

## Appendix A: Questionnaire Items and Sources

Questions	Sources
<p><b>HIE Use</b></p> <p><i>To what extent does your clinic engage in electronic exchange of the following health information with other hospitals within your healthcare system?</i></p> <p><i>(0 = No electronic exchange; 1 = partial electronic exchange; 2 = entirely electronic exchange)</i></p> <ul style="list-style-type: none"> <li>● <i>Patient demographics</i></li> <li>● <i>Referrals</i></li> <li>● <i>Clinical orders</i></li> <li>● <i>Clinical/Summary care records (any format)</i></li> <li>● <i>Medication history and/or physician notes</i></li> <li>● <i>Lab results</i></li> <li>● <i>Radiology results</i></li> </ul> <p>[This question was repeated for clinics, and other health facilities, for both <i>inside</i> and <i>outside</i> a healthcare system]</p>	<p>[13,33] [34] [35]</p>
<p><b>IT Compatibility</b></p> <p><i>(1=Strongly Disagree, 5=Strongly Agree)</i></p> <ul style="list-style-type: none"> <li>● <i>Our clinic's information technology infrastructure is compatible with HIE.</i></li> </ul>	<p>[36][26]</p>
<p><b>External IT support</b></p> <p><i>(1=Strongly Disagree, 5=Strongly Agree)</i></p> <ul style="list-style-type: none"> <li>● <i>IT support is available when needed.</i></li> </ul>	<p>[35]</p>
<p><b>Security Safeguards</b></p> <p><i>(1= Strongly Disagree, 5=Strongly Agree)</i></p>	<p>[35]</p>

<ul style="list-style-type: none"> <li>• <i>Our clinic is attentive to patient information security when exchanging with external parties.</i></li> </ul>	
<p><b>Senior Leadership Support</b> (1=Strongly Disagree, 5=Strongly Agree)</p> <ul style="list-style-type: none"> <li>• <i>Our clinical leadership considers the use of HIT (like EHR) important.</i></li> <li>• <i>Our clinical leadership has a well-defined vision of how Health IT will advance the goals our clinic.</i></li> <li>• <i>Our clinical leadership has a favorable view toward HIE</i></li> </ul>	[37][38]
<p><b>Workflow Adaptability</b> (1=Not adaptable at all, 5=Extremely adaptable)</p> <ul style="list-style-type: none"> <li>• <i>How adaptable is your clinical workflow to using electronic exchange methods?</i></li> </ul>	[35]
<p><b>Clinician HIT knowledge</b> (1=Strongly Disagree, 5=Strongly Agree)</p> <ul style="list-style-type: none"> <li>• <i>Our clinicians are quite knowledgeable about the health IT systems that we have.</i></li> </ul>	[39]
<p><b>Staff HIT knowledge</b> (1=Strongly Disagree, 5=Strongly Agree)</p> <ul style="list-style-type: none"> <li>• <i>Our staff (non-clinicians) are quite knowledgeable about health IT systems that we have.</i></li> </ul>	[39]
<p><b>Government Initiatives</b> (1=no influence; 5=very strong influence)</p> <p><i>Extent to which the following factors have influenced your clinic's HIE use</i></p> <ul style="list-style-type: none"> <li>• <i>government regulations</i></li> <li>• <i>government incentives</i></li> <li>• <i>government agencies' (State-agencies, regional organizations and extension centers) efforts.</i></li> </ul>	[40]

<p><b>Competitor/Peer influence</b>  <i>(1=no influence; 5=very strong influence)</i></p> <p><i>Extent to which the following factors have influenced your clinic's HIE use</i></p> <ul style="list-style-type: none"> <li>● <i>Peer clinics operating in your network.</i></li> <li>● <i>Competing clinics in your local area.</i></li> </ul>	<p>[37] [38]</p>
<p><b>Partner Readiness</b>  <i>(1=Strongly disagree; 5=strongly agree)</i></p> <ul style="list-style-type: none"> <li>● <i>Most of the specialists and other clinics we work with prefer electronic exchange of health information.</i></li> <li>● <i>Most of the hospitals we work with prefer electronic exchange of health information.</i></li> <li>● <i>Many health facilities we work with (e.g. labs, pharmacies, other centers etc.) prefer electronic exchange of health information.</i></li> </ul>	<p>[37] [38]</p>