

Health care transparency provides consumers with the information necessary to choose health care providers based on value.

Providing reliable cost and quality information empowers consumer choice. Consumer choice creates incentives at all levels and motivates the entire system to provide better care for less money. Improvements will come as providers can see how their practice compares to others.

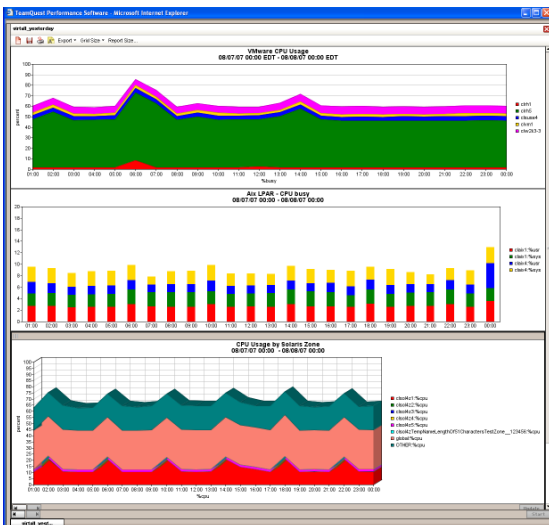
-- *hhs.gov, Value-Driven Health Care, 2007.*

75% of all businesses are doing something with virtualization.

-- *IDC Analyst Michelle Bailey, IDC IT Forum & Expo, 2007.*

Capacity planning is the key to maintaining or improving IT service quality while containing costs in virtualized environments.

-- *"The Capacity Planning Software Market," Forrester 2007*



HEALTH CARE

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Healthcare Transparency and IT

**The Challenge**

Care Delivery Organizations (CDOs) are undergoing a significant transformation that's being driven largely by consumers and government regulations. Consumers want to make informed choices regarding care providers, the quality and cost of care they seek, and treatment options.

Federal regulations also support the move toward more consumer-directed healthcare. An executive order signed in August 2006 expands transparency initiatives as a way to control costs, improve quality of care, and allow consumers to shop for healthcare much like they'd shop for other purchases.

**Transparency Requires IT**

Without appropriate IT infrastructure, healthcare transparency doesn't happen. IT is the infrastructure that supports information exchange, tracks and reports cost and quality of care metrics, and secures electronic records.

For an industry that traditionally views IT as a cost center, these new requirements represent a significant mindshift. IT organizations will not only provide the infrastructure to support transparency initiatives while improving RCM, but IT is also -- and this is important -- the key to differentiation and competitive advantage in the marketplace.

IT becomes a revenue center for value and innovation.

**Faster IT Adoption Points to Virtualization**

As CDOs adapt to transparency legislation and demands, IT departments will grow and evolve their infrastructures to meet the burdens associated with it.

Virtualization is a logical IT growth strategy for achieving the goals of healthcare transparency, promising cost control, agility and fast time-to-market to remain competitive.

**Virtualized Environments Need TeamQuest Software**

Capacity planning remains necessary in today's virtualized environments. At a recent Gartner Infrastructure, Operations and Management conference, 95% of those polled said that it is needed for pre-consolidation planning, production optimization, or both.

TeamQuest provides top-tier performance monitoring and capacity planning software for transitioning to and managing heterogeneous virtualized environments. TeamQuest tools enable IT service optimization (ITSO), ensuring that service levels will be met in the most efficient manner possible as CDOs adapt to a more transparent marketplace.