



Dear Member,

On August 21, 2009, ISHE hosted the Summer Annual Conference at the Embassy Suites North hotel in Indianapolis.

The morning session, ***Defining Priorities For Your Organization***, introduced a proven methodology to building consensus and creating alignment within an organization. The process addressed a variety of priorities that healthcare facilities are faced with today and will be in the future (i.e. Facility Planning, Technology Planning & Integration, etc.). The Solutions Navigator™ game board was introduced and participants evaluated a set of healthcare facility needs and best practices based on their own perspective of their organization or one of their clients.

Attached are the overall conference results. The top three healthcare facility needs that were identified as priorities for the group were Increase hospital revenue and reimbursements, Respond quickly to changing business needs and Deliver continuous cost and performance improvements. The top three best practices the group thought would bring the most value to their organizations were Strategic Facilities Planning, Capital Budgeting and Planning Building Systems Integration.

Now, how do we move forward from here and best address these priorities? We believe this interactive and best practice for creating alignment is instrumental in any planning process and would love an opportunity to discuss this approach with you further to see how your organization could benefit and gain a competitive advantage from it.

Please feel free to contact me with any questions you have regarding this information.

Sincerely,

Steve Thurston
Vice President, Healthcare Technologies
ESCO Communications
8940 Vincennes Circle
Indianapolis, IN 46268
317.298.2975 x1264
steve.thurston@escocommunications.com

