

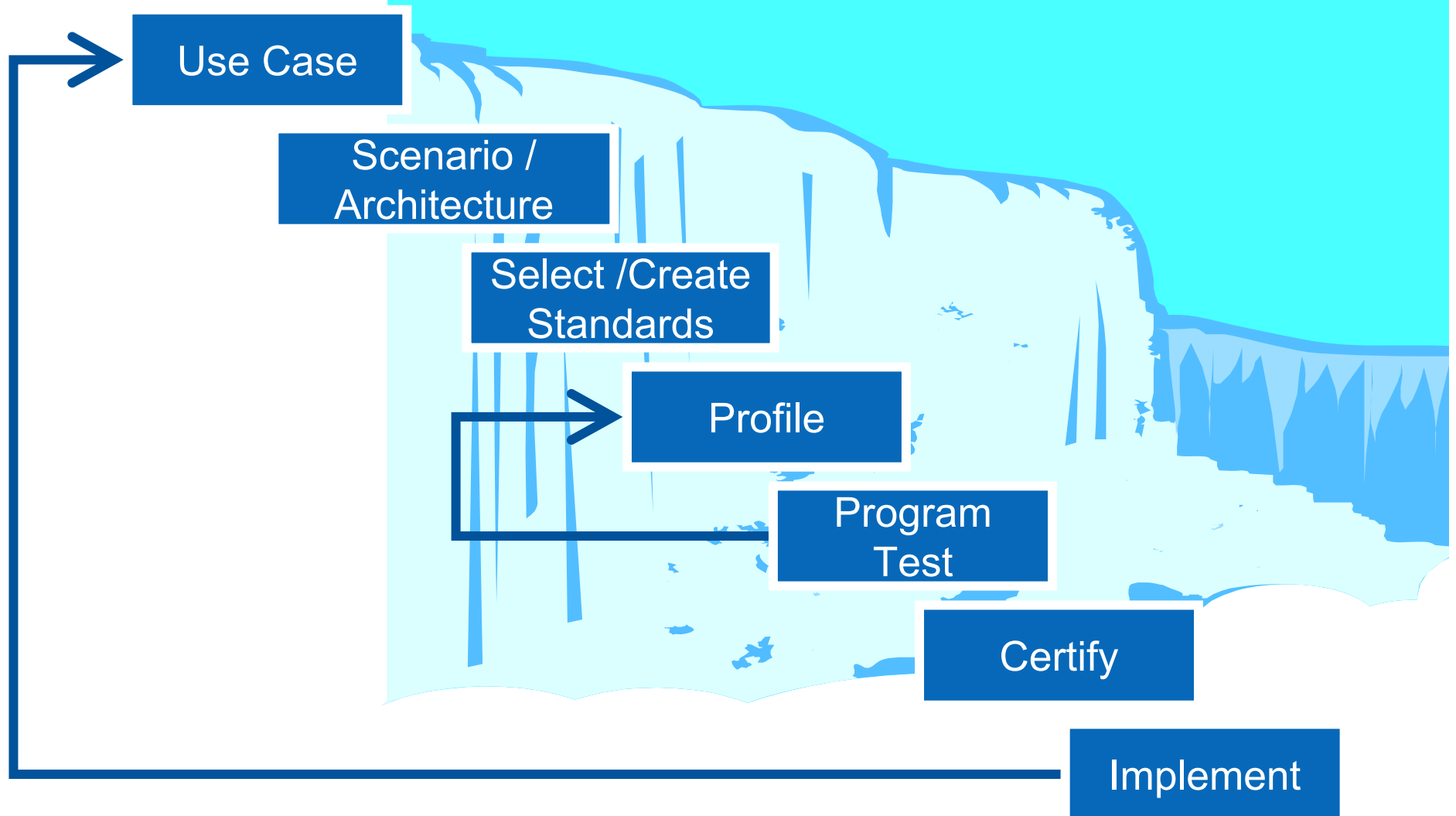


■ ■ ■ ■ **Achieving Interoperability
The Hard Way**

Redwood Mednet
10 July 2009

Wes Rishel
VP & Distinguished Analyst
Gartner Inc

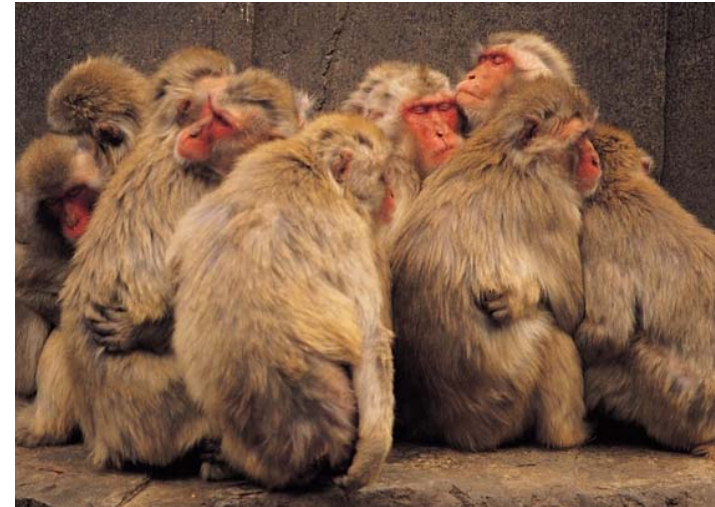
A Waterfall With Whirlpools



Two Paths to Interoperability

