



# Healthcare Sales Playbook

## IT Healthcare Glossary

**EHR** – Electronic Health Records

**EMR** – Electronic Medical Records; EMR's are components of EHR's

**PACS** - Picture Archiving Communications System

**HIS** – Hospital Information System

**Patient Vicinity** - the area enclosing a space within a room; six feet beyond the perimeter of the bed (ex- tables, dental chairs, treatment booths, etc).

**Hospital IT Network** - Computers and information technology (data center, desktops, servers, comms equipment, phone systems, etc.) Power can range from 300kVA to 500kVA

**Modalities** – medical imaging devices (such as CT, MRI or PET) or any type of equipment/ probes used to acquire images of the body. Power can range from 5kVA to 500kVA

**EPHI**- Electronic Protected Health Information

**CPOE** –Computer Physician Order Entry; digital prescription writing and recording keeping system

**HITECH** – Health Information Technology for Economic and Clinic Health Act; government stimulus package that requirements

hospitals to implement EMRs and prove meaningful use to receive funding.

**HIPAA** - Health Insurance Portability and Accountability Act of 1996; national standards for the security of electronic protected health information

**JCAHO** – Joint Commission on Accreditation of Hospital Organizations is a voluntary accreditation that evaluates the organization's performance in the areas that most affect patient health and safety. However, it is required for organizations to receive federal funds, like Medicare and Medicaid.