### Internal Eclipsys Communication — Not for External Distribution



# Sunrise<sup>™</sup>4.5 XA<sup>™</sup> CPOE Enhancements: Raising the Bar on Excellence and Safety

Computerized Physician Order Entry (CPOE) or Provider Order Entry puts care in motion for the interdisciplinary team, ensuring safe and timely care for the patient.

Eclipsys has long been recognized for its industry-leading CPOE system with outstanding clinical decision support and customized rule-building capabilities. But the true recognition comes from clinician adoption: Eclipsys CPOE solutions are in use at more inpatient organizations and used by more physicians than any other vendor's CPOE solutions.

Because Eclipsys CPOE solutions are used so widely, Eclipsys has the benefit of clinician feedback and has acted on it with the delivery of an even more sophisticated CPOE solution.

#### Did You Know?

Sunrise 4.5 XA includes five new features to address patient safety and help clinicians select the right patient when placing orders. Increased header size, alternating line color on the Patient List, patient confirmation on accessing order entry, no default patient and alerts creating comments have all been added to enhance safe and accurate patient selection.

#### Did You Know?

Sunrise 4.5 XA enhances clinicians' ability to place orders with complex frequency and dosing parameters. Tapering doses, Stat & Then, Now & Then, and Frequent Vital Signs are complicated orders that must individually pass to a pharmacist even though a physician considers them one order. Enhancements in Sunrise 4.5 XA eliminate the need for multiple individual orders; instead a physician using the new complex order control can place one order and generate the multiple orders necessary for downstream systems. This advanced capability better reflects the reality of medication management; eliminates duplication and allows physicians to place all of their orders quickly and accurately

#### Did You Know?

Sunrise 4.5 XA takes a great leap forward for interdisciplinary workflow with the development and deployment of Order-to-Flowsheet capabilities. Orders-to-Flowsheets connects a physician's order to appropriate clinicians' worklists and flowsheets/flowsheet rows. This enhancement links three key previously separate parts and makes "order

transcription" a thing of the past. The enhanced Eclipsys CPOE solution automatically builds the flowsheet or flowsheet rows as a by-product of orders, allows documentation on a flowsheet to complete a task, and supports using the worklist as a guide to the tasks to be completed.

This enhanced capability modernizes care delivery by eliminating steps to order communication, generating a unique flowsheet for each patient based on orders, and ensuring that each patient receives the right care at the right time.

#### Did You Know?

Sunrise 4.5 XA incorporates Project Rhapsody, an Eclipsys initiative to deliver user-friendly, systems that enhance efficiency and accuracy and promote higher adoption levels. Rhapsody-inspired features delivered in this release include:

- Auto-select features in drop-down menus
- Available-message icon changes
- Unlimited order set information message
- Auto-checkbox on highlight
- Alpha-order sorting
- Date-order sorting, searching, and new sort parameters

#### Did You Know?

Sunrise 4.5 XA includes an end-to-end medication management solution unique in the industry. For the first time, CPOE and medication management are commingled in a single application, supporting the workflow needs of both physicians and pharmacists. Clinicians can now attach a document to an order to provide other members of the care team can with additional information that is important to the patient's care, enhancing the efficiency and effectiveness of the care team.

#### Did You Know?

Some competitors' CPOE software "locks" clinicians out of orders if both the physician and pharmacist are entering orders on the same patient at the same time, leading to delays in emergent situations and care delivery.

Some competitors' CPOE software requires nursing staff to activate physician orders **before** communicating them to the pharmacist, taking nurses away from the bedside, adding delays in treatment and decreasing effective communication.

Eclipsys CPOE allows more than one clinician to manage orders for the same patient at the same time and - importantly - does not require nurses to activate physician orders. A physician, pharmacist, nurse or other clinician can place orders for the same patient without being "locked out" of the system. Multiple orders for the same patient can be open for review or modification without being "locked out." If two clinicians have the same order open at the same time, the first update to the order will be accepted. The second clinician gets a message that the order has changed since they accessed it and they should retry. No one is "locked out" using Eclipsys advanced clinical solutions.

