



2010 SRA CIO Survey Report

Facts, Salaries and Advice from Health System CIOs

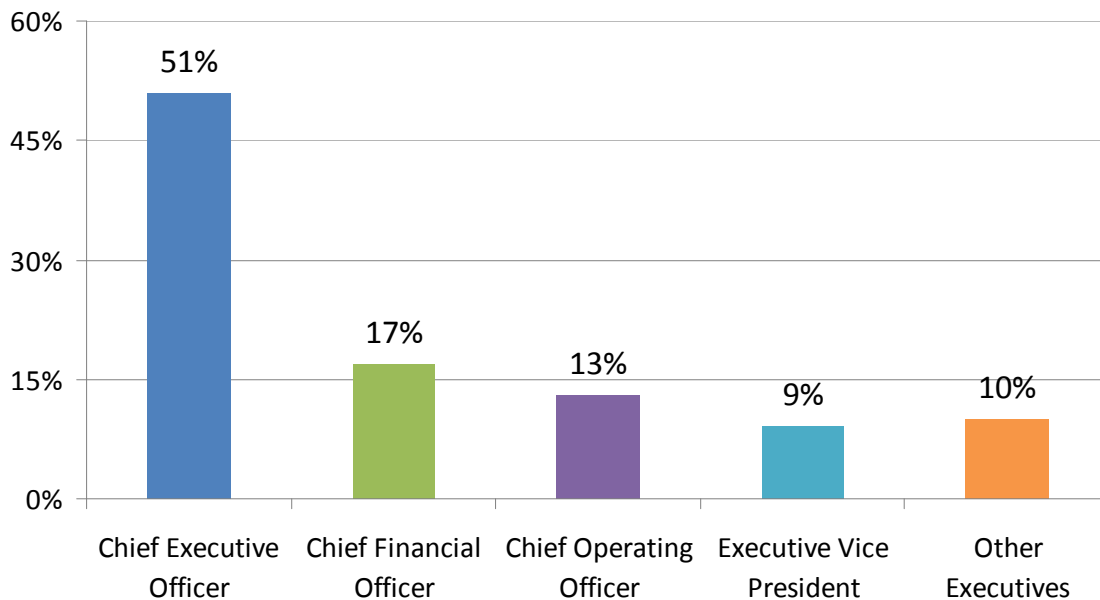
Survey Methodology

- Survey sent to Chief Information Officers
- Conducted February 2010
- Randomly selected and geographically dispersed sample group
- A total of 85 CIOs participated in the survey

Titles Represented

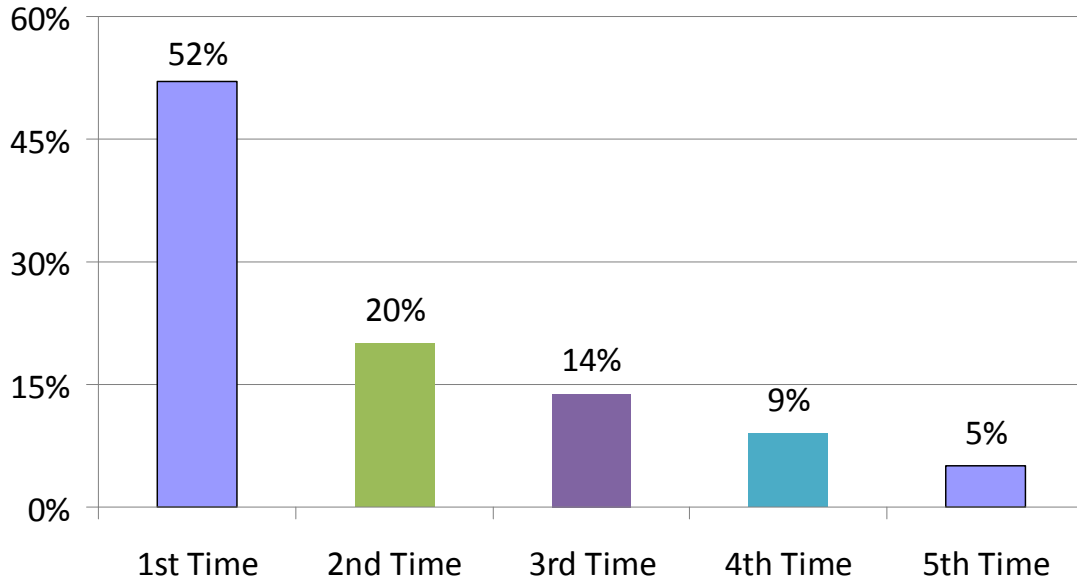
- 45% Vice President/Chief Information Officers
- 32% Chief Information Officers
- 16% Senior Vice President/Chief Information Officers or Executive CIOs
- 7% Regional CIOs, VPISs or Directors of IS

