
Atos Digital Health Solutions Consulting

Systems Selection: Making the right choice for your organization

The consolidation of Hospital Information Systems (HIS) vendors and the high cost of upgrades are resulting in more healthcare organizations looking at long term options for HIS systems that meet ever-expanding inpatient and outpatient needs. Atos provides unmatched healthcare and technology expertise to help clients make the *right* decision.

Selection of a Healthcare Information System is not a stand-alone event, but a critical first step in a successful implementation and adoption process. It is imperative in today's competitive market to make the best decision given the realities of cost, the ability for your organization to absorb change and the technology requirements of the healthcare industry transformation.

Atos offers a Systems Selection Methodology to healthcare organizations from large integrated health systems to community and critical access hospitals. Atos can provide a range of systems selection approaches, from full-scope facilitated selection, to assistance with specific portions of the selection process such as vendor analysis or contract negotiations. We have experience and relationships with many of the major software vendors and can provide an objective perspective on the strengths of each as well as the fit for your organization.

Systems Selection Options

Atos can provide different levels of service that best meet your organizations' requirements:

Full Systems Selection

Atos can conduct the full system selection including:

- Contract negotiations with the vendor(s) of choice
- Defining the total cost of ownership of proposed vendor solutions
- Supporting the due diligence process to determine vendor fit and true cost of ownership
- Conducting a bidding process that focuses on addressing business goals and meeting your organizational objectives not specific features and functions
- Educating participants on what is and is not possible
- Developing a RFI or RFP document
- Gathering requirements and utilizing them to define the preferred workflow after a system is implemented
- Defining the selection criteria and managing the selection to these criteria

Facilitated Selections

Atos can provide assistance with those portions of the selection process that your organization determines. These may include:

- Providing starter sets of required documentation including workflow descriptions, demonstration scenarios, RFI and RFP formats and requirements
- Conducting the RFI or RFP process
- Selection validation
- Vendor strengths and weakness analysis
- Performing the financial analysis and total cost of ownership analysis

Contract Negotiations

Atos can provide assistance with contract negotiations. These services may include:

- Reviewing the vendor contracts
- Decommissioning and legacy "contract out"
- Educating staff on contract strategy/tactics
- Developing a detailed position paper as a negotiating starting point
- Focusing on implementation protection, pricing and extended payments, adoption and ongoing support commitments
- Total Cost of Ownership (TCO) and cash flow model development

Our Team

The Systems Selection process is by no means an everyday activity. Nevertheless, managing the process in such a way as to ensure the best possible outcome requires specific expertise. Atos is vendor-agnostic and provides implementation and legacy support resources for all the major vendor products, giving us unmatched domain knowledge which differentiates us from other IT firms. Members of our highly qualified staff have served as CIOs, project implementation managers and functional managers before joining Atos and draw upon that experience.

Remarkable Results

The experts at Atos have facilitated selections ranging from single applications to full hospital information systems for critical access hospitals to multi-entity organizations. Our collaborative approach, marked by frequent communications and extensive feedback, ensures the consideration of all viewpoints in developing a consensus as to the best overall solution for a given need.

Did you know?

Atos is one of the top 5 IT services providers in the United States and with more than 300 healthcare organizations supported, is focused on becoming the U.S. leader in healthcare digital transformation. With more than 2,500 healthcare associates, 600 healthcare technology consultants and more than 80 clinicians in our Digital Health Solutions Consulting organization, the experts at Atos can help you drive the value of health.

About Atos

Atos SE (Societas Europaea) is a leader in digital transformation with circa 100,000 employees in 72 countries and pro forma annual revenue of circa € 12 billion. Serving a global client base, the Group is the European leader in Big Data, Cybersecurity, Digital Workplace and provides Cloud services, Infrastructure & Data Management, Business & Platform solutions, as well as transactional services through Worldline, the European leader in the payment industry. With its cutting edge technologies, digital expertise and industry knowledge, the Group supports the digital transformation of its clients across different business sectors: Defense, Financial Services, Health, Manufacturing, Media, Utilities, Public sector, Retail, Telecommunications, and Transportation. The Group is the Worldwide Information Technology Partner for the Olympic & Paralympic Games and is listed on the Euronext Paris market. Atos operates under the brands Atos, Atos Consulting, Atos Worldgrid, Bull, Canopy, Unify and Worldline.

Find out more about us
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Let's start a discussion together



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