

Convince your Boss or Management

So, you've heard of HL7 membership, and perhaps you've participated at an individual level in HL7 courses, certifications or events. You've probably identified the valuable benefits HL7 membership could provide to your organization. Maybe you've wished for the opportunity to vote on standards, receive discounts, or gain additional training from HL7 International.

If you're not the decision maker at your organization, it's up to you to convince your manager or business owner that HL7 membership is beneficial, if not crucial for the success of your organization. We've put together some key points and statistics that can help lead the conversation.



TALKING POINTS For Your Conversation:

1 Introduce the HL7 Membership Community

HL7 members are recognized leaders in the healthcare industry – they are dedicated to evaluation and development of HL7 standards.

2 Identify the Organizational Need

HL7 membership includes benefits that are crucial to those who rely on standards as part of their business plan. Try to pin point exactly what benefits are crucial to your organization.

3 Showcase Real Results

Real Use Case Studies can help show how beneficial HL7 Membership and Standards truly are. HL7 offers Case Studies, Tools, TSC Guidance, and Procedures & Templates for download.

4 Calculate the Return on Investment

It's important to identify the Return on Investment your organization will see by joining HL7.

[see next page for detailed talking points]

There's never been a better time to become an HL7 member. Join today so you can:

- **Vote on standards** that influence the technical and policy environment of healthcare
- **Manage implementation costs** and time to market
- **Learn best practices** from standards authors, thought leaders and industry experts
- **Receive exclusive discounts** on education, events, corporate training, HL7 certification and free members-only webinars
- **Connect and network** with top industry leaders and stakeholders

**>> Download
Why Join HL7 –
Top 10 Reasons**



I am a project manager working for a Health Information Exchange. I frequently work with our integrations team and HL7 helps me keep up to date with current technology and terminology which in turn improves my ability to support our technical team.”

- Mena Weigant, Member

MORE DETAILS For Your Conversation:

1 Introduce the HL7 Membership Community

HL7 members are recognized leaders in the healthcare industry. They participate in the evaluation and development of HL7 standards and have critical influence on the technical framework and policies that affect healthcare every day. They care deeply about the security, accessibility and compatibility of healthcare data and the impact this has on patient care.

HL7 is supported by more than 1,600 members from over 50 countries, including more than 500 corporate members representing healthcare providers, government stakeholders, payers, pharmaceutical companies, and consulting firms. When you become an HL7 International member, you belong to a global community of the most influential and dedicated healthcare industry players with the potential to transform healthcare technology systems everywhere.

3 Showcase Real Results

Whether you're trying to convince your company to introduce HL7 standards and need real world case studies of successful implementation or you're looking to show the value of HL7 certification and training – our website offers it all.

HL7 has built a comprehensive library of resources to help with implementation, including Case Studies, Tools, TSC Guidance, and Procedures & Templates.

2 Identify the Organizational Need

HL7 membership includes benefits that are crucial to those who rely on standards as part of their business plan. The benefits offered by HL7 are valued differently depending on the organization and their particular needs. It's your role to identify which benefits would be most crucial for your company.

HL7 membership benefits include:

- Influence the technical and policy environment of the future by voting on standards
- Ability to post standards on company intranet
- Show the industry that you are a leader
- Manage your implementation costs and time
- Access industry information for better decisions
- Connect with industry leaders to solve problems
- Options to promote implementation case studies
- Ability to run for leadership positions
- Membership for the tech team (all employees)
- Discounts on meetings and education
- Free/discounted job postings on HL7 Job Board

4 Calculate the Return on Investment

It's important to identify the Return on Investment your organization will see by joining HL7. While some benefits are intangible, you can calculate the cost of all team members attending events or receiving certification without membership discounts.

You can also identify how voting and participation in standards can help streamline and propel your implementation projects. HL7 membership offers meaningful benefits, but by attaching value to the ROI, your argument will hold a lot more weight.

To learn more or join, visit HL7.org or contact Linda Jenkins, Director of Membership at linda@hl7.org