

No attempt has been made to rank the information contained in this report in order of importance, since BPA Worldwide believes this is a judgment, which must be made by the user of the report.

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Health Management TECHNOLOGY

Healthcare Information Systems Solutions since 1980

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Official Publication of: None
Established: 1980
Issues Per Year: 12



FIELD SERVED

HEALTH MANAGEMENT TECHNOLOGY serves the healthcare industry including hospitals/multi-hospital systems, managed care organizations (including HMOs, PPOs, IPAs, PHOs), integrated delivery networks, home health care, long-term care, clinic/group practices, ambulatory care centers, pharmacy/independent labs, imaging centers, insurance/accounting/investment firms/3rd party administrators, university/teaching facilities, military/government facilities, IT consultant/project management/integration, and others allied to the field.

DEFINITION OF RECIPIENT QUALIFICATION

Qualified recipients are individuals with the following titles: CIO/CMI/CTO/VP of information systems, CSO/VP/Director of security, director/manager of information systems, director/manager of medical informatics, director/manager of medical records, director/manager of network/internet/intranet/wireless/e-health/telecom, IT consultant/IT systems analyst, project manager, CEO/president/administrator/chairman of Board or Healthcare Committee, COO/VP of operations, CFO/VP of finance/controller/treasurer, practice administrator/practice manager, VP/director/manager of managed care, VP/director/administrator of claims/coding/admissions/patient services, chief of staff/medical director, chief nursing officer/director of nursing/case manager, chief of radiology/imaging, radiologist/PACS-RIS administrator, chief of cardiology/oncology, chief/director of pharmacy, pharmacist, chief/director of laboratory services, lab director/manager.

PURPOSE

Including herein is an analysis of the recipients who indicated which products/services their organization recommends, buys or specifies.

AVERAGE NON-QUALIFIED CIRCULATION	
NON-QUALIFIED Not Included Elsewhere	Copies
Other Paid Circulation _____	162
Advertiser and Agency _____	685
Rotated or Occasional _____	-
Allocated for Trade Shows and Conventions _____	12
Digital _____	-
All Other _____	2,833
TOTAL	3,692

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD						
QUALIFIED CIRCULATION	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual _____	42,430	100.0	42,430	100.0	-	-
Sponsored Individually Addressed _____	-	-	-	-	-	-
Membership Benefit _____	-	-	-	-	-	-
Multi-Copy Same Addressee _____	-	-	-	-	-	-
Single Copy Sales _____	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	42,430	100.0	42,430	100.0	-	-

2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD			
2011 Issue	Number Removed	Number Added	Total Qualified
July _____	30	30	42,462
August _____	24	24	42,462
September _____	28	28	42,462
October _____	41	41	42,462
November _____	472	377	42,367
December _____	-	-	42,367
TOTAL	595	500	

3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2011					
QUALIFICATION SOURCE	Qualified Within			Total Qualified	Percent
	1 Year	2 Years	3 Years		
I. Direct Request: _____	21,286	11,554	4,568	37,408	88.3
II. Request from recipient's company: _____	-	-	-	-	-
III. Membership Benefit: _____	-	-	-	-	-
IV. Communication from recipient or recipient's company (other than request): _____	-	-	-	-	-
V. TOTAL - Sources other than above (listed alphabetically): _____	-	4,959	-	4,959	11.7
Association rosters and directories _____	-	-	-	-	-
Business directories _____	-	-	-	-	-
Manufacturer's, distributor's, and wholesaler's lists _____	-	-	-	-	-
*Other sources _____	-	4,959	-	4,959	11.7
VI. Single Copy Sales: _____	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	21,286	16,513	4,568	42,367	100.0
PERCENT	50.2	39.0	10.8	100.0	

*See Additional Data

3c. MAILING ADDRESS BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2011		
MAILING ADDRESS	Total Qualified	Percent
Individuals by name and title and/or function _____	42,367	100.0
Individuals by name only _____	-	-
Titles or functions only _____	-	-
Company names only _____	-	-
Multi-Copy Same Addressee copies _____	-	-
Single Copy Sales _____	-	-
TOTAL QUALIFIED CIRCULATION	42,367	100.0

4. GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2011			
State	Total Qualified	Percent	
Maine _____	302		NEW ENGLAND
New Hampshire _____	248		
Vermont _____	104		
Massachusetts _____	1,128		
Rhode Island _____	154		
Connecticut _____	478		
TOTAL	2,414	5.7	
New York _____	2,416		MIDDLE ATLANTIC
New Jersey _____	999		
Pennsylvania _____	2,203		
TOTAL	5,618	13.3	
Ohio _____	1,779		EAST NO. CENTRAL
Indiana _____	997		
Illinois _____	1,897		
Michigan _____	1,232		
Wisconsin _____	951		
TOTAL	6,856	16.2	
Minnesota _____	991		
Iowa _____	888		
Missouri _____	1,165		
North Dakota _____	273		
South Dakota _____	332		
Nebraska _____	627		
Kansas _____	876		
TOTAL	5,152	12.2	
Delaware _____	118		SOUTH ATLANTIC
Maryland _____	784		
Washington, DC _____	152		
Virginia _____	924		
West Virginia _____	388		
North Carolina _____	1,335		
South Carolina _____	582		
Georgia _____	1,240		
Florida _____	2,099		
TOTAL	7,622	18.0	
Kentucky _____	826		EAST SO. CENTRAL
Tennessee _____	995		
Alabama _____	770		
Mississippi _____	629		
TOTAL	3,220	7.6	
Arkansas _____	545		WEST SO. CENTRAL
Louisiana _____	880		
Oklahoma _____	750		
Texas _____	2,799		
TOTAL	4,974	11.7	
Montana _____	270		MOUNTAIN
Idaho _____	264		
Wyoming _____	142		
Colorado _____	609		
New Mexico _____	196		
Arizona _____	529		
Utah _____	277		
Nevada _____	219		
TOTAL	2,506	5.9	
Alaska _____	98		PACIFIC
Washington _____	615		
Oregon _____	385		
California _____	2,760		
Hawaii _____	100		
TOTAL	3,958	9.3	
UNITED STATES	42,320	99.9	
U.S. Territories _____	40		
Canada _____	-		
Mexico _____	-		
Other International _____	6		
APO/FPO _____	1		
TOTAL QUALIFIED CIRCULATION	42,367	100.0	

AVERAGE ANNUAL AUDITED QUALIFIED CIRCULATION AND CURRENT UNAUDITED CIRCULATION STATEMENTS						
6-Month Period Ended:	Audited Data	Audited Data	Audited Data	Audited Data	Audited Data	Circulation Claim
	January-June 2009	July-December 2009	January-June 2010	July-December 2010	January-June 2011	July-December 2011*
Total Audit Average Qualified: _____	48,250	48,250	47,200	45,068	44,155	42,430
Qualified Non-Paid: _____	48,250	48,250	47,200	45,068	44,155	42,430
Qualified Paid: _____	-	-	-	-	-	-
Post Expire Copies included in Total Qualified Circulation: _____	**NC	**NC	**NC	**NC	**NC	**NC
Average Annual Order Price: _____	**NC	**NC	**NC	**NC	**NC	**NC

*NOTE: July - December 2011 data is unaudited. With each successive period, new data will be added until six 6-month periods are displayed.

**NC = None Claimed.

ADDITIONAL DATA:

PARAGRAPH 3b:

Other sources include 1 source of circulation for a quantity of 4,959 copies or 11.7%, including Pinpoint Technologies hospital staff database.

QUESTIONNAIRE USED BY PUBLICATION TO ELICIT SUPPLEMENTARY DATA:

FREE Subscription Form - Mandatory

YES - I would like to receive/continue to receive a FREE subscription to HMT Magazine
 NO thanks, cancel my subscription

Signature (required) _____
 Date (required) _____ Email (required) _____
 Name _____ Title _____
 Company _____
 Address _____
 City _____ State _____ Zip _____
 Phone _____ Fax _____



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1 Which BEST describes your job title/function? (check one)

- Information Management**
- 11 CIO/CMU/CTO/VP of Information Systems
- 5 CSD/VP/Director, Security
- 14 Director/Manager, Information Systems
- 15 Director/Manager, Medical Informatics
- 13 Director/Manager, Medical Records
- 12 Director/Manager, Network/Internet/Intranet/Wireless/E-Health/Telecom
- 18 IT Consultant/IT Systems Analyst, Project Manager
- Executive, Administrative & Financial Management**
- 1 CEO/President/Administrator/Chairman of Board or Healthcare Committee
- 2 COO/VP of Operations
- 3 CFO/VP of Finance/Controller/Treasurer
- 27 Practice Administrator/Practice Manager
- 28 VP/Director/Manager, Managed Care
- 16 VP/Director/Administrator, Claims/Coding/Admissions/Patient Services
- Clinical Management**
- 20 Chief of Staff/CMO/Medical Director
- 25 Chief Nursing Officer/Director of Nursing/Case Manager
- 24 Chief of Radiology/Imaging, Radiologist/PACS-RIS Administrator
- 29 Chief of Cardiology/Oncology
- 23 Chief/Director Pharmacy, Pharmacist
- 21 Chief/Director Laboratory Services, Lab Director/Manager
- 30 Other Healthcare title (please describe) _____

