| **#** | **Time period** | **Leader attitude toward change** | **Organizational structure** | **System openness** | **Strategic importance of IS to business** | **Location** | **Profitability** | **Cause** | **Effect** | **Source** |
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| 1 | Present | In particular hospitals fight for executive mindshare around innovations |  |  |  |  |  | Executives are focused on keeping the doors open and making it another quarter | Not all innovations can simply be adopted | CS1\_DI, Pos. 22 |
| 2 | Present |  |  | Are afraid that if they open up their systems for others to plug in this will lead to data breaches and security issues |  |  |  |  | [See Ex\_OrgInnov#5] | CS2\_A2\_DI, Pos. 26 |
| 3 | Present | Manufacturers want a phased approach and not grind the conventional processes to a halt at once |  |  |  |  |  | [See Ex\_SocialInf#1] | They are slow at rolling out the new technology and reticent to be clear in their communication about the change in process | ETC1\_DI, Pos. 50 |
| 4 | Present |  |  |  |  |  | Providers operate on very thin margins (1%-2%) | “Roughly 20 years ago, the average industry in America would spend about 7%-8% of its revenue on IT. So, consumer companies, others, banks would spend like 12% of their revenue on it because managing all their data was so critical. The average hospital in those days, this is going back again 20 years ago, was spending like 2%-3% [quote].” | Have little capital available to invest in new innovation (20 years ago 2%-3% vs. the average industry in America spends 7%-8% of its revenue) | CS2\_A2\_DI, Pos. 8 |
| 5 | Present |  |  | Health IT vendors keep their systems as closed as possible |  |  |  | [See Ex\_OrgInnov#2] |  | CS2\_DI, Pos. 26 |
| 6 | Present | The administrators who are making the decisions are very risk-averse, i.e., do not want to bear the consequences if the innovation does not pan out |  |  |  |  |  | Their job is pegged to how the company does financially | Administrators stick to the status quo and are innovation averse | PV1\_DI, Pos. 28 |
| 7 | Present | Selling to healthcare executives that have a lot going on is difficult |  |  |  |  |  |  |  | PY2\_DI, Pos. 4 |
| 8 | Present | Many decision makers are risk-averse |  |  |  |  |  |  | [See Ex\_TechPerf#37] | PY2\_DI, Pos. 26 |
| 9 | Present |  |  | Health IT vendors are afraid of data privacy and security threats concerning patient data, as well as the implications on their brand and their integrity |  |  |  |  | [See Ex\_RiskTrust55] | PV1\_DI, Pos. 4 |