Procuring Interoperability
Achieving High-Quality, Connected, and Person-Centered Care

96% of hospitals
78% of physician’s offices
use electronic health records for patient data

but fewer than 1 in 3 hospitals can share those data with other providers

which leads to increased costs, duplicative tests and procedures, increased clinician burnout and decreased patient safety.

Faster progress toward interoperability is both essential and possible.

Systematic procurement strategies can leverage purchasing power and drive interoperability - and is an organizational obligation.

The Path Forward

As clinician or patient
Identify problems and demand solutions

As health care executive
Establish priorities and purchasing requirements

As field leader
Refine and share procurement specifications and approaches

Learn more at nam.edu/Interoperability