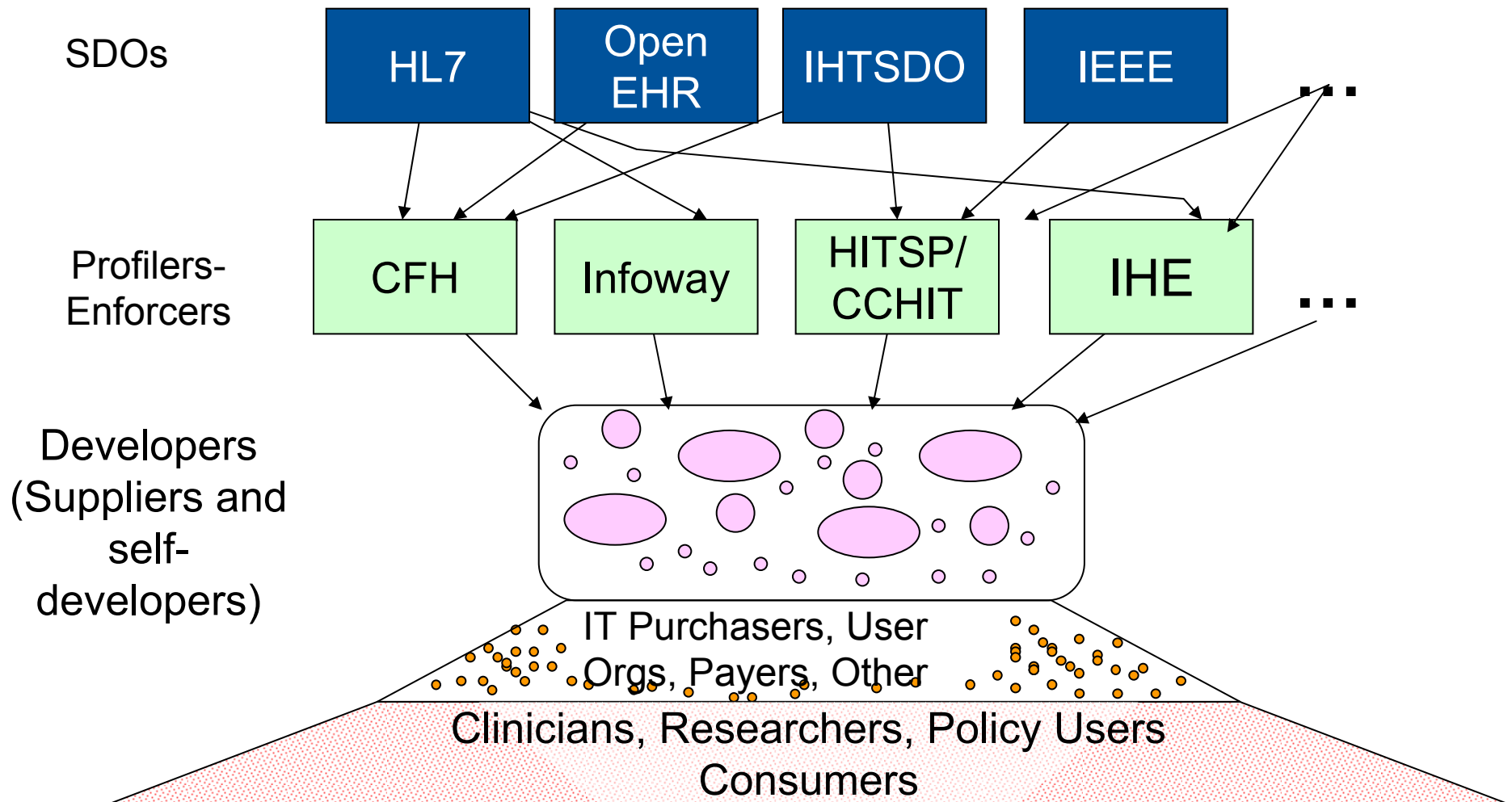


800 Pound Gorillas



Monkey Fights

The Important Role of the Profiler-Enforcer Organization



Recommendations

- ✓ Set unbelievable deadlines
- ✓ Create monetary consequences – put the gorilla behind the monkeys
- ✓ Avoid organizational jumps within feedback loops