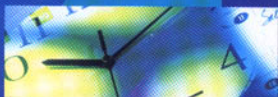


AN HBOC MAGAZINE

ANSWERS

VOLUME 6 • ISSUE 3 • FALL 1998



Redesigning the

RESOURCE MANAGEMENT

Process

HBOC CONTINUES ACQUISITION

STRATEGY

Continuing its strategy of expanding its market portfolio through acquisitions to better serve health enterprises, HBOC recently acquired US Servis and IMNET Systems. The acquisitions are an affirmation of HBOC's commitment to two healthcare niches: revenue cycle outsourcing and document imaging.

The acquisition of US Servis, a leading professional management company providing outsourcing services for physician delivery systems and hospital business offices, is expected to accelerate HBOC's entry into revenue cycle outsourcing. Somerset, N.J.-based US Servis had \$27.6 million in revenue for its fiscal year ended March 31, 1998, and has 394 employees.

With the acquisition of IMNET Systems, HBOC brings a business partner into its fold. Since 1996, HBOC and IMNET have been working together as business partners selling HBOC's private-label product, Pathways Image Manager. Alpharetta, Ga.-based IMNET is the industry's leading provider of electronic information and document management solutions for the healthcare industry.

The new bond gives HBOC an opportunity to build on IMNET's expertise in electronic information and document management, which is key to developing a lifetime electronic medical record and achieving operating cost savings. ▲

NEW
STAR 2000
RELEASE FOCUSES ON
INTEGRATION

After running in a live environment for more than three weeks with no critical issues, STAR Release 17.1 was declared ready for general availability in July. The new release was piloted at Fort Atkinson Memorial Hospital in Fort Atkinson, Wis., and Methodist Hospital in Philadelphia.

STAR Release 17.1 extends the functionality and openness of STAR 2000 through access to new data and other products, says Carole Newman, vice president of STAR 2000 operations. For example, STAR 2000 is now integrated with Pathways Financial Management. Points of integration include patient refund, accounts receivable/patient billing, GL chart, payroll, depreciation and actuals. The release also includes greater integration among STAR 2000 applications. ▲



QUANTIFYING ROI: BENEFITS REALIZATION STUDIES

Provide the Answers

Do you need to justify the purchase of a new healthcare solution to your board? Do you want to be sure you're getting full value for your investment? HBOC can help.

When health enterprises are faced with decisions about investing in technology, they want to know that the choices they make are the best ones possible for their organization. Benefits realization studies are a new set of tools from HBOC designed to assist customers in making purchase decisions about HBOC products. This free service evaluates the financial component and long-term return on investment (ROI) potential of many of HBOC's most sought-after solutions.

Benefits realization studies are available for the following HBOC products/solution sets:

- ▶ Pathways Care Manager
- ▶ Pathways Decision Support and TRENDSTAR®
- ▶ Pathways Care Manager + Pathways Decision Support
- ▶ Pathways Health Network Management, Pathways Encounter Management (Access Management)
- ▶ Pathways Healthcare Scheduling
- ▶ Pathways Homecare
- ▶ Pathways Image Manager — Electronic Patient Folder
- ▶ Pathways Image Manager — Medical Imaging
- ▶ Pathways Laboratory
- ▶ Pathways Materials Management + Pathways Financial Management
- ▶ Pathways Staff Scheduling
- ▶ Pathways Surgical Manager

If your organization is nearing a purchase decision, contact your HBOC account executive to find out more about benefits realization studies. ▲

PATHWAYS
HEALTHCARE
SCHEDULING
RELEASE 8.0
GENERALLY
AVAILABLE

Right on schedule, HBOC declared Pathways Healthcare Scheduling Release 8.0 generally available July 31. The new release provides key functionality to further address the scheduling requirements of the physician's office and surgery department. New features and benefits include:

- ◆ A decrease in the time it takes personnel to schedule an appointment
- ◆ Ability to quickly search for the next available appointment
- ◆ Improved system performance and workflow processes
- ◆ Ability to define required patient data fields for individual procedures
- ◆ Ability to enter preferred times for patient appointments

"Pathways Healthcare Scheduling Release 8.0 significantly reduces the time it takes to schedule an appointment within our facility," says Julie Livengood, R.T., application analyst and systems administrator for Pathways Healthcare Scheduling at Ball Memorial Hospital in Muncie, Ind. "We are impressed with the stability of the release and simplicity of the upgrade." ▲