

LENOIR MEMORIAL HOSPITAL  
**MARY JO NIMMO, RN**  
**DIRECTOR MIS**

Kinston NC



**Lenoir Memorial**  
*H o s p i t a l*

# WHO WE ARE

- Inpatient Admissions  
10,438
  - 78% Medicare/Medicaid Population
  - 11% Self-Pay
- Emergency Department Visits 39,500
- Births 575
- Outpatient Visits 96,725



# IT SHOP

- Meditech since 2004
  - Client Server
  - Nurse Charting
  - EDM
- PACs
- Add On Systems:
  - Risk Management RL Solutions Risk Pro
  - Cost Accounting Cost Flex
  - Kreg Budgeting
  - Kronos Time and Attendance
  - Nuance Dictaphone Exspeech,
  - Case Management CERMe



# FIRST EXPERIENCE WITH GRANTS

- Duke Endowment IT Grant Funding in 2005
  - Lack of experience on my part
    - Working with Physicians to connect offices
    - Not for Profit and For Profit Grant Funding
- Searched the Web for multiple funding options
  - Unable to dig through the quagmire of information



# OPPORTUNITY FOR GRANTS

- Stop looking for IT Grants
- Focused on What was our Need
  - Duke Endowment Changed Healthcare Funding
    - Improving Lives
    - Strengthening Organizations
      - Advancing Innovation



# DUKE ENDOWMENT

*Enhancing the quality of life.*

Through its Health Care work, The Duke Endowment accomplishes lasting change by investing in quality organizations, innovative approaches and proven programs.

We work through hospitals and health care providers to expand preventative and early intervention programs, to improve the quality and safety of health care services and to increase access to care.

In our efforts to improve health care facilities, systems, management and operations, we are particularly interested in supporting opportunities that show great promise for long-term gains.



# LENOIR MEMORIAL GRANT TEAM

- Mary Jo Nimmo, RN Director MIS
- Cheryl Boyd, Technical Manager
- Constance Hengel, Director Corporate and Community Health (Grant Writer)
- Sarah Mayo, VP Information and Financial Services
- Ex Officio Gary Black, President



# APPLYING FOR THE GRANT

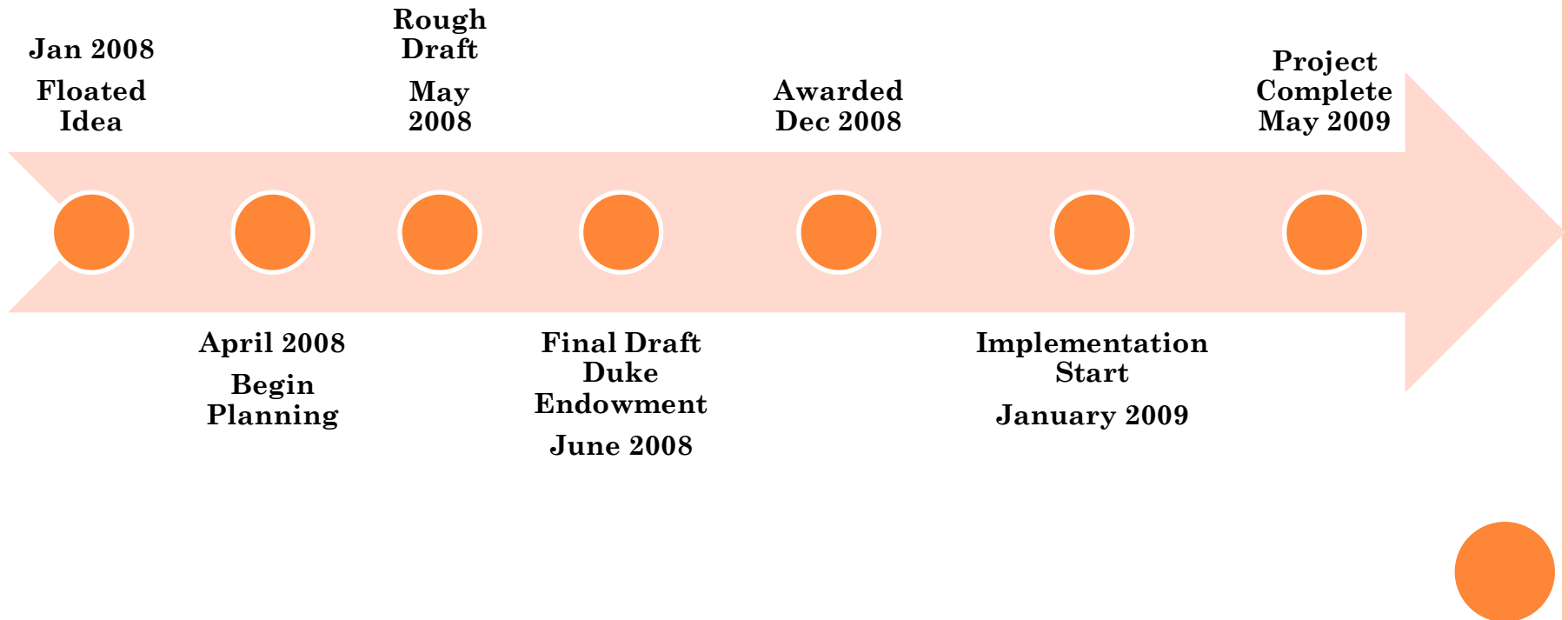
- Used expertise in Grant Writing (found successful grant participant within Hospital)
- Discussed the scope of Grant
  - What would we be willing to do
  - What should we ask the grant to do
  - Implementation restrictions



