



# **CERNER/SIEMENS ACQUISITION: YESTERDAY, TODAY, AND TOMORROW**

KLAS Webinar  
October 2014

# TODAY'S PRESENTERS

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- Graham Triggs - KLAS
- Dick Flanigan – Cerner
- Coray Tate – KLAS
- Becky Magee – Washington Regional Medical System
- Charlotte Wray – University Hospitals Elyria Medical Center

# NEW – KLAS APP

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– Rebecca

*"So far, I REALLY like this! I can tell it will result in my keeping up with KLAS and using its information MUCH MORE frequently than in the past. Excellent work!"*

– Rick

# DOES NOT HAPPEN EVERY DAY

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**SIEMENS**



# WHAT DOES THIS MEAN FOR YOU?



# HIGH LEVEL

- **Why did Cerner acquire Siemens?**
- **What strategic advantage does the acquisition give to Cerner?**



# ACUTE CARE

MARKET SEGMENT	PRODUCT NAME	GRADE	COMP. TO MKT. AVG.	% HIGHLY SATISFIED SCORE>80	HAS NEEDED FUNC.	MATURITY	INTEG.
EMR (Over 200 Beds)	<b>Millennium PowerChart</b>	<b>B</b>		57%	70%		
	<b>Soarian Clinicals</b>	<b>C</b>		32%	42%		
EMR (1-200 Beds)	<b>CommunityWorks Clinical Suite</b>	<b>B-</b>		50%	61%		
	<b>Soarian Clinicals</b>	<b>C</b>		27%	60%		

- Will this merger slow Millennium product development?
- Will Cerner continue development of Soarian or retire it in favor of their own core product?
  - Will Cerner continue to provide support and development for Soarian's ED product?
  - Will Cerner develop Soarian Surgery?

# AMBULATORY

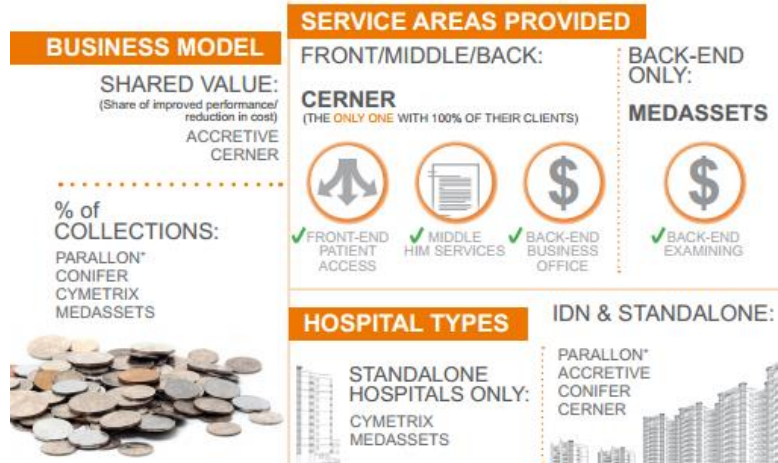
MARKET SEGMENT	PRODUCT NAME	GRADE	COMP. TO MKT. AVG.	% HIGHLY SATISFIED SCORE>80	HAS NEEDED FUNC.	MATURITY	INTEG.
Ambulatory EMR	<b>Millennium PowerChart/ PowerWorks EMR</b>	B-	● ● ●	47%	60%	●	✓
	<b>Soarian Ambulatory</b>	-	● ● ●	-	-	○	✓
Practice Management	<b>PowerWorks PM</b>	B*	● ● ●	43%	62%	●	✗
	<b>Millennium PM</b>	-	● ● ●	-	-	○	✓
	<b>Soarian Financials PRM</b>	-	● ● ●	-	-	○	✓

- What is the go-forward plan for Siemens Ambulatory?
- Where does the acquisition leave NextGen customers?



# FINANCIALS

## RCO LAY OF THE LAND



- What are Cerner's plans for the Siemens revenue cycle products?
  - Soarian Financials
  - MedSeries4
  - Eagle 2000
  - INVISION platform

# ACCOUNTABLE CARE

MARKET SEGMENT	PRODUCT NAME	GRADE	COMP. TO MKT. AVG.	% HIGHLY SATISFIED SCORE>80	HAS NEEDED FUNC.	MATURITY	INTEG.
HIE	Network	B	● ● ●	71%	83%	●	X
	MobileMD HIE	B	● ● ●	50%	58%	●	X
Patient Portal	Member Portal	C+	● ● ●	39%	50%	●	✓
	MobileMD Patient Portal	-		-	-	○	X
Population Health	HealtheIntent & CareXcell	-		-	-	○	X

- What are the future plans for Siemens CareXcell and MobileMD HIE?

