



Strategic
Health
Information
Exchange
Collaborative

SHIEC STRATEGIC BUSINESS AND TECHNOLOGY PARTNER PROGRAM

OVERVIEW AND APPLICATION

The SHIEC Strategic Business and Technology (SB&T) partners are organizations that sell products or services to health information exchanges (HIEs). The program gives health care and technology vendors an opportunity to join SHIEC as an affiliate, gain access to key industry events and collaborate with current and potential HIE members.

Benefits of Joining the SB&T Program

Joining the SB&T program delivers a valuable platform to sell your products and services to some of the largest HIEs in the country. Benefits include:



Sponsorship opportunities at the SHIEC Annual Conference



An opportunity to host an annual webinar promoted to all SHIEC members



Eligibility to participate in speaker panels at the SHIEC annual meeting, depending on the meeting theme and associated speaker experience



Reasonable and moderated access to SHIEC member lists and contact information



Receipt of requests for information (RFI) and requests for proposals (RFP) from SHIEC HIE members

SB&T Membership Eligibility Requirements

- ✓ Applicant must be an established business entity that offers products and/or services relevant for HIE organizations.
- ✓ Applicant must agree to recognize and follow SHIEC's rules regarding access to and use of collaborative tools, information and member contact data available to SB&T members.
- ✓ Be current on annual subscription fees.

Membership Fees

The SB&T program's annual fees depend on your organization's revenue, as detailed below:

Less than \$5 Million: \$5,000/year

Between \$5 and \$10 million: \$10,000/year

Between \$10 and \$50 million: \$15,000/year

More than \$50 million: \$25,000/year

SHIEC is a national collaborative representing HIEs, advocating on behalf of its member organizations and promoting education and an exchange of ideas and business practices.

SHIEC members manage and provide secure data exchange for hospitals, healthcare providers and other participants serving more than half of the United States' patient population.

SB&T PARTNER APPLICATION



To apply for SHIEC SB&T membership, please fill out this application and email it to Kelly Hoover Thompson, Chief Executive Officer: Kelly.Thompson@strategichie.com. You may also fill out the form online at <http://strategichie.com/become-a-member>.

Application Instructions:

1. Complete this application by including your senior leadership contact information and your website URL.
2. Give a brief description of the products/services your organization offers to HIEs.
3. The SHIEC Board will review your application and determine your eligibility to join.
4. You will be notified of the Board's decision or contacted for additional information if necessary.

Name of Organization

Main Office Phone

Website

Main Office Street Address

City, State, Zip

Senior Leadership Contact Name

Title

Email

Phone

Person Completing this form, if different from above

Title

Email

Phone

Describe Your Company's Products and Services Offered to HIEs (limit 100 words):

Examples of your current HIE customers:

Organization Size and Annual Membership Fees
(Please indicate your organization's* gross annual revenue category:

Less than \$5 Million: \$5,000/year fee

Between \$5 and \$10 million: \$10,000/year fee

Between \$10 and \$50 million: \$15,000/year fee

More than \$50 million: \$25,000/year fee

**if your organization has multiple operational divisions you may use the gross revenue of the operating unit that sells to HIEs.*



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