patient at the center of everything we do. CareSage, a new predictive analytics engine enables health systems to better monitor and care for elderly patients by combining actionable insights with wearable devices and monitoring. CareSage provides analysis of real-time and historical data from health care providers and Philips Lifeline, to proactively identify patients most likely to be transported to the emergency room in the next 30 days so clinicians can intervene before problems occur, helping patients stay healthier and reduce avoidable hospitalizations. Designed to support population health management, CareSage utilizes Philips Lifeline's AutoAlert technology and wealth of aging and health data to focus on senior patients when they return home after a hospital visit or home health care period. For more information, please visit: [www.lifeline.philips.com/business/caresage](http://www.lifeline.philips.com/business/caresage) or call: 1-800-451-0525 ext. 2099

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## DIRECTORY LISTINGS: HEALTH INFORMATION EXCHANGE



At **Signet Accel**, it's our mission to bring true interoperability to healthcare that emboldens discovery at the bench and beyond—profoundly affecting the ability of investigators and clinicians to understand, treat, and cure.

Avec™ is true interoperability realized in healthcare. The sole alternative to traditional, centralized data management solutions, Avec™ delivers the industry's only purpose-built federated data integration platform, developed and refined over 12 years at The Ohio State University. Our products and services power the work of consortia, institutions, and health professionals with unmatched security, sharing capability and speed of discovery —advancing academic research, achieving meaningful use objectives, and enabling the continuum of care.

We know this isn't easy. It takes a diversity of skills—not unlike the diversity of data we work with. We've assembled a team of expert technologists, researchers, and engineers with a shared focus and depth of experience in healthcare. **Contact us** to learn more.

## DIRECTORY LISTINGS: REVENUE CYCLE MANAGEMENT



Headquartered in Lake Oswego, Oregon, CarePayment is a patient financial engagement company that accelerates providers' transition to the new consumer-driven healthcare market. Powered by advanced technology and analytics, our innovative patient financing solutions improve patient satisfaction and loyalty while delivering superior financial results.

By partnering with healthcare providers to make affordable financial options available, CarePayment helps patients get the care they need, when they need it, while protecting the financial health of provider organizations so they can continue to offer valuable care to the community. CarePayment's patient-friendly financing is compliant with applicable state and federal consumer credit laws, requires no application, and is supported by a friendly US-based customer service staff. Accounts for the program are issued by WebBank of Salt Lake City, UT. Find more information at [www.carepayment.com](http://www.carepayment.com).



My Coverage Plan, Inc.  
32 N. Bassett St., Ste. 201, Madison, WI 53703 [www.mycoverageplan.com](http://www.mycoverageplan.com)

My Coverage Plan Inc. (MCP), is a SaaS for profit spinoff of ABC for Health, Inc. (ABC), a Wisconsin based nonprofit law firm. For the last 21 years, ABC ([www.safetyweb.org](http://www.safetyweb.org)) has helped consumers obtain and maintain health coverage and trained health provider staff about coverage options. MCP is selling a web-based health benefits screening and counseling decision support tool set to hospitals and other providers. MCP products allow providers to help patients optimize health coverage programs and create a coverage roadmap that adjusts to changing life events. Patients optimize coverage and providers secure more revenue. MCP received patent protection for the software in February of 2012. MCP has three active provider customer partners and is developing partners with EMR vendors. The NIH supports portions of the development work through SBIR funds to reduce health disparities.

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## DIRECTORY LISTINGS: PRIVACY & CYBERSECURITY SOLUTIONS



BioClaim is the only patented solution that captures the biometric of the patient at the point of care and transmits it to the payer for real-time validation. The biometric proves the correct patient was physically present to receive services, thereby completely eliminating phantom billing—the largest type of health care fraud. However, Patients and providers benefit as use of the biometric device to register patients in a medical office protects the integrity of EMR from medical ID theft and data breaches. The data from the transaction is transmitted to the payer and creates an auditable record on behalf of payer and provider.

learn more at [www.BioClaim.com](http://www.BioClaim.com) or follow us on twitter [@BioClaim](https://twitter.com/BioClaim)

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# FIERCE INNOVATION AWARDS 2015

FROM THE PUBLISHER OF FierceHealthIT, FierceMobileHealthcare, & FierceHealthcare

*Healthcare Edition*

**CONGRATULATIONS  
TO ALL OF THE WINNERS**

& THANK YOU TO ALL WHO APPLIED