Stay tuned for more information about the Sunrise 4.5 XA clinical suite - a major accomplishment for Eclipsys and an important opportunity for our customers to integrate the enterprise and achieve physician adoption.

From: Marketing Solutions Group

Sent: Tuesday, December 20, 2005 2:26 PM

To: All Eclipsys

Subject: What you should know about Sunrise Critical Care 4.5 XA

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# Sunrise Clinical Manager with Critical Care<sup>™</sup> 4.5 XA<sup>™</sup> Helps Clinicians Provide Optimal Care

#### Did You Know?

Sunrise Clinical Manager with Critical Care  $^{\text{TM}}$  4.5 XA improves patient safety — and ultimately helps save lives — by linking physicians, nurses and other clinicians with technology that supports best practice. With real-time information customized to their roles and workflows, clinicians can provide proactive care.

#### Did You Know?

Sunrise Critical Care helps clinicians respond rapidly to changes in patient status, in keeping with the goals of the Institute for Healthcare Improvement's 100,000 Lives Campaign. When a patient's vital signs start to trend downward, Sunrise Critical Care alerts the critical care team so it can respond quickly, well within the "window of opportunity," the critical time when appropriate clinical intervention can have the greatest positive impact on a patient's outcomes.

#### Did You Know?

Sunrise Critical Care supports clinical workflows and improves handoffs between clinicians. Each physician order generates "downstream" tasks for all clinicians involved in carrying out the order. This integrated solution also links orders and flowsheets to charge capture for improved business office processes and reimbursement.

#### Did You Know?

Sunrise Critical Care 4.5 XA includes new patient safety features, including alternating color displays on the patient list, alerts on patient identity and flexibility to configure the safest solution for a given critical care unit or organization.

#### Did You Know?

Sunrise Critical Care 4.5 XA has been enhanced by the availability of 14 flowsheets with over 2,000 observations, lists and structured notes. These enhancements reduce time and resources required for implementation, resulting in significantly faster time-to-value. The latest release of Sunrise Critical Care includes:

- 4 procedure notes and 4 progress notes for Critical Care physicians (intensivists)
- · Daily goals sheet integrated with nursing documentation
- · Support for respiratory therapy and allied health
- Device interfaces, powered by Datacaptor, that have over 2000 parameters and 30 template documents — all connected to the patient's record and Critical Care documentation

#### Did You Know?

Sunrise™ 4.5 XA now contains options for severity-of-illness scoring systems: APACHE for adults and PRISM for pediatric care. These can be used to predict morbidity and mortality and as a benchmark against other intensive care units so organizations can continually monitor the quality of care delivered.

#### Did You Know?

What distinguishes Sunrise Critical Care in the marketplace is the fact that it puts complete, real-time patient information at the fingertips of clinicians. Designed to support the workflow of a busy, high-pressure ICU, Sunrise Critical Care comes with embedded knowledge to help clinicians make informed, effective decisions for their patients.

Stay tuned for more information about the Sunrise 4.5 XA clinical suite — a major accomplishment for Eclipsys and a major opportunity for our customers to achieve enterprise-wide practice and system interoperability.



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From: Marketing Solutions Group

Sent: Thursday, December 15, 2005 9:47 AM

To: All Eclipsys

Subject: Sunrise 4.5 XA Coming Soon -- Learn More about Medication Management

# Internal Eclipsys Communication — Not for External Distribution



# The Industry's First Comprehensive End-to-End Medication Management Solution

# Did You Know? Eclipsys Delivers the Industry's Leading End-to-End Medication Management Solution

With Sunrise™ 4.5 XA™, Eclipsys becomes the first vendor to deliver an end-to-end, integrated medication management solution on a single platform.

Many of our competitors only have pieces of the puzzle, requiring their stand-alone solutions to be connected with expensive and cumbersome interfaces. The key "players" in the process — physicians, pharmacists and nurses — end up using different systems, compiling different patient information and relying on different clinical decision support capabilities.

 The Eclipsys end-to-end medication management solution integrates the workflows of physicians as they place orders, pharmacists as they verify and dispense medication orders, and nurses as they administer medications to the patient.