# GRANT APPLICATION QUESTIONS

- 1: *Describe the challenges or opportunities the organization faces, and describe how, if addressed, a clear impact would be made.*
- 2: *Describe how the organization plans to respond to the challenge or opportunity. Define in specific terms the new capacity the organization intends to put into place.*
- 3: *Describe the new or improved results the project will achieve.*
- 4: *What additional benefits could result from the project success and be considered as part of the project's "return on investment"? Please be specific.*
- 5: *Define the four to five critical steps that will indicate the project is on course.*
- 6: *Define any new organizational changes needed for the new capacity to achieve intended results.*
- 7: *If a new staff person or consultant is required, please define the roles and expectations for each position. If the individuals have been identified, please describe their characteristics or other factors that most predict success. If they have not been identified, please describe what attributes are most critical in your choice.*
- 8: *Will the project produce a net increase or decrease in operating costs? Please indicate how the organization will cover the increased costs or apply the savings.*

# TIMELINE



# GRANT FOR ADDING VIRTUALIZATION TO HOSPITAL

- For 3 Years had tried to budget upfront cost to implement Virtualization
- Looked at the efficiencies of adding virtualization
- Fit into future needs for upgrading current systems
- Needed to bring staff up to date on Virtualization
- Partnered with Vendor to work with us and grant



# GREAT NEWS – GRANT AWARDED

## **Baptist Children's Homes of North Carolina, Inc.** - 2008 - \$164,500

To start a foster care program.

program area: Child Care / funding strategy: Strengthening Organizations

issue: Families, Vulnerable Children / city: Thomasville / county: Davidson / state: NC

## **Duke University Center for Health Policy** - 2008 - \$163,429

To establish the North Carolina Community AIDS Fund.

program area: Health Care / funding strategy: Strengthening Organizations

issue: Quality of Health Care, Prevention / city: Durham / county: Durham / state: NC

## **Lenoir Memorial Hospital** - 2008 - \$162,109

To enhance the hospital information technology infrastructure.

program area: Health Care / funding strategy: Strengthening Organizations

issue: Quality of Health Care, Access to Health Care / city: Kinston / county: Lenoir / state: NC

## **Southeastern Regional Medical Center** - 2008 - \$159,873

To develop a home care telecommunications program.

program area: Health Care / funding strategy: Strengthening Organizations

issue: Quality of Health Care, Access to Health Care / city: Lumberton / county: Robeson / state: NC

## **Catawba Valley Medical Center** - 2008 - \$157,500

To provide case management services for patients with HIV/AIDS.

program area: Health Care / funding strategy: Replicating Success

issue: Quality of Health Care, Access to Health Care / city: Hickory / county: Catawba / state: NC

## **Catawba County Department of Social Services** - 2008 - \$157,000

To help foster children in Catawba County reach their developmental potential through a 10-year intervention.

program area: Child Care / funding strategy: Advancing Innovation

issue: Families, Vulnerable Children, Prevention / city: Newton / county: Catawba / state: NC



# VIRTUALIZATION IMPLEMENTED

- January 2009
  - Bought Hardware
- February through March 2009
  - Installed Servers
  - Training
- May 2009 Live
  - Needed for a Quick Server Replacement in June
- Plan to Virtualize our PACs servers



Virtual Machines & Templates

- Imhcr
  - Bedrock
  - gold
  - inm-bg11
  - inm-bg18
  - inm-bg20
  - inm-bg21
  - inm-bg22
  - inm-bg23
  - inm-bg7
  - inm-bg9
  - NetApp Operations Manager
  - PACSC11-New
  - Pacstest1
  - trackit
  - usbtest
  - VM2003Template
  - win2003-15gb
  - WSUS-2003

**Bedrock**

Getting Started Summary Performance Tasks & Events Alarms Console Permissions Maps

**What is a Virtual Machine?**

A virtual machine is a software computer that, like a physical computer, runs an operating system and applications. An operating system installed on a virtual machine is called a guest operating system.

Because every virtual machine is an isolated computing environment, you can use virtual machines as desktop or workstation environments, as testing environments, or to consolidate server applications.

In VirtualCenter Server, virtual machines run on hosts or clusters. The same host can run many virtual machines.

**Basic Tasks**

- Power off the virtual machine
- Suspend the virtual machine
- Edit virtual machine settings

**Explore Further**

- Learn more about virtual machines
- Learn about templates
- Learn how to install an operating system

Recent Tasks

Name	Target	Status	Initiated by	Time	Start Time	Complete Time
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# FOLLOW UP TO GRANT ~ COMPLETE REPORT

## **Need to gain some measures**

- Mitigate risk
  - improve time to recovery for inadvertent data losses by 75%
  - minimize energy expenditures by decreasing power and cooling costs by 60%
- Improve IT availability
  - staff training will be done through expert guidance of product consultant
  - at least ten servers will be converted to virtualization during the initial phase
  - improve IT availability through installation of backlogged applications awaiting server space
  - use existing staff to support 70% more server capacity
  - Improved application install time by 90%
- Reduce costs of downtime
  - decrease downtime for planned upgrades of virtualized servers by 100 %



ANY QUESTIONS?