Reporting Relationships

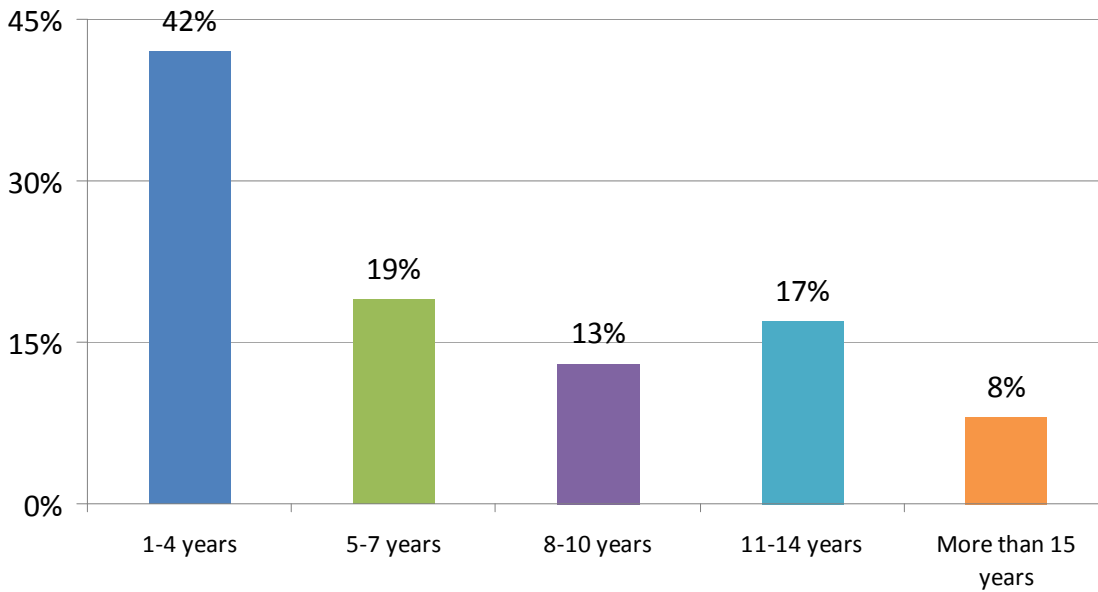




How many times have you been CIO?



Years in Current CIO Position





Average IT operating and IT capital budgets and IT staff by size of health system:

Number of hospitals	Average IT operating budget	Average IT capital budget	Average IT staff Size
Single Hospital	\$15.2 million	\$6.2 million	53
2 Hospital System	\$13.9 million	\$7.8 million	64
3-9 Hospital System	\$25.9 million	\$13.9 million	151
10 and over Hospital System	\$58.6 million	\$27.6 million	370

CIO Education

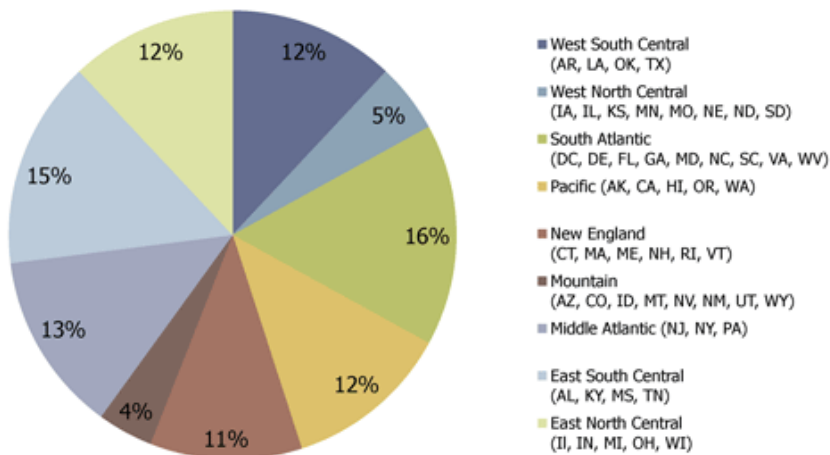
72% have BS, BA or BBA degree; 4% have Associate degrees