# SERVICES

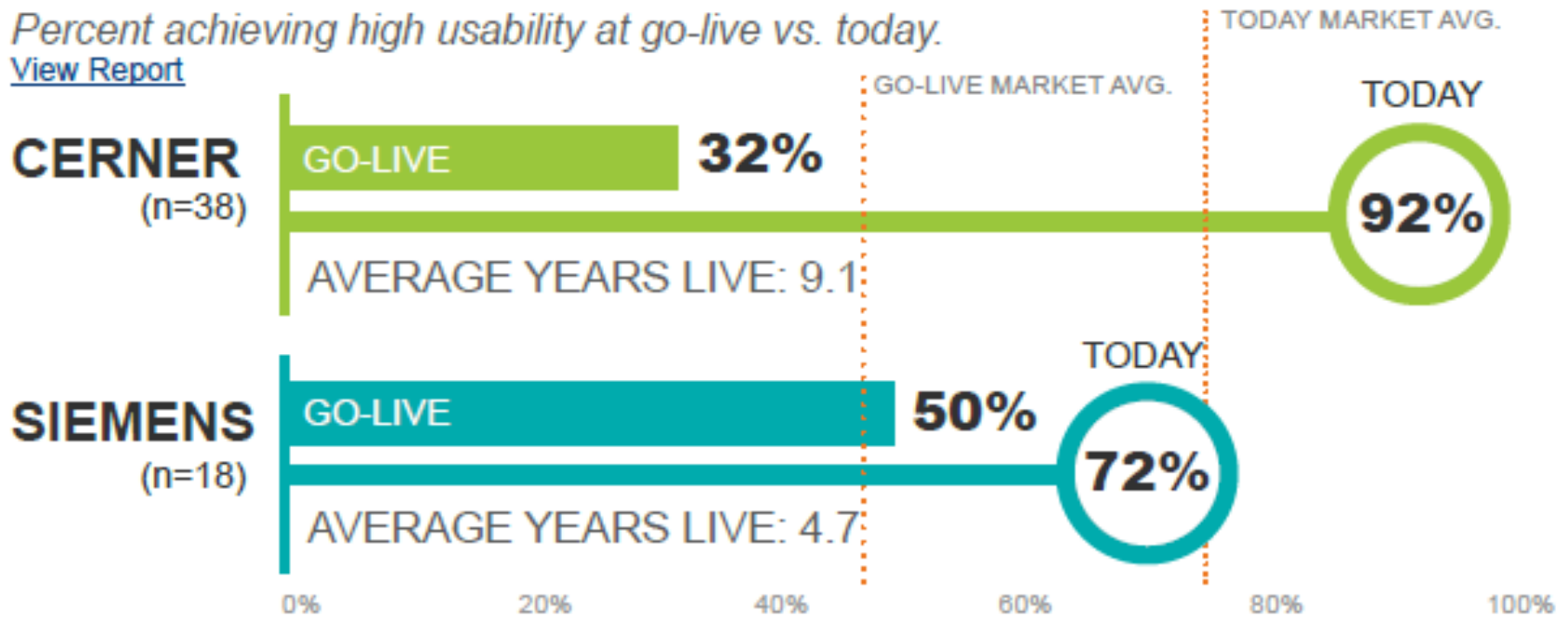
MARKET SEGMENT	PRODUCT NAME	GRADE	COMP. TO MKT. AVG.	% HIGHLY SATISFIED SCORE>80	MONEY'S WORTH	MATURITY	QUALITY OF STAFF
App. Hosting (CIS/ERP/HIS)	<b>Cerner</b> Application Hosting	A-		80%	7.9		7.9
	<b>Siemens</b> Application Hosting	B+		75%	8.1		7.8
IT Outsourcing (Extensive)	<b>Cerner</b> IT Outsourcing (Extensive)	B+		82%	7.7		8.0
	<b>Siemens</b> IT Outsourcing (Extensive)	C+		31%	6.7		7.1

- How long until Siemens' outsource services are discontinued?

