

# **Opening Statement before the first meeting of the Health Care Reform Subcommittee of the Republican Policy Committee**

**September 14<sup>th</sup>, 2005**

Thank you very much Republican Policy Committee Chairman Shadegg, Health Care Reform Subcommittee Chairman Gingrey, Vice Chairman Boustany, and distinguished members of the Subcommittee and Staff. My name is Justin Barnes and I am the Vice President of Marketing and Government Affairs for Greenway Medical Technologies, a leading provider of integrated electronic health record (EHR) and practice management software solutions for physicians' practices. It is a great honor and pleasure to appear before this Subcommittee beside Dr. Brailer, Dr. Zubeldia and Mr. Doroshuk as we come together representing different facets of the health care industry. I believe we all have a common goal to work and shape the new face of the industry by utilizing the vast contributions that information technology (IT) offers health care providers, payers, physicians and patients in achieving goals of reduced medical errors, lower costs, better quality and improved efficiency within the nation's health care system.

In addition to representing Greenway Medical, I am also one of the founders of the HIMSS Electronic Health Record Vendor's Association (EHRVA) and currently reside on the EHRVA Executive Committee as well as Chair the Membership Committee. The EHRVA is comprised of the nations leading 35 EHR companies that currently represents roughly 96% of all EHR's implemented today in America. The goals of the EHRVA are the same as those of President Bush and Dr. Brailer in terms of developing an industry-wide strategy for widespread adoption of health information technology and for translating this into substantial quality and efficiency improvements in less than 5-10 years. To this end, we are dedicated to assisting the government agencies in achieving this goal. We support the codification and full-funding of the Office of the National Coordinator for Health Information Technology (ONCHIT) and support their efforts to create a national health information exchange based on a single-standard to fuel interoperability.

I am also pleased with the efforts of Greenway Medical Technologies in taking charge and leading the industry in making the implementation of these goals a reality today. We have chosen to focus on the small practice community as Greenway's client base consists primarily of practices with between 3-25 physicians. The vast majority of health care in this country is delivered in medical offices with a smaller number of physicians. This environment will be the essential component in assuring adoption due to the communication these practices have with hospital systems, test laboratories, and other medical practices.

Greenway has also structured its offerings to physician practices into a 10-year business plan mirroring the government's own Framework for Strategic Action to ensure that Greenway's physician clients will have quality software solutions that inform clinical practices, interconnect clinicians, personalize patient care and improve the overall population health. By directing our efforts in accordance with those of the government,

Greenway's physician clients can rest assured that their investment will consist of a fully-integrated solution streamlining their administrative, clinical and financial processes into an efficient workflow that is consistent with government regulations and future certifications.

Besides having the best EHR for their practice, it is also Greenway's belief that physicians need additional incentives to adopt healthcare information technology. Physicians and their practices are the backbone of the American healthcare system and since they are also small businesses, they are the backbone of our economy as well. The healthcare industry needs to stay focused on economic sustainability by providing fair, positive reimbursement incentives and accelerating depreciation of capital equipment and software purchases.

In all that we are working towards, we must also recognize physicians as consumers and realize the necessity of their services. As absurd as it sounds, can you imagine a community without a physician? Their contribution to each community makes it essential that we offer solutions such as EHRs to help keep them in business. It is my experience that we must keep the physicians daily workflow at the fore-front of our decision-making when discussing how we may impact their offices and practice of medicine. The practical workflow involved in a physician's revenue pipeline is more paramount in EHR selection than any non-essential bells and whistles that might influence a physician's purchasing decision. Greenway and the EHRVA both have presented Use Cases or "Clinical Test Scenarios" prepared by various Work Groups of the Certification Commission for Health Information Technology (CCHIT) . These were derived from real-life experiences with EHRs implemented today at the point-of-care

This is an exciting time to obtain and share information; however, as we continue to move towards 2014, we want to take the steps of implementing the goals of the Framework for Strategic Action presented by President Bush and Dr. Brailer so that their vision will transform into a national reality.

Republican Policy Committee Chairman Shadegg, Health Care Reform Subcommittee Chairman Gingrey, Vice Chairman Boustany, and distinguished members of the Subcommittee and Staff, I want to thank you for your genuine interest in this important subject as well as your invitation to come before you today. I hope that my comments will help steer ideas and thoughts that can be transmitted into innovative policies shaping the future of healthcare in this country. Thank you very much.