

Cisco Services: Support for Meeting the New Federal Healthcare Requirements

Cisco can help your healthcare organization meet eligibility requirements for financial incentives in the American Recovery and Reinvestment Act (ARRA) of 2009. In the United States, hospitals that want to qualify for federal incentives (and avoid costly penalties) face tight deadlines for implementing qualified, certified systems for electronic health records (EHRs). Incentives will be available as early as 2011, so hospitals are moving quickly to help ensure that they have the robust, secure network infrastructure needed to support a qualified, certified system.

The Cisco® Medical-Grade Network, the Cisco Medical Data Exchange Solution, and other Cisco offerings provide the network foundation, security, and interoperability needed for customers to meet the requirements for meaningful use. Starting in the early phases of EHR implementation, Cisco Services can help your healthcare organization develop and implement a comprehensive infrastructure, interoperability, and security plan for EHRs based on the requirements.

A Range of Services and Solutions for Healthcare Organizations

Cisco offers a range of services to help you implement a certified, qualified system.

Cisco Advanced Services Support for the Cisco Medical-Grade Network

The Cisco Medical-Grade Network (MGN) is Cisco's framework for meeting healthcare's unique needs for interoperability, security, availability, and productivity. Cisco Services provides:

- Network architecture and security guidelines to support the high-availability requirements of healthcare applications
- Best practices to support broad adoption of EHRs across the continuum of care
- Support for operating in a protected, resilient, and responsive environment

Cisco Security Architecture Assessment Service

The Cisco Security Architecture Assessment Service helps healthcare organizations understand and strengthen their infrastructure security architecture. In the early phases of EHR implementation, a security assessment can help hospitals and physicians meet eligibility requirements. The service helps hospitals identify gaps in the security infrastructure, across multi-vendor environments and develop a set of actionable steps to remediate them.

Support for the Medical Data Exchange Solution

The Cisco Medical Data Exchange Solution (MDES) is an integrated, end-to-end, standards-based solution that enables patient-centric access to medical records and images. With MDES, healthcare providers can:

- Quickly and easily access and review a patient's medical data, even if the information is in different applications and stored in separate locations.
- Provide access to patient data from previously disconnected information systems with incompatible formats and disparate medical terminology, so that healthcare professionals from different institutions can use the data.

Cisco Services can lead the development of the organizational governance, security and access rights and implementation of interoperability capabilities to meet the data exchange requirements for meaningful use.

Special Financing Offers for Healthcare Customers

Cisco can help you understand how to serve more patients, offer new medical technologies, and collaborate with other medical practitioners in the future. By using the Cisco Capital SM Payment Plan Program for Services, healthcare customers like you can align your budgets with your services needs. There are two options.

Option 1: Get a low, 4.25% rate on Cisco subscription-based, multiyear service agreements*

- Protect your organization from annual price increases.
- Eliminate the need to negotiate and award service agreements annually, which will save both time and money.
- Help ensure continuous protection of network resources.

Option 2: Implement now and pay later*

You can deploy the solution you need today, without making a first payment for 90 days. Cisco Capital can help bridge the gap between the services and technology you need and your available budgets.

*Qualifications and restrictions apply. Speak with a Cisco Capital representative for details, or visit the Cisco Capital website: http://www.in.cisco.com/FinAdm/csc/cusfin/united_states.shtml

The expiration date for these offers is July 30, 2011.



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