

SUMMER 2005 NEWSLETTER

Happy Summer from TriNet! We at TriNet are happy to bring you another newsletter edition, and we hope that this finds you well. The consultants at TriNet decided to start this newsletter as a vehicle to share Decision Support ideas among our colleagues and customers in the healthcare industry. As always, we welcome your comments and contributions!

MCKESSON USER CONFERENCE

TriNet was pleased to again be a Sponsor of the recent McKesson Resource Management Information Exchange ("RMIE") user conference. TriNet was one of three sponsors, and the only consulting firm to be a sponsor. The conference was held in Las Vegas on April 13-15, 2005. The theme of this year's conference was "Making Superior Performance a Sure Bet."

If you would like to view the presentations from the conference, you can download them from the McKesson "For Customers Only" site: <https://infosolutions.mckesson.com/customer/rmie/rmie.asp>. If you don't have a username, it's easy to register for one (you'll need your McKesson customer ID number). The presentations are grouped by track, and the Decision Support presentations (Trendstar/Horizon Performance Manager/ Horizon Business Insight) are listed under the "Performance Management" track.

! The presentations will only be available online for a short time. Please contact TriNet if you are not able to access the presentations.

TIPS AND TRICKS

We've put together a couple "tips and tricks" that you may find useful. Check them out:

TRENDSTAR CCA: CHANGE IN MEDICARE PPS CALCULATIONS

If you have applied Trendstar update 2004 version 2.0, be aware of a change to the Medicare inpatient reimbursement methodology. Effective October 1, 2004, the national labor and nonlabor values are affected by whether or not you meet the requirements for the reporting of quality data. McKesson has incorporated this change into Trendstar version 2004.2.0. To correctly calculate Medicare reimbursement, modify your CCA cost table using the "Cost table editor". In the PPS section, there is now an additional prompt: "QUALITY DATA REPORTING?" (Respond "Y" or "N".)

Thanks to Tammy Balsters of Via Christi Medical Center for bringing this to our attention!

HORIZON PERFORMANCE MANAGER (HPM) CORNER: DID YOU KNOW.....?

Did you know that the Worksheet function in HPM allows you to quickly view "hidden" columns on a worksheet - without having to change the worksheet definition? After building your worksheet, just select "Options", then "View hidden columns". This option is useful for verifying arithmetic calculations in your worksheet, and is a great timesaver!

MCKESSON'S UPGRADE OFFER: HBI REPORTS

By now some of you have received information from McKesson about the free upgrade to Horizon Business Insight (HBI) Reports. This offer is being made to those organizations that are licensed for Trendpath or ds.Pathfinder. Horizon Business Insight Reports is a scaled-down version of Horizon Business Insight that allows Trendstar users to distribute Decision Support reports via a Web front end. HBI Reports also allows

you to distribute non-Trendstar files such as Word or Excel documents. Along with the upgrade offer, ds.Pathfinder and Trendpath customers have the option to upgrade to full HBI at a discount from the list software price.

FYI: Whether or not you're included in this upgrade offer, you may be interested in learning more about HBI and HBI Reports. McKesson is offering additional webinars on HBI and on HBI Reports on the following dates:

Horizon Business Insights Report Upgrade Program:

Friday, June 24 - 1:00 pm - 3:00 pm

Enterprise Horizon Business Insight (full HBI)

Monday, June 20 - 1:00 - 3:00 pm

Monday, July 18 - 1:00 - 3:00 pm

To register, go to the Events calendar on McKesson's "For Customers" website:

<https://infosolutions.mckesson.com/FormsLogin.asp?/Customer/>.

TriNet is prepared to assist you, should you decide to make the transition to HBI or HBI Reports. We have experience with the HBI system, and have been trained by McKesson on the implementation of HBI Reports. TriNet can help you:

Develop a plan for the transition to HBI Reports

Install the HBI software

Convert your existing Trendpath or ds.Pathfinder system to HBI

Set up reports in HBI (including automation of reports in Trendstar)

Structure usernames, groups, and distribution lists in HBI

Provide onsite training for the HBI "superuser"

Provide onsite HBI orientation sessions for your end users

We would also be glad to answer any questions about HBI Reports, having used it, and being familiar with this upgrade program.

EDUCATIONAL SPOTLIGHT: "FACE TO FACE" FUNDAMENTALS

The initial intention of technology was to make our lives easier. In reality it causes us to work longer and harder. The urge to do things quickly, sometimes cutting corners to get just what we need at the moment, exists everywhere. We want to fit 20 tasks into a 10-task day!

Seminars and software demonstrations are frequently conducted via the Internet. Computer-to-computer training has been introduced to save time and out-of-pocket expenses. We at TriNet appreciate this technology and believe it can be beneficial for follow-up or refresher courses. However, we have seen the impact and understand the importance of a quality education. In fact, TriNet has been providing on-site Decision Support education to its clients for over 13 years. Our consultants have over 30 years of combined experience in tailoring education classes to meet our clients' needs. We can give testament that on-site, personalized training is worth the investment. When our clients take the time to focus first on the fundamentals, the ROI is a shorter learning curve ensuring fast, accurate results. The importance of face-to-face discussions and personalized work sessions cannot be minimized. The long-term forecast: a time saving, cost-effective venture.

Our customized training packages enable clients to use their own data at their own facilities. This "hands-on" approach allows the user to complete Work Sessions that allow them to not only understand the mechanics of the system, but also how to interpret and analyze the data. By including thought processes

within the traditional education classes, TriNet consultants instruct the attendees on what their next step should be based on the initial interpretation of the data. This type of training can lower the learning curve for new users and enhance the capabilities of the experienced user. TriNet also provides customized education for specific Case Studies and Data Analysis.

Take the time, you're worth it!

Our consultants are experienced in instructing large classes.

FYI: WEB-BASED PUBLICATION

We encourage you to check out a great Decision Support publication developed by our colleague Paul Henchey. TriNet is pleased to be a sponsor of this publication.

Healthcare Management Insight (www.healthcaremanagementinsight.com) is a web-based publication focused exclusively on decision support and process improvement in healthcare. Provided free of charge to hospital employees and others working in the field, articles on the site educate readers about new software capabilities, advanced decision support techniques, and lessons learned from successful implementations at other healthcare organizations.

The May issue includes an article on Business Intelligence strategies, as well as a discussion about linking retrospective decision support with prospective clinical decision support:

http://www.healthcaremanagementinsight.com/HMIdownload/99/HMI_Newsletter_12.htm

DECISION SUPPORT ONLINE DISCUSSION GROUP

In case you didn't know.....TriNet has formed an online discussion group, focused on the McKesson Decision Support systems. The purpose of this group is to exchange ideas about use of the McKesson Decision Support systems - Trendstar, Horizon Performance Manager, Horizon Business Insight, and Pathways Contract Management. If you're currently subscribed to this group, don't forget to use it to ask questions of your colleagues. Simply email to trinet_dss@yahoogroups.com If you're not currently a member, you can subscribe by sending an email to trinet_dss-subscribe@yahoogroups.com.

Articles and presentations written by TriNet consultants are available on the TriNet web site. Click on the link below to see a listing:

www.trinethealth.com/information_request_form.htm

We hope that this newsletter is of value to you. Look for future issues in the upcoming months.

If you do not wish to receive future newsletters, please click on the email address below and send:

unsubscribe-dss@trinethealth.com

Please contact us with ideas and feedback, or for further information about TriNet.

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