

To find out more contact:

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ehi
INTELLIGENCE

The leading intelligence resource enabling successful sales into the UK NHS technology market

- **Understand your market:**

EHI Intelligence offers market analysis that allows you to understand the trends and key drivers in NHS IT, which means that you are better informed and can tailor your conversations to gain buy-in faster.

- **Gain competitive advantage:**

use EHI Intelligence to assess exactly which clinical IT systems NHS trusts are using and where your competitors have their products installed.

- **Save time and money:**

no other source has this level of detail on IT systems and contracts for NHS organisations across the UK.

- **Pinpoint new opportunities:**

you can have access to detailed organisational profiles to enable your sales teams to focus on having the right conversations with buyers, allowing you to sell intelligently to the right people.

- **An independent information source:**

EHI Intelligence is completely independent. This means you get an impartial perspective and receive authoritative, relevant and, above all, reliable information.

ehi.co.uk/intelligence

Database Features

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

Filter searches by individual trust, types of trusts, **geography**, **software systems**, **hardware systems**, **contract dates** and **financial data**.

View the **IT contracts** that are held by trusts. This includes information on length, value and supplier.

Search the database Saved Searches:

Select Some Options NHS Trust Supplier [less search options](#)

Search by NHS Trust

NHS trust Name Region
 NHS trust Type Number of beds Number of staff # of results

Search by Systems

Clinical 5
 Category Supplier Systems
 Departmental
 Category Supplier Systems
 Additional
 Category Supplier Systems # of results

Installation / Expiration Date

Installation Date From Date To Date
 Expiration Date # of results

Search by financial data

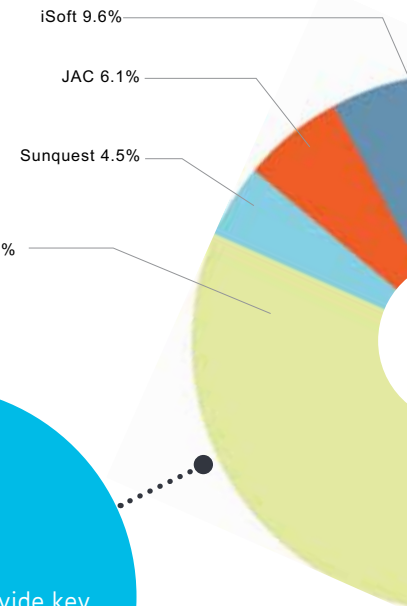
IT spend 2010-11 Total income 2010-11
 IT budget 2010-11 Total spend 2010-11 # of results

Patient Administration System	
System 1	
Using NPfIT System	Yes
Local Service Provider	BT
Locally or remotely hosted	Remote
Remote system host provider	BT
Supplier name	Cerner
System name	Millennium v.2005.02
Date installed	2007-06-01
No of licences	Site wide
No of users at peak time	500
Other systems intergrated	TIE, EPR,CMIS, ITU Jonah,JAC, GUM, Dawn, Tomcat
Contract expiration	2013-01-01
Plan to revisit contract	2013-01-01
Notes	-
Date verified	2011-01-14

NHS Trusts listed in EHI Intelligence



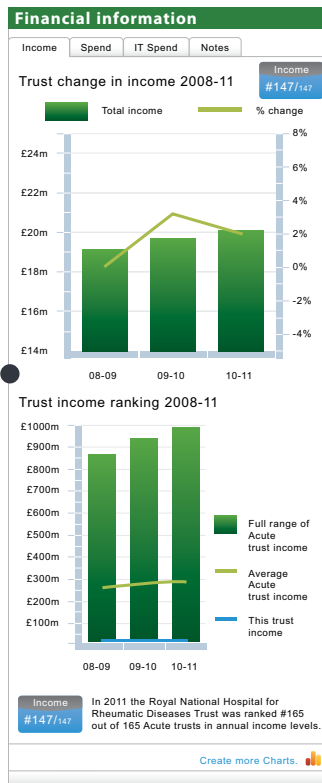
Covers all NHS acute and mental health trusts in England and NHS organisations in Scotland, Wales and Northern Ireland.



Market analysis and statistical analysis

dashboard tools provide key insight into NHS IT market trends and opportunities.

The financial charts feature contains detailed information, sourced directly from trusts, on income, spend, budget and IT spend. Search for, filter and pinpoint trusts according to how much they spend, overall and by IT alone.



View profiles of the installation base of Clinical 5, departmental and additional IT systems in NHS trusts.

Supplier profiles detail their NHS customers and products currently used by NHS trusts.

In addition to online database access you get automated procurement alerts, regular market insight reports, a mobile app and the EHI Intelligence annual report.

Subscription package

EHI Intelligence offers you exclusive access to trust software and key systems, financial data, IT department information and hardware.

A subscription to EHI Intelligence gives you:

- The NHS trust database
- Details of Clinical 5, departmental and additional software systems
- Details of hardware systems in place
- Trust contact details
- Trust financial performance and market size data with associated charts
- EHI Intelligence quarterly bulletin
- EHI Intelligence as a mobile application. This means you can access EHI Intelligence from your PC, laptop, smartphone or tablet
- Full coverage of all NHS trusts in England, Scotland, Wales and Northern Ireland
- Tenders alert service
- The annual report (sold separately at £1,995)
- Unlimited user support

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Trial

To see first-hand how the EHI Intelligence NHS Trust Database works and the level of market data and insight available please visit ehi.co.uk/intelligence and register for a trial.

Reports

Subscribers don't just get data - there's plenty of analysis available too.

With your subscription you will get our assessment of the key policy and business drivers in the market, feedback for suppliers on what NHS buyers think as well as our market forecasts in our annual report. Our quarterly updates make sure that you are always on top of the latest market developments. Planned for 2012 is a premium service to include dedicated analyst support.