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## Smaller Hospitals Looking Increasingly to Big Vendors for Clinical IT Solutions



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Small hospitals with fewer than 150 beds are increasingly focusing less on traditional community clinical information systems (CIS) vendors and more on the large vendors, according to a new KLAS report.

The first KLAS CIS perception report to include community hospital data, 'CIS Perception 2010: Vendors Bridge the Size Gap' shows that smaller hospitals are currently considering MEDITECH, Cerner, McKesson Paragon, and Epic more often than traditional community CIS vendors CPSI, Healthland, HMS, Keane, and Siemens MedSeries4.

According to Jason Hess, general manager of clinical research at KLAS and author of the new report, "Most large hospitals have already chosen a CIS, so community hospitals represent the largest potential client pool for vendors." However, providers do not appear to be considering community vendors as much, as they consider the meaningful use requirements as important.

MEDITECH remains the most-considered vendor in community hospitals, but Cerner's hosted offering is making in-roads, and McKesson's Paragon is steadily gathering provider interest. To a lesser extent, Epic's mindshare is also growing in the community market. Eclipsys, GE, Healthland, HMS, McKesson Horizon and Paragon, QuadraMed, and Siemens Soarian are also highlighted in the report.

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