



Competitive Market Analysis RFP 18-001 Q&A

Does Delaware Health Information Network (DHIN) have a preferred candidate in mind for this project?

Absolutely not.

Is the submission date of Thursday, 1/25/18 flexible?

Appreciating the tight turnaround, DHIN will entertain requests for additional time, but any extensions will still require submission with adequate time to make a decision and notify vendors on Wednesday, 1/31.

Please elaborate on the scope of the desired competitive set. Public/state-sponsored entities? National/local?

All of the above. A national company like Commonwell counts among its members the EMRs used by several Delaware hospitals and offers services that compete with DHIN's. On the local level, several ACOs are developing services that may ultimately compete with those offered by DHIN.

Is DHIN interested in developing products to meet needs identified through this project?

Absolutely yes.

Is there existing research available?

Yes. DHIN will share its strategic plan, along with both quantitative and qualitative research conducted over the past 5-7 years.

About DHIN

DHIN, the Delaware Health Information Network was the first live, statewide health information exchange in the nation. Launched in 2007, today it serves all of Delaware's acute care hospitals and approaching 100% of the state's medical providers. More than 14,000,000 clinical results and reports are delivered through DHIN each year. There are a total of 2.2 million unique patients with results on DHIN, including patients from all 50 states. DHIN shares real-time clinical information to improve patient outcomes, eliminate the duplication of services and reduce the cost of healthcare. For more information about DHIN, visit www.DHIN.org or call 302-678-0220. Please also visit us on [Facebook](#), [LinkedIn](#) and [Twitter \(@DHIN_hie\)](#).

Better Communication for Better Healthcare

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