Advanced degrees and Certifications include:

- 28% have MS or MA
- 40% with MBA
- 2% with MHA
- 3% with PhDs
- 4% with MPA or MPH
- One M.D., one R.N., One CISSP, one PMP, four CHCIOs



Survey Responses by Region

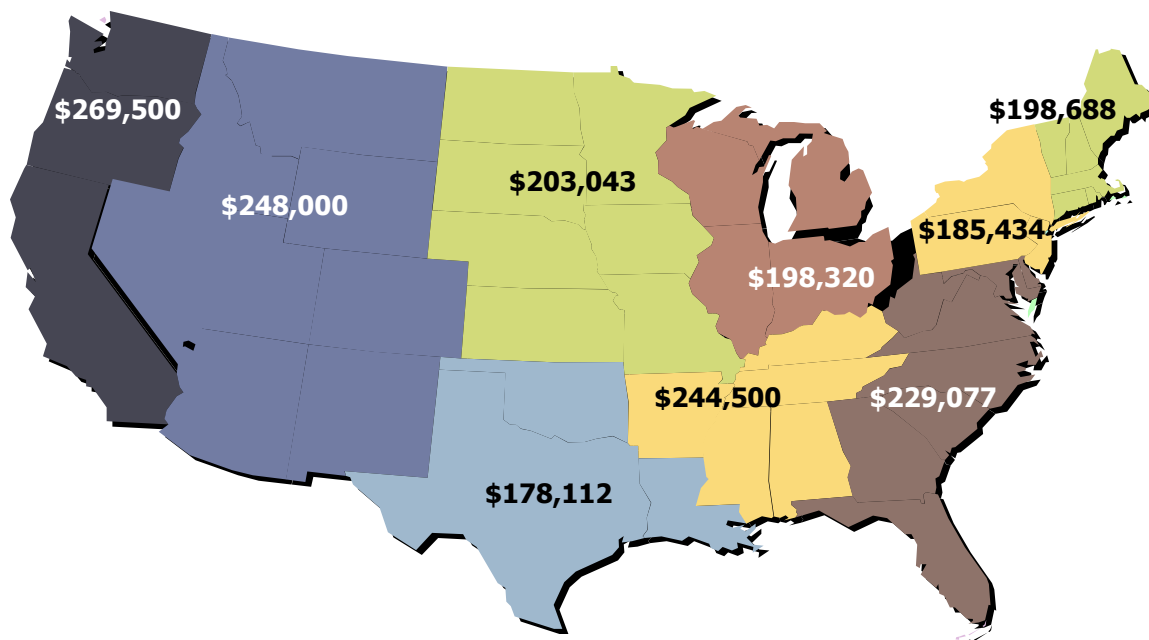


Organization Type

- 46% of the CIOs surveyed are in Integrated Delivery Systems (IDN) with two or more acute care hospitals
- 43% are in a single hospital system
- 11% are at IDNs with 10 or more hospitals

