Seth Rupp Vice President NCVHS Hearing November 12, 2004



Experience Guides Development and Implementation

Users of Health Records Primary Driving Factors Healthy but Concerned 1. Manage Health Healthy but @ Risk (e.g. Family Hx Concerns) 2. Mange Costs Chronically III (e.g. CHF, Diabetic, COPD, etc.) Proxy for Healthcare (e.g. "Parents and Peds" -3. Manage Efficiencies Hospice, General Familial Needs, Guardians, etc.) Those Seeking Efficiencies (e.g. View my Appointments, HSA's, Clinician/System Interaction, Refills, etc.)

"...Increasing prevalence of obesity accounted for 12% of the growth in healthcare spending from 1987 to 2001." - Emory University Study, Modern Health, October 25th, 2004

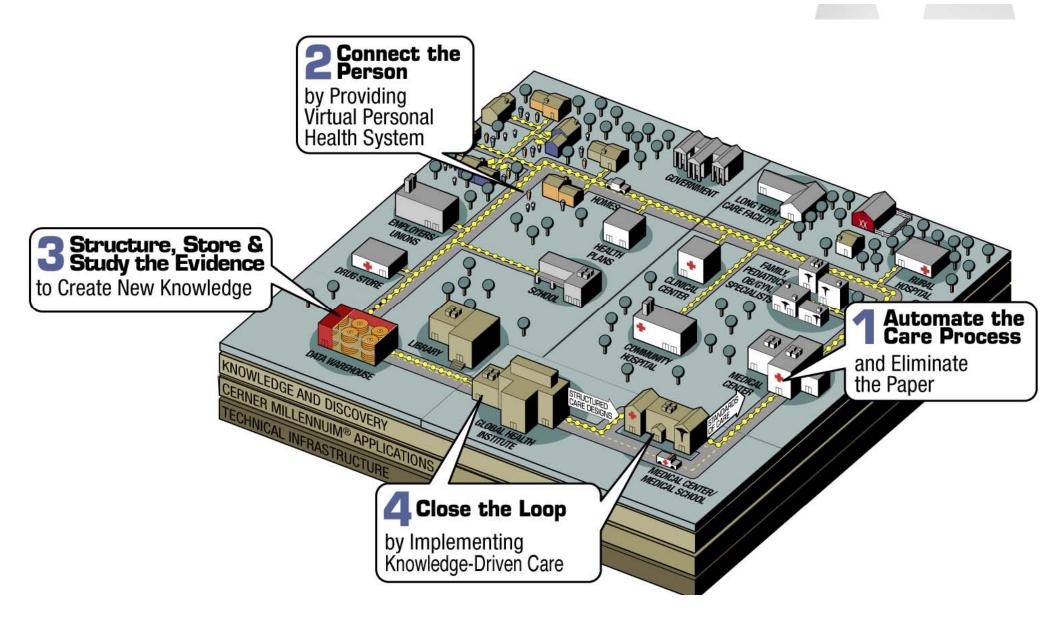






Cerner's Community Model Is Reality

266 Unique Clients Live, 642 Unique Sites Live (As of 7/04)



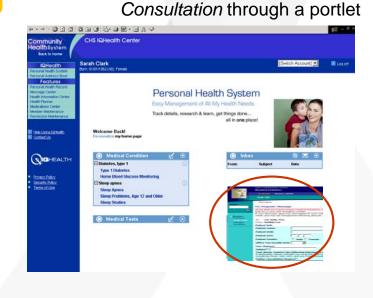
Cerner Millenium Database Contains Both The EMR & PHR

Data Repository

(Supports CKI Vocabularies)