2 Which BEST describes your employer? (check one)

- Employer**
- 1 Hospital/Multi Hospital System, IDN/Health Network
- 3 University/Teaching Hospital
- 4 Military/Government Hospital
- 7 Medical Clinic/Ambulatory Care Center
- 5 Group Practice
- 6 Physician Organization (IPA, PHO)
- 8 Long Term/Sub Acute Care/Nursing Home/Rehab
- 9 Home Health Care Agency
- 10 Managed Care Organization (HMO, PPO, Healthplans)
- 12 Third-Party Admin/Self Insured Employer
- 13 Pharmacy/Independent Lab
- 18 Imaging Center
- 14 IT Consultant/Project Management/Integration
- 17 Other _____

3 Which Products/Services do you Buy, Recommend or Approve? (check ALL that apply)

- Hardware**
- 30 Disaster Recovery/Preparedness
- 51 Mobile Workstations/POC
- 52 Monitors/Displays
- 53 Printers/Copiers/Scanners
- 54 Tablets/PDAs/Handhelds/Laptops Services
- Services**
- 60 ASP/Internet/Intranet Services
- 61 Call Centers/Telecom
- 62 Collections
- 63 Enrollment, Benefits Management Software
- Software**
- 70 Bar Coding/RFID/Tracking Systems
- 71 Claims, Coding
- 72 Clinical Information Systems
- 73 Data Storage/Mining
- 74 Decision Support (Clinical, Financial)
- 75 Document Management/Imaging
- 77 EMR/EHR
- 78 EDIS/Peroperative
- 79 Financial Billing Systems
- 80 Hospital/Healthcare Info Systems
- 81 Managed Care Systems
- 83 Medication Management/Drug Info Systems
- 84 Physician Practice Management
- 85 Radiology/PACS/RIS/Diagnostic Imaging
- 86 Scheduling Systems
- 87 Security/Authentication/Biometrics
- 88 Speech Recognition/Transcription
- 89 Wireless Applications
- 90 Workflow Automation
- 93 Revenue Cycle Management

HMT1002QUAL

PUBLISHER'S AFFIDAVIT		
We hereby make oath and say that all data set forth in this statement are true.	Date signed	January 25, 2012
Kristine Russell, Publisher	State	Florida
Evelyn Dodge, Accounting Manager	County	Sarasota
(At least one of the above signatures must be that of an officer of the publishing company or its authorized representative.)	Received by BPA Worldwide	January 25, 2012
IMPORTANT NOTE:	Type	PSJ
This unaudited circulation statement has been checked against the previous audit report. It will be included in the annual audit made by BPA Worldwide.	ID Number	H082S0D1

3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2011
 This issue is 0.2% or 76 copies below the average of the other 5 issues reported in Paragraph two.