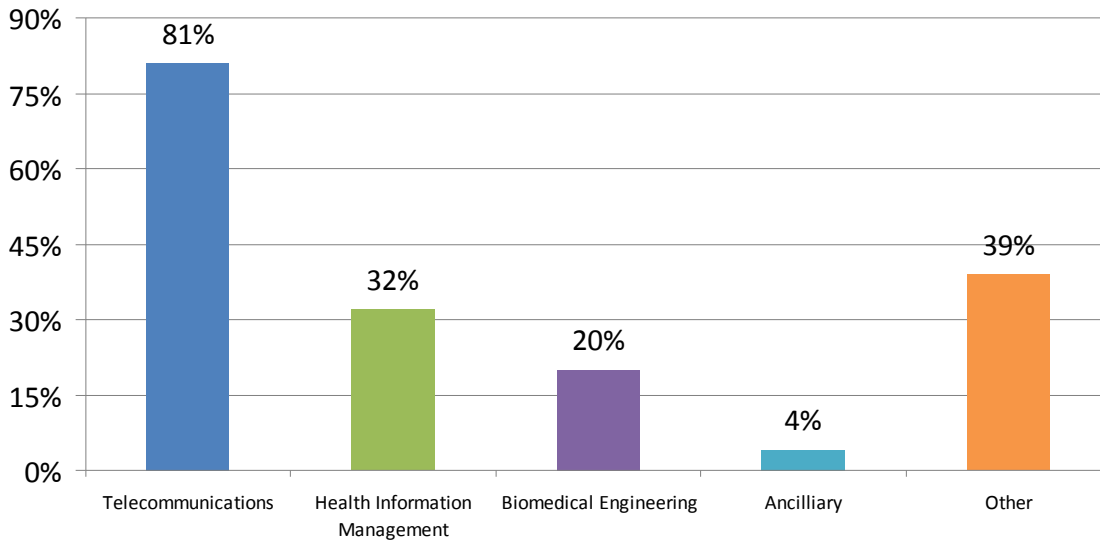
Average Base Salaries 2010

Overall CIO average base salary for all regions is \$210,040

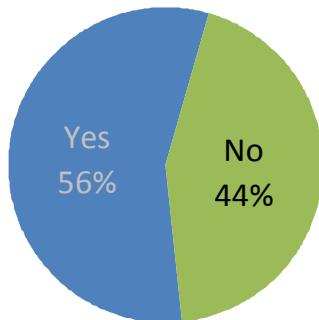




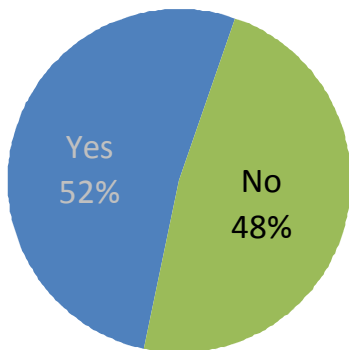
Other Departments Reporting to the CIO



Do you have a Successor or Number Two in Place?



Does your organization have a Chief Medical Information Officer (CMIO)?





Information Technology Hiring Activity

Participating CIOs plan to hire the following IT leaders in 2010:

- 22% Project Management
- 13% Number Twos or Successors
- 10% IT Security Leaders
- 10% Clinical IT or Clinical Informatics
- 9% Chief Medical Information Officers

Key Trends for 2010

Top five information technology priorities for 2010:

- 79% Meaningful Use
- 59% ARRA government IT subsidies
- 57% Budget concerns
- 52% EMR/CPOE implementations
- 39% Quality, process improvement
- 39% IT Security, privacy

Other priorities include: clinical transformation projects, changes in executive leadership, HIT workforce shortage, ICD 10 work, growth in research, physician practice EMR implementation.

Recommendations and Advice from CIOs

- Know the healthcare business and understand the clinicians
- Connect with your peers from other healthcare organizations
- Be creative – help move a rather antiquated IT infrastructure
- Strong technical skills are not as applicable as broad strategic backgrounds
- Learn about the applications and systems used, it is not all about technology
- Rely on an experienced mentor; learn from your mistakes and work collaboratively with your peers
- Build deep relationships with the physicians
- Get commitment from hospital administration for funding to support staffing and initiatives
- Must be a change leader
- Maintain an open mind and listen to your constituents
- Be comfortable with ambiguity and slow consensus driven decision making
- Become an expert on ARRA and HITECH
- Be aware but not daunted by the complexity of systems and workflow process automation opportunities – and the challenges of working with a stressful, life or death driven user base
- Be prepared for the “emotion” that IT generates in healthcare



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Summary and Conclusions

- More than 50% of CIOs are in their first CIO role.
- More than 40% have been in their current CIO role for 1-4 years.
- 34% have a Masters and 40% have an MBA degree
- 46% are in Integrated Delivery Systems with two or more hospitals
- CIOs at larger health systems have larger budgets and IT staff
- 51% report to the CEO, 17% report to the CFO and 13% to COO
- 56% have a #2 or successor in place
- Average base salary nationwide is \$210,040, with Pacific regions with the highest average of \$269,500.
- 2010 hiring activity looks strong for project management.
- Key trend mentioned for 2010 was “Meaningful Use.”

FOR MORE INFORMATION, CONTACT

Individuals are welcome to cite this survey study and any of the findings as long as the information is attributed to SRA 2010 Health System CIO Perspective.

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