### Did You Know? Eclipsys Medication Management Solutions™ Connect Physicians

- Physician-friendly order entry capabilities including support for very complex orders like chemotherapy — has helped make Eclipsys CPOE the industry leader in terms of physician adoption, even in community hospitals.
- Advanced clinical decision support capabilities, along with the ability to adjust clinical alert levels for appropriateness, ensures that clinicians are alerted only to the most important alerts, reducing the likelihood of alert fatigue.
- Eclipsys advanced clinical solutions automatically perform complex calculations such as hemodynamics, I&O totals and drip rates, rather than requiring manual, error-prone calculation of these values.

### Did You Know? Eclipsys Medication Management Solutions Connect Pharmacists

- Sunrise Medication Manager<sup>™</sup>, delivered as part of Sunrise 4.5 XA, provides comprehensive Pharmacy functionality and simplifies the order verification and dispensing processes to ensure operational, financial and clinical success.
- The Smart Selection feature automates the selection of the best product for dispensing.
- Eclipsys advanced clinical solutions help avoid potential drug errors at all stages
  of the medication management process through the use of industry leading clinical
  decision support.

# Did You Know? Eclipsys Medication Management Solutions Connect Nurses

- Knowledge-Based Administration<sup>™</sup>, our point-of-care bar-coding solution, ensures that nurses administer the right medication in the right dose to the right patient at the right time by the right route.
- The electronic Medication Administration Record (eMAR), which is shared by all clinicians, is automatically updated based upon the administration process via KBA, ensuring everyone knows that latest information about the patient's therapy.
- Sunrise 4.5 XA provides full orders-to-flowsheet integration: a physician's order creates an observation row on the appropriate caregivers' flowsheets, directly linking physicians and other provider workflows, ensuring safety and reducing duplicate data entry.

# Did You Know? Eclipsys Medication Management Solutions Connect - Period

- In Sunrise 4.5 XA, Eclipsys is the first HIT vendor to deliver all of the critical components of an end-to-end medication management solution, including:
  - Industry-leading order management capabilities supporting sophisticated chemotherapy, complex, and linked orders
  - Advanced Arden Syntax-based clinical decision support
  - Seamless point-of-care bar-code administration

Stay tuned for more information about Sunrise 4.5 XA, a major accomplishment for Eclipsys and an industry-leading solution for our customers.



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From: Marketing Solutions Group

Sent: Tuesday, January 03, 2006 6:22 PM

To: All Eclipsys

Subject: Sunrise 4.5 XA Coming Soon...Learn More About Enterprise Scheduling

# Internal Eclipsys Communication — Not for External Distribution



# Sunrise<sup>™</sup>4.5 XA<sup>™</sup> Delivers Feature-Rich Scheduling Solution for the Full Enterprise

#### Did You Know?

Scheduling poses a major workflow challenge for many healthcare organizations. Coordinating the clinicians, resources and facilities with patient schedules – as well as the patient's "wellness schedule" – usually requires numerous phone calls, messages and call backs. As part of Sunrise 4.5 XA, Sunrise Enterprise Scheduling™ helps manage a healthcare organization's complex enterprise and office scheduling requirements.

#### Did You Know?

Sunrise Enterprise Scheduling 4.5 XA delivers enhanced features for managing physician locations to allow flexible, enterprise-wide booking, including pre-registration during the booking process. Healthcare organizations with multiple locations, specialties and resources in both acute and ambulatory environments now have a central scheduling function that seamlessly handles appointment booking and management no matter where the care is scheduled.

#### Did You Know?

As part of Eclipsys advanced clinical solutions, Enterprise Scheduling can be used to book, cancel or change appointments and resource schedules from anywhere within the enterprise that is using Sunrise Clinical Manager™, Sunrise Ambulatory Care Manager™, Sunrise Access Manager™ or Sunrise ED Manager™.

## Did You Know?

Sunrise Enterprise Scheduling 4.5 XA allows front-office staff to book complex or recurring appointments involving multiple visits, events, multiple resources, and unique appointment patterns with ease. That, plus a redesigned user interface and workflow, adds up to greatly enhanced efficiencies in the registration process.

