



April 22, 2014

Mickey McGlynn, Chair  
33 West Monroe Street, Suite 1700  
Chicago, IL 60603-5616

Re: **Resignation of athenahealth, Inc. from EHRA**

Dear Chairman McGlynn;

I write on behalf of athenahealth, Inc. (“Athena”) to tender Athena’s resignation from the Electronic Health Records Association (“EHRA” or “the Association”), effective immediately. Please remove Athena’s name and logo from all EHRA materials, online and otherwise, as soon as practicable.

Although we have enjoyed many benefits of EHRA membership, including opportunities for industry collaboration (collaboration which we plan to continue via alternate channels) and the many fruits of the labors of EHRA’s hardworking staff, ultimately those benefits are outweighed by the following considerations:

1. First and foremost, Athena is simply not a traditional EHR company; we are a services company that offers a cloud-based EHR as one component of its extensive suite of health IT services. That fact underlies and informs each of the subsequent reasons for our decision to resign from the Association. Our public policy priorities are broader and more varied than those of our traditional software vendor peers, and our positions on priorities that overlap are often different or even opposed to those adopted by the Association.
2. Our cloud platform significantly differentiates our point of view on key health IT issues, from Meaningful Use to interoperability and most everything in between. We believe that in time the industry will follow us to the cloud (as information technology has by and large done throughout the rest of the economy). At present, unfortunately, too much EHRA advocacy is in our view focused on preservation of government subsidies and other policy buttresses for outdated, non-interoperable technologies that by their continued prevalence in the marketplace actively impede efforts to bring health IT into the 21<sup>st</sup> century.
3. As a direct result of the aforementioned fundamental difference in Athena’s point of view on key issues, we spend much more time explaining to policymakers why it is that we disagree emphatically with “our trade association” than we spend standing shoulder-to-shoulder with the Association. This has become an increasingly untenable state of affairs as those key issues have gained prominence on the national healthcare reform agenda.

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Please understand that these observations are not intended primarily as criticisms of either the EHRA or its leadership. We appreciate that the EHRA is obligated as a consensus organization to advocate in the collective interests of its members. It does so effectively. Too often, however, as a cloud-based services provider dedicated to information fluidity, openness, and transparency in healthcare, we find our policy objectives do not align with and are even opposed to the consensus positions of the Association.

I look forward to continued collaboration with you and with the EHRA on those issues where our priorities do align, and wish you and the other members of the Association the best as we all move forward in the effort to modernize the nation's care delivery system.

Sincerely yours,

A handwritten signature in blue ink, appearing to read 'Dan Haley', with a long horizontal flourish extending to the right.

Dan Haley  
Vice President, Government and Regulatory Affairs  
Assistant General Counsel  
athenahealth, Inc.