Doctor's access Online Consultation through a portlet

Home Patients Li	brary Security Settings H	Help	Johnsthan Billings, MD PowerLink Home
	sary security search i		
Email		2 here reasonates	Member Maintenance
Inbox	Outbox Drafts Pe	ersonal Trash	Patient Information
From	Subject	Date & Time	Summary Search Resources Flowshee
Steve Nickelson	Preliminary Results	Today at 11:34 am	
Oliver Schmederer	Fwd: 10 ways to tell	Today at 11:34 am	Krammer, Charles
Phyllis Gromwell	RE: Normal?	Today at 11:34 am	One Canal Park, Apt 3 Johnstein Billings, M Cambridge, MA 00141 (817) 230-1997
Fredric Barabas	RE: Help me out on this one	Today at 11:34 am	(504) 689-9887 Contact
Steve Nickelson	Fixed: Aspen Conterence	Today at 11:34 am	Location OH1.859.4 (965) 996-9966
Mary Jane Billings	Stop by the grocery store	Today at 11:34 am	Hisurance Medcare
Phylis Cromwell	no subject	Today at 11:34 am	Allergies Drug Interactions
Fredric Barabas	RE: Clark, Sara (9993432	Today at 11:34 am	Pericilin Erynthromicin (Dyspepsia)
Phyllis Cromwell	Stop by the grocery store	Today at 11:34 am	Current Medications 07/28/2002 Omepiazole (Prilosec) 20mg PO gd
franklan forder to			07/26/2002 Metropoloi (Lopressor) 100mg PO qd 06/18/2002 Heparin IV Level III
	Consultation"/Index		Problem List.
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Trans	I. Summariveth Jane Bluestein W.		Cath 07/30/200 Thomboutopenia 06/29/200
Sert: 06/87/2002 Fature Sprace 5. Samuelouto		Office Location.	Thrombocytopenia 06/29/200 Mild R/O Hit 06/30/200
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Patient 10 Serve Machin Serve Machin Patient Res Dalamit	Re: Nammogram		
Patient 10 Serve Machin Serve Machin Patient Res Dalamit	Re Hanneyer	er paldelines changet?	Code Status - Full (LW, POA) 05/01/200
Patient 10 Serve Machin Serve Machin Patient Res Dalamit		er guidelines changed?	Immunizations
Patient 10 Serve Machin Serve Machin Patient Res Dalamit			



Consumers access Online





Cerner Clients Connect The Person

	Organization Type	Market	Disease Center(s)	Goal
Winona Health	99 bed community hospital	Community hospital; focus on disease mgmt	Diabetes	Contain patient base – improve community health
X Spectrum Health	3 Hospital IDN	Small metropolitan; competitive	Pediatric Diabetes, Asthma	Improve care process – reduce paper
GENESIS HEALTH SYSTEM	3 Hospital IDN	Community hospital(s) – extend services	CHF, Diabetes	Improve efficiency; extend services; marketing; VISION
Heartland Health ST. JOSEPH, MO	2 Hospital IDN	Community hospital(s) – extend services	Asthma, Diabetes, CHF; Cancer	Community Health; School system; health plan benefit

- 28 signed clients
- 14 LIVE clients
- 11,095 consumers
- 1550 physicians



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SENTARA MEDIA: Public Relations (757) 552-7200 pr@sentara.com

Cerner to provide records for juvenile diabetics

Kansas City, Mo.-based Cerner Corp. will spend \$25 million over 10 years to provide personal health records to up to 1.3 million children with juvenile diabetes, enabling them to connect with their physicians to transmit test results, improve care management and reduce physician visits and hospital admissions.

Neal Patterson, chief executive officer and chairman of the board at Cerner, told *Modern Healthcare* today that the healthcare technology company is working with 12 children's hospitals, including Children's Hospital Boston, Childrens Hospital Los Angeles and Children's Mercy