#### Did You Know?

Sunrise Enterprise Scheduling results in optimal time management for both the ambulatory staff and the patient, preserving the enterprise's most valuable assets – time and labor.

#### Did You Know?

Resource Master Schedules have been dramatically enhanced in Sunrise 4.5 XA to allow greater control over definition of resource schedules including slot definition, holiday definition, overbooking restrictions, etc.

#### Did You Know?

Sunrise Enterprise Scheduling gives our customers a competitive advantage. Integrated delivery networks are looking to consolidate inpatient and ambulatory scheduling into a single process. With Sunrise Enterprise Scheduling, Eclipsys offers multi-site, multi-modal scheduling capability as opposed to our competitors' purely outpatient/ambulatory scheduling systems that lack the ADT capability to span an entire enterprise.

#### Did You Know?

To better support our Canadian customers, Sunrise Enterprise Scheduling now has enhanced features to improve the capture of insurance information, including enforcing Provincial insurance as the primary carrier during patient registration. When a new record is created for a newborn in Canada, the baby will have the mother's Provincial insurance set as the default.

Stay tuned for more information about Sunrise 4.5 XA, a major accomplishment for Eclipsys and an industry-leading solution for our customers.



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From:

Marketing Solutions Group

Sent:

Friday, January 06, 2006 11:19 AM

To:

All Eclipsys

Subject:

Sunrise ED Manager 4.5 XA: Enhanced Functionality for Enhanced Emergency Care

Importance: High

# Internal Eclipsys Communication — Not for External Distribution



# Sunrise ED Manager™4.5 XA™: Enhanced Functionality for Enhanced Emergency Care

#### Did You Know?

Eclipsys delivers the most powerful rules-based Status Board in the healthcare industry. This flexible tool can be leveraged in Emergency Departments to escalate situations such as abnormal vital signs, or highlight special requirements such as latex allergies. This provides essential knowledge support that helps emergency clinicians give appropriate, timely care.

Sunrise ED Manager 4.5 XA includes enhancements to the Status Board to save precious time through usability and save lives through safety and efficiency:

- Emergency Departments can now use icons on the board and set an unlimited number of rules on the board. This helps improve safety and usability by making important patient information easier to read quickly.
- Role-based views provide healthcare workers access to the information they need, based on their role in the patient's care (housekeeping view, nurse manager view, etc.). This improves efficiencies and protects confidential patient information.
- Reflecting a reality of emergency care that patients are frequently moved from
  place to place depending on the services they require healthcare workers can
  now move patients between boards within the same ED (pediatrics, fast track, etc.).
   They can also view other facilities' Status Boards within the same enterprise.
- Emergency Departments have increased privacy options with Sunrise ED Manager 4.5 XA. They can set the Status Board to display full names, last name and initial, or only initials.
- The addition of a bed-availability indicator in Sunrise ED Manager 4.5 XA helps get patients who need to be admitted transferred sooner and frees up space in the

department for patients who still need to be seen. The indicator appears on the Status Board as soon as a bed becomes available, so clinicians can admit patients without unnecessary delay.

#### Did You Know?

Sunrise ED Manager 4.5 XA helps make real-time information immediately readable anywhere in the ED with enhancements to the ED Status Board, a highly flexible system that provides color-coded alerts and custom-configured columns. Building on the strength of previous releases, enhancements in the current release improve both usability and security of patient information.

- When the full Patient List cannot be viewed at one time, the board scrolls automatically for improved usability and to help make sure no patient is missed.
- The Status Board can be configured to require security to close the board, providing organizations with additional patient-privacy protection.
- Clinicians can request a font according to their preferences with the new font-setting flexibility — improving adoption.

#### Did You Know?

To generate appropriate discharge instructions and help patients recover better, Sunrise ED Manager is integrated with ExitCare discharge instruction software by MedQuest. Enhancements to ExitCare integration include:

- Context passing between ED Manager and ExitCare, making it easier for clinicians to provide discharge instructions that are relevant to their patients and their health status.
- Automatic population of the Patient Education Log from ExitCare helps clinicians
  quickly document what materials were provided, along with the date and time. This
  helps save time and improve quality in future interactions with the patient.

