

**October 8, 2019**

Dear Burn Registry Software Users,

Recently, ABA has announced substantial changes to pricing and solution offerings for NBR participation and 2020 burn compliance. We, as your long-term trusted software providers, want to make it clear to you that ABA's new software option is **NOT** provided by us.

There are many reasons to continue use of the burn registry software currently used by your center. These reasons include:

- Continuity of data
- Continued capture, retention, and reporting of local data points that are not included in or reported to centralized national databases
- Continued local deployment and hospital only storage of Patient Identifiers (e.g., Patient Name and MRN)
- Retention of any local custom data points, queries, and reports
- Retention of existing report writing tools
- Continued hospital-only local storage of sensitive patient data (patient name, MRN, local QI findings)
- Continuity of any current data interfaces or integrations with existing trauma registry software
- Any other modules such as PI, Outpatient, and others whose current implementations are unique and specific to your existing burn registry software
- Continuity of any existing state compliance requirements
- Avoiding any potential data migration and data loss
- Continued access to existing vendor support staff and technical support for both prospective and historical system usage
- Pricing continuity and value for 2020 for vendor-provided solutions
- Continued support of ABA national burn standards and burn verification requirements

Looking ahead to 2020, based on information from the ABA, you will ultimately need to make a purchase of both a burn software registry product (such as Burn V6) and a burn database subscription to participate in a benchmarking burn database (such as ABA's NBR or ASN's exciting new **Burn Data Pool**).

We strongly encourage all users of all burn software from CDM, DI and Lancet to evaluate all the available options to meet burn verification options and support burn PI **before** making contractual commitments for 2020.

The following provides current information to keep you abreast:

- ABA has announced new pricing for 2020 NBR participation which is more than double the fee for 2019 -- 133% price increase (from \$1,500 to \$3,500)
- ABA has announced a bundled option of a new software offering for \$4,500 (which is a 100% price increase from the prior v6 plus NBR bundling that was available in 2018 for \$2,250)

- As of yet, none of the vendors have received the clinical revisions from ABA for 2020. We have requested this information of ABA, and intend to promptly prepare software updates to meet these requirements once they are made available to us
- The burn registry vendor community (CDM, DI, Lancet) has requested policy clarification and/or changes from ABA to allow participation in other risk-adjusted burn databases (such as the Burn Data Pool) for meeting ABA burn verification, similar to the policy that the American College of Surgeons (ACS) put into effect in February of 2018. Note: The ACS policy allows trauma centers to meet ACS verification requirements by participating in any CD 15-5 compliant database. We are requesting that ABA adopt a similar policy, and at present are waiting for a reply

2020 will be an exciting year for burn centers with many innovative database bench marking and software options. As long-term users of CDM, DI and Lancet burn registry software products, we strongly encourage all our users to allow for the necessary planning and evaluation this Fall, **before** committing your organization to an immediate change and limiting your options. There are strong and important reasons for selecting “software continuity” as a component of your burn registry, PI, and compliance solution.

We will continue to keep you informed with communication in the coming weeks and will be conducting a Burn Registry Town Hall on Thursday, October 17, 2019 at 2:00 PM ET to provide you with the latest information as well as an exciting demonstration of our visual analytics Burn Driller® platform that will be available for integration with your existing CDM, DI and Lancet burn software, and any other interested software vendors.

Sincerely,

Your trusted burn registry software partners

**Jody Summers - President, *Clinical Data Management***  
**John F. Kutcher, Ph.D. - CEO, *Digital Innovation, Inc.***  
**Leon Bowman - President, *Lancet Technology***