

# ehi

INTELLIGENCE

## 'Independent intelligence on NHS IT'

The brand new online market intelligence service about IT systems usage

The database that provides indispensable data and insight about the NHS IT market

The fast way to pinpoint market prospects and assess competitors and partners

## EHI launches EHI Intelligence

EHealth Insider, the UK's most trusted B2B news and information service focused on healthcare information technology, is introducing an entirely new online subscription research service, EHI Intelligence.

### EHI Intelligence NHS Trust database

At the heart of the new service is the EHI Intelligence NHS Trust Database, a fully searchable online database, containing the most detailed data available about the IT systems currently in use by English NHS trusts. The service is powered by unique data not available elsewhere.

### EHI Intelligence reports

EHI Intelligence subscribers will also exclusively receive a new premium research analysis publication: the EHI Intelligence Quarterly Bulletin offering market intelligence, analysis and insight.

## EHI Intelligence Reports

A key part of the subscription to EHI Intelligence is exclusive access to a new premium editorial publication: the EHI Intelligence Quarterly Bulletin. Subscribers also gain access to the full EHI Intelligence back catalogue of Clinical 5 reports.

EHI Intelligence reports:

- Quarterly EHI Intelligence Insight
- Access to EHI's 'Strategic IT Systems: The Clinical 5' reports. Companies profiled include: 3C, InterSystems, CSE Servelec, Cambio, Agfa, Siemens, System C and Oasis.

## The EHI Intelligence NHS Trust Database

The EHI Intelligence NHS Trust Database is the most detailed, comprehensive, accurate source of data on the state of NHS IT. The database details the systems in use today by individual NHS trusts, together with indications of their future purchasing intentions.

The EHI Intelligence NHS Trust Database has been built from the ground up, using multiple primary and secondary research sources, to ensure high quality, validated and accurate data. The database is both original and unique, based on data collected from trusts and suppliers. All data has been meticulously sourced, validated and, wherever possible, cross-referenced.

Just as EHI provides news coverage of healthcare providers and technology suppliers, the EHI Intelligence NHS Trust Database provides detailed, validated profiles of individual trusts, cross-linked to supplier profiles.

## Features of the Database

Fully searchable online database that profiles the installation base of Clinical 5, departmental and other IT systems in NHS trusts.

Subscribers can filter searches by geography, individual trust, supplier, category of system, or by date of contract award/expiration.

Market analysis and statistical analysis dashboard tools provide key insight into NHS IT market penetration, trends and market opportunities.

Trust profiles detail demographic information, contact details and the full range of clinical IT systems in use.

Supplier profiles detail NHS customers.

Cover all NHS acute and mental health foundation trusts in England.

# Data in the EHI Intelligence Database

## Clinical 5 Systems

Patient administration systems  
 Order communications  
 Diagnostic reporting and letters with coding  
 Resource scheduling  
 ePrescribing

## Departmental Systems

A&E  
 RIS  
 Theatres  
 Maternity  
 Pathology  
 Pharmacy  
 PACS

## Additional Systems

IAPT (Improving access to psychological therapies)  
 Substance misuse  
 eCPA  
 Integration platform  
 Business intelligence and data warehousing  
 Patients notes tracking  
 Document management

The key data fields collected for all of the above listed systems include:

- Is the trust using NPfIT contract systems?
- Name of local service provider
- Name of IT systems supplier
- Name of IT system product used and version number
- Date installed
- Number of licences and number of concurrent users
- Date of contract expiration
- Date trust plans to replace or revisit contract

## Sample Screenshot

- Fully searchable NHS IT database

- Trust IT systems and IT supplier profiles

- Geo tagged maps

- Demographic information

The screenshot displays the EHI Intelligence web application interface. At the top, there is a navigation menu with links for HOME, NEWS, DOCUMENT LIBRARY, PRESS RELEASES, ORDERS & INQUIRIES, REPORTS, SEARCH REPORTS, AWARDS, PRODUCTS, and VIDEO. Below this is a search bar and a filter section for 'Specific Trusts' with a dropdown menu showing various Strategic Health Authorities (SHAs) like East of England SHA, East Midlands SHA, etc. The main content area shows a profile for 'Example Hospital NHS Foundation Trust' with details such as 'Using NPfIT systems?', 'Supplier Name', 'System Name', 'Date Installed', 'No of licenses', 'No of users at peak time', and 'Contract expiration'. To the right, there is a map titled 'NHS Foundation Trusts listed in EHI Intelligence' showing the geographical distribution of trusts across the UK. At the bottom right, there is an 'Overview' section for the selected trust, providing its address and strategic health authority.

## Benefits of subscribing to EHI Intelligence

### OPPORTUNITIES EHI Intelligence gives you the tools to pinpoint opportunities

1

With its fully searchable database of information on the IT systems in use in acute and mental health foundation trust and its indispensable list of contacts, EHI Intelligence gives you the tools you need to plan your sales and marketing and really understand your customers.

### COMPETITIVE EDGE EHI Intelligence gives you a decisive competitive edge

2

A 12 month subscription to EHI Intelligence is indispensable to anybody wanting to do IT business with NHS trusts. It gives you unlimited access to our continuously updated database and reports that offer timely insight and analysis. No other source has this level of detail on IT systems and contracts for English NHS acute and mental health foundation trusts, or can give you such a strong, informed perspective on the NHS IT industry.

### UP TO DATE EHI Intelligence keeps you up to date

3

Data collection is done on a rolling basis, which means we continuously work with NHS organisations and suppliers to ensure the database is up to date and presented alongside insightful analysis, forecasts and commentary.

### INFORMED EHI Intelligence keeps you on trend

4

The quarterly reports based on analysis of the database will keep you on top of market trends and the issues that are top of the list with your customers at any given moment.

### COST EFFECTIVE EHI Intelligence is extremely cost effective

5

EHI Intelligence is indispensable to anyone wanting to do IT business with NHS trusts. We have invested in developing the best business intelligence tools available on health IT, so you don't have to. A 12-month subscription gives unlimited access to information sources which you'll keep coming back to.

### RELIABLE INTELLIGENCE EHI Intelligence provides business intelligence you can rely on

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EHI Intelligence is completely independent – so our coverage is both comprehensive and not influenced by the views of any third parties. That means you get an all-important impartial perspective and receive authoritative, relevant and, above all, reliable information.

## Trial EHI Intelligence

To see first hand how the EHI Intelligence NHS Trust Database works, and the level of market data and insight you can have access to please visit [www.e-health-insider.com/intelligence](http://www.e-health-insider.com/intelligence) and register for EHI Intelligence. Once registered, you can use the trial version of EHI Intelligence.

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