

Industry Response

- User unwilling to pay annual subscription fees for multiple decision support
- Single payer - hospital budget
- Orion - multiple integration not sure if it is a big cost
- Cerner - prefer API model, standard format, discrete and atomic format, common call/content valuable
- Issue of use of Australian standards - need to tackle at point of contact.

Industry Response (2)

- Visual Healthcare (new Canadian system, recently arrived, hospital based)
- Time arrived for EDSS, missing the electronic knowledge bases (national coordination)
- Competitive edge is not content but ease of use
- need to match EDSS to level of clinical experience.
- VM contribute a knowledge base, drug data base, trial system,

Industry Response -3

- Drug reference (drugref)
- User interface and what it does?
- Knowledge content - is MD differentiator
- Not going to give it away
- HCN - knowledge business, search and log-on across multiple systems (Universal Search Engine - 2500 journals, 200 textbooks, 25 drug references). Why not in GP.? Someone has to pay?

Industry View

- MD don't see much value in a standard format. They are set up.
- difference between internet lookup, and real time EDSS.
- Differentiate structure and content
- Trak want standard set of interface.
- Clinical systems lack clinical data.
- Open source format to park the content which is now being created.