# USABILITY PROGRESS

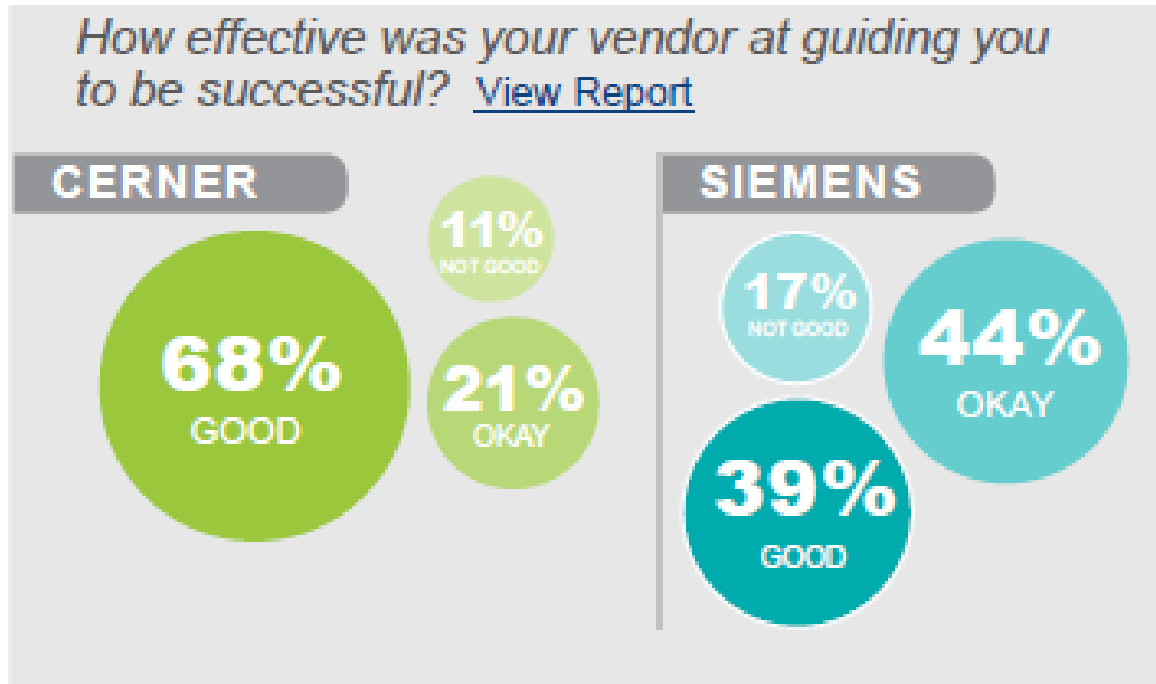
Percent achieving high usability at go-live vs. today.

[View Report](#)



- Will Cerner products contain functionality that exists in Siemens products today?
- Will the workflow engine from Soarian be utilized in any of the Cerner suite?

# VENDOR GUIDANCE

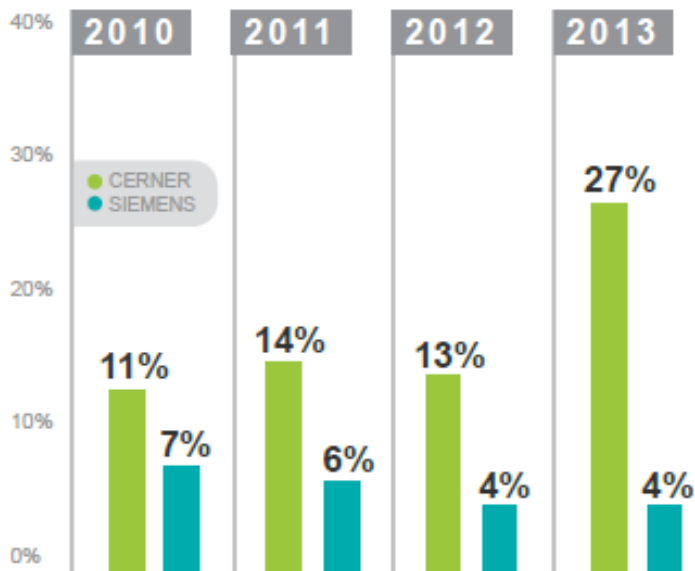


- When will the account teams be organized so that we are not sitting in limbo as we are today?
- What assurances can Cerner make that Soarian customers will receive the support to which they have become accustomed?