Special feature: The 100 top cardiovascular hospitals / page 12

Modern Healthcare

THE ONLY HEALTHCARE BUSINESS WEEKLY

COVER STORY

Cerner to Provide Records for Juvenile Diabetics





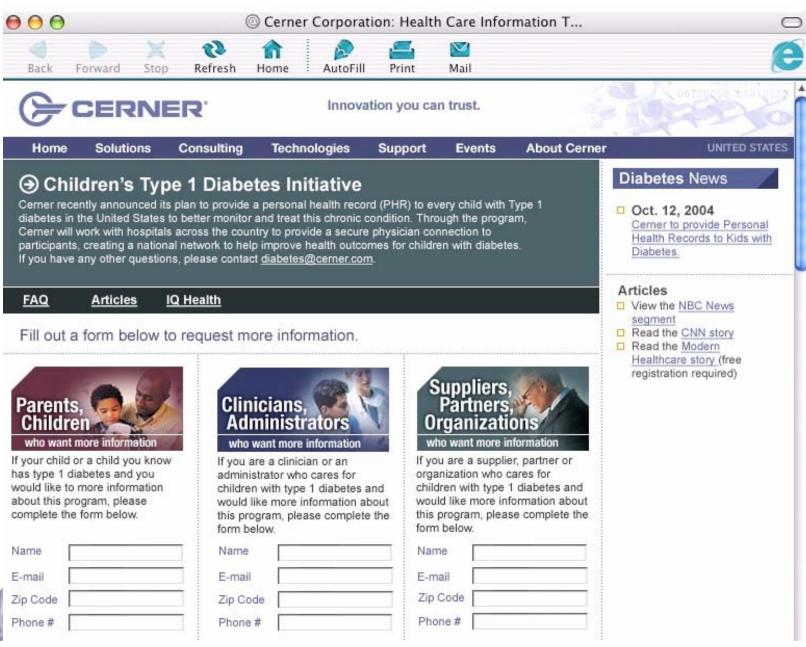


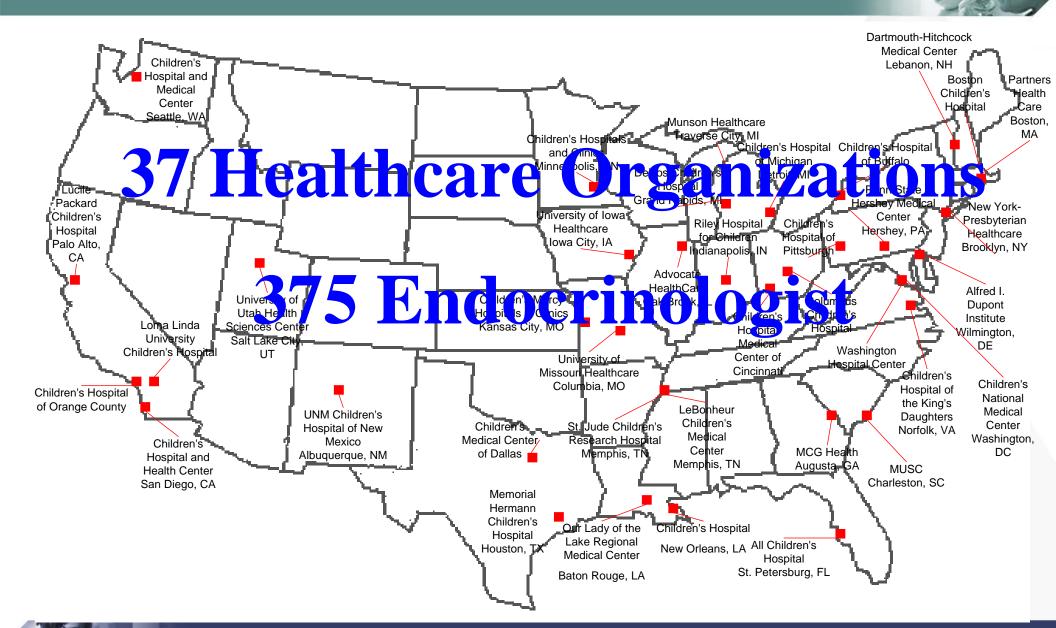
Diabetes And The Internet Provide Opportunity