BUSINESS AND INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL	Hospital/Multi-Hospital System, IDN/Health Network	University/Teaching Hospital	Military/Government Hospital	Medical Clinic/Ambulatory Care Center; Group Practice	Physician Organization (IPA, PHO)	Long-Term/Sub Acute Care Facility/Nursing Home/Rehab	Home Health Care Agency	Managed Care Organization (HMO, PPO, Health plans); TPA Admin/Self Insured Employer	Pharmacy/Independent Lab	Imaging Center	IT Consultant/Project Management/Integration	Other
INFORMATION MANAGEMENT														
CIO/CMI/CTO/VP of Information Systems _____	5,055	11.9	3,052	102	145	429	34	653	150	145	64	14	266	1
CSO/VP/Director, Security _____	2,190	5.2	1,978	41	36	32	4	30	14	16	10	1	28	-
Director/Manager, Information Systems _____	2,882	6.8	1,622	128	76	264	40	208	56	127	85	10	263	3
Director/Manager, Medical Informatics _____	1,014	2.4	566	50	30	110	17	74	18	44	23	10	72	-
Director/Manager, Medical Records _____	4,946	11.7	3,801	79	93	155	17	685	34	40	7	3	32	-
Director/Manager, Network/Internet/Intranet/Wireless/E-Health/Telecom _____	1,363	3.2	699	55	67	125	10	112	38	64	39	9	143	2
IT Consultant/IT Systems Analyst, Project Manager _____	3,387	8.0	1,351	152	115	221	33	141	76	215	107	17	956	3
Sub-Total	20,837	49.2	13,069	607	562	1,336	155	1,903	386	651	335	64	1,760	9
EXECUTIVE, ADMINISTRATIVE & FINANCIAL MANAGEMENT														
CEO, President, Executive Director, Administrator _____	8,687	20.5	2,921	123	154	1,262	165	1,801	393	410	238	83	1,134	3
COO/VP of Operations _____	1,462	3.5	679	38	29	209	28	80	35	121	36	6	201	-
CFO/VP of Finance/Controller/Treasurer _____	3,768	8.9	2,962	61	68	177	17	234	45	80	32	13	79	-
Practice Administrator/Practice Manager _____	1,022	2.4	319	31	36	246	33	148	47	48	30	9	75	-
VP/Director/Manager, Managed Care _____	969	2.3	439	34	25	102	19	81	47	74	33	12	101	2
VP/Director/Administrator, Claims/Coding/Admissions/Patient Services _____	1,111	2.6	495	38	27	162	25	174	47	41	23	6	72	1
Sub-Total	17,019	40.2	7,815	325	339	2,158	287	2,518	614	774	392	129	1,662	6
CLINICAL MANAGEMENT														
Chief of Staff/CMO/Medical Director _____	1,060	2.5	374	36	16	401	64	50	18	39	23	4	35	-
Chief/VP/Director of Nursing Services/Asst. Director/Case Manager _____	695	1.7	357	24	15	85	8	131	44	13	3	3	12	-
Chief of Radiology/Imaging, Radiologist/PACS-RIS Administrator _____	697	1.6	586	9	11	47	4	9	2	5	1	19	4	-
Chief of Cardiology/Oncology _____	41	0.1	27	1	1	6	1	-	-	3	-	2	-	-
Chief/Director Pharmacy, Pharmacist _____	454	1.1	308	12	16	19	4	7	3	19	56	-	10	-
Chief/Director of Laboratory Services, Lab Director/Manager _____	1,502	3.5	856	71	65	232	40	18	7	22	169	3	19	-
Sub-Total	4,449	10.5	2,508	153	124	790	121	215	74	101	252	31	80	-
Other Healthcare Title _____	62	0.1	15	22	-	5	-	1	-	3	1	1	7	7
TOTAL QUALIFIED CIRCULATION	42,367	100.0	23,407	1,107	1,025	4,289	563	4,637	1,074	1,529	980	225	3,509	22
PERCENT	100.0		55.3	2.6	2.4	10.1	1.3	11.0	2.5	3.6	2.3	0.5	8.3	0.1

SUPPLEMENTARY DATA FOR THE ISSUE OF NOVEMBER 2011

This is an analysis of the 32,757 or 77.3% of the recipients who responded to the categories below. Which of the following products/services do you recommend, specify or purchase? See questionnaire used to elicit these data on the back of this report. Since any one respondent may have checked more than one response, the totals for each of these (i.e., products and services) should not be added together as the total may exceed the total circulation. These data are presented for statistical and marketing purposes.

Products & Services Bought, Recommended or Approved	Total Responses	Percent of Total
HARDWARE		
Disaster Recovery/Preparedness _____	10,827	25.6
Mobile Workstations/POC _____	11,910	28.1
Monitors/Displays _____	14,470	34.2
Printers/Copiers/Scanners _____	14,815	35.0
Tablets/PDAs/Handhelds/Laptops _____	12,319	29.1
SERVICES		
ASP/Internet/Intranet Services _____	10,712	25.3
Call Centers/Telecom _____	8,137	19.2
Collections _____	5,449	12.9
Enrollment, Benefits Management Software _____	5,518	13.0
SOFTWARE		
Bar Coding/RFID/Tracking Systems _____	9,642	22.8
Claims, Coding _____	9,805	23.1
Clinical Information Systems _____	11,343	26.8
Data Storage/Mining _____	10,131	23.9
Decision Support (Clinical, Financial) _____	8,858	20.9
Document Management/Imaging _____	9,658	22.8
EMR/EHR _____	9,224	21.8
EDIS/Periooperative _____	5,913	14.0
Financial Billing Systems _____	9,026	21.3
Hospital/Healthcare Info Systems _____	8,793	20.8
Managed Care Systems _____	6,786	16.0
Medication Management/Drug Info Systems _____	6,882	16.2
Physician Practice Management _____	6,566	15.5
Radiology/PACS/RIS/Diagnostic Imaging _____	5,885	13.9
Scheduling Systems _____	7,447	17.6
Security/Authentication/Biometrics _____	6,490	15.3
Speech Recognition/Transcription _____	6,332	14.9
Wireless Applications _____	7,460	17.6
Workflow Automation _____	6,689	15.8
Revenue Cycle Management _____	4,921	11.6
Other _____	676	1.6
Total Respondents	32,757	77.3
TOTAL QUALIFIED CIRCULATION	42,367	100.0