# MARKET SHARE

## U.S.

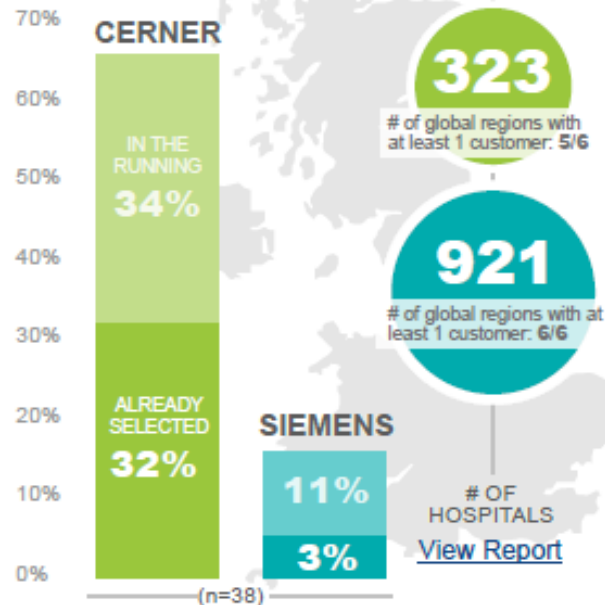
Vendor share of new hospital contracts, by year  
(2010-2013 | all sizes) [View Report](#)



## INTERNATIONAL

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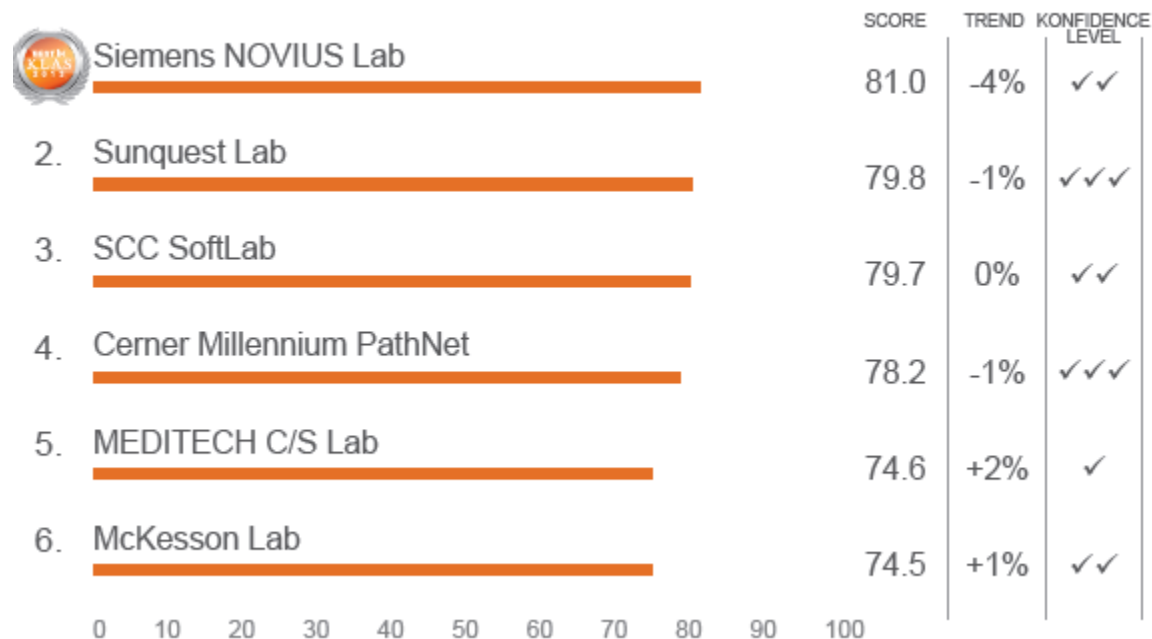
Consideration for purchase



- How interesting is the German healthcare market to Cerner?
- Does Cerner have any existing sites where Cerner clinicals are integrated with Soarian Financials (how many)?

# RADIOLOGY AND LABORATORY

## HOW DO VENDOR SOLUTIONS COMPARE?



- What will happen with Siemens' PACS, RIS, and 3D?
- What are Cerner's plans for continuing OPENLink, NOVIUS Lab, and syngo Workflow (radiology) and for maintaining the Unity database?

# QUESTIONS?

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# ANY ADDITIONAL QUESTIONS

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- Questions for Cerner:
  - [cernersiemenswebinar@cerner.com](mailto:cernersiemenswebinar@cerner.com)
- Questions for KLAS or Provider Panel
  - [events@klasresearch.com](mailto:events@klasresearch.com)



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