Stay tuned for more information about the Sunrise 4.5 XA clinical suite and how it helps Eclipsys customers save time, save costs and save lives™.

To view a capabilities and benefits overview of the Sunrise 4.5 XA clinical suite, see the PDF on the Lighthouse Solutions Catalog.



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From: Marketing Solutions Group

Sent: Monday, January 09, 2006 8:26 AM

To: All Eclipsys

Subject: Sunrise Ambulatory Care Manager 4.5 XA -- DID YOU KNOW??

# Internal Eclipsys Communication — Not for External Distribution



# Sunrise Ambulatory Care Manager™ 4.5 XA™: A Robust Solution for Outpatient Care

#### Did You Know?

Ambulatory care providers face many challenges providing integrated care for mobile patients that often use more than one healthcare facility. The latest release of Sunrise Ambulatory Care Manager builds on the strength of previous releases to help ambulatory care providers save time, costs and lives as they care for patients on the move.

#### Did You Know?

The Patient Summary screen in Sunrise Ambulatory Care Manager 4.5 XA can now include a patient's picture, saving time and improving for clinicians who see hundreds of patients a year.

## Did You Know?

The Wellness Manager in Sunrise Ambulatory Care Manager 4.5 XA helps clinicians deliver timely care with preloaded wellness-visit schedules. Ambulatory Care Manager can now trigger reminders for upcoming, due or overdue patient wellness visits based on recommendations made by the Centers for Medicare & Medicaid Services and Centers for Disease Control. Clinicians can use this feature to:

- Assign a patient to an individualized wellness schedule based on diagnosis, age or gender.
- Combine schedules for patients with multiple diagnoses.
- Customize schedules by individual patient or physician preference.
- Print the schedule for the patient.
- Remind patients when they are due for well visits.

#### Did You Know?

Medicare Part D, commonly known as the **Medicare prescription drug benefit program**, went into effect on January 1, 2006. Each region of the country has several commercial insurance companies providing prescription plans and each insurance company often has several plans. It has been estimated that there are over 1,000 plans available for seniors to choose from.

The Eclipsys Prescription Writer with the embedded Pharmacy Benefits Manager component will provide the benefits information to the physician at the point of prescribing, including covered and non-covered drugs. The physician can review all of the drugs in a particular therapeutic category to determine which is the covered medication for that patient's plan.

#### Did You Know?

Clinicians writing letters or secure health messages in Sunrise Ambulatory Care can now pull information from a patient's record directly into their communication, for speed and enhanced clarity with other clinicians and patients.

#### Did You Know?

To help save time, Structured Documentation has been added to Sunrise Ambulatory Care Manager along with the ability to navigate through documentation templates with short-cut keys, buttons and a right-click menu.

#### Did You Know?

Sunrise Ambulatory Care Manager now logs patient education and automatically updates the log when clinicians distribute patient education documents from ExitCare. Clinicians can educate patients and improve risk management at the same time.

#### Did You Know?

Results review capabilities have been enhanced in Sunrise Ambulatory Care 4.5 XA to make it easier for physicians to follow up with their patients — who have often returned home by the time by their time test results are complete.

 Facilities can delegate the review of results from a particular location to an individual or group of individuals, ensuring that results go to the right place.

### Did You Know?

To help save costs, Superbill capabilities have been enhanced in Sunrise Ambulatory Care 4.5 XA to ensure that charges are never lost.

- The new release allows the creation of an incomplete SuperBill. Clinicians don't have to wait until they have all the information to initiate a SuperBill.
- The SuperBill is automatically to the appropriate clinician's Inbox so this important process does not get lost in the shuffle.
- Clinicians can capture SuperBill charges using Pocket XA™, ensuring complete charge capture and accurate billing.

Stay tuned for more information about the Sunrise 4.5 XA clinical suite and how it helps Eclipsys customers save time, save costs and save lives™.

To view a capabilities and benefits overview of the Sunrise 4.5 XA clinical suite, see the PDF on the Lighthouse Solutions Catalog.