Type I Diabetes	Internet Usage	
•Every year, 13,000 children are diagnosed with diabetes (JDF)	73 percent of adults are now online, 44 percent have broadband (Harris Online)	
•One in every 400 children and adolescents has type 1 diabetes (ADA)	•More than 75 percent of ages12 -17 use the Internet (Pew Internet & American Life)	
•The risk of developing type 1 diabetes is higher than all other severe childhood chronic diseases (ADA)	 Internet is a primary channel of health information for more than 80 million consumers (Manhattan Research) 	
•Type 1 diabetes costs almost \$100 billion (JDF)	•The Internet has had a major impact on the way 50% of U.S. physicians practice medicine (AMA)	
•Life expectancy for diabetics is an average 15 years shorter (JDF)		



Cerner's Portal For The Juvenile Diabetes Foundation







Functionality For The Patient

My Diary My Diary Summary My Plan Assessments - custom Health content - custom Submission to clinician Connectivity with clinician

Breakfast

AM Snack

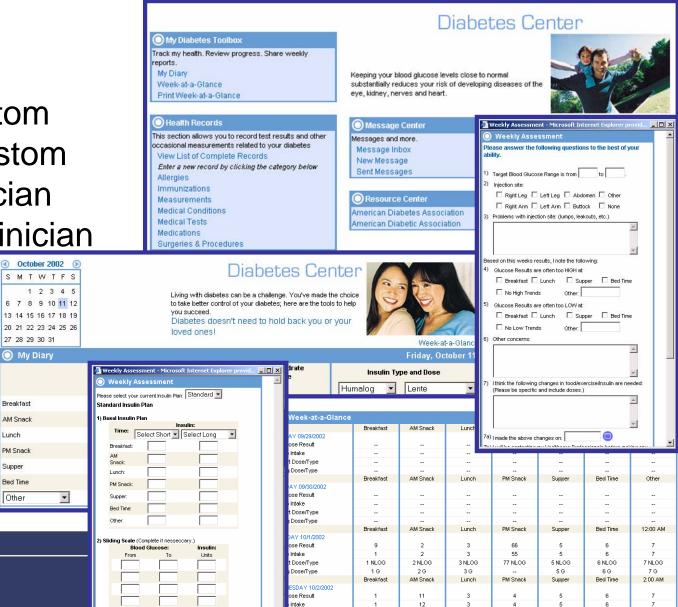
PM Snack

Supper

Bed Time

Other

Lunch



Functionality For The Clinician

Connectivity with patient View patient record Lab results Enrollment, program management, patient tracking

Denver, CO 80218 USA

MRN: 1829

Age: 28 Y

Tel.:-

10/11/2004

Preview: -

Gender: M

DOB: 10/7/1976

From: Wilde, Brad A

Details

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Forward

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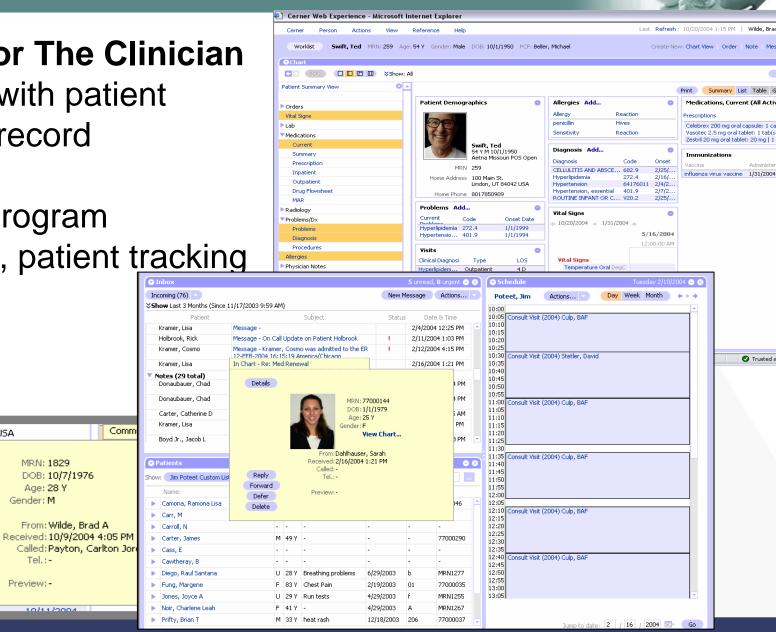
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