



# Opportunity in Health IT

*Innovation Has Its Place*

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**Chairman, EHR Association**

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# CURRENT FOCUS ON THE HILL

- Meetings with CMS, ONC, HIT Policy Committee, HIT Standards Committee, Office of Civil Rights, House Energy & Commerce, Senate Finance and Senate H.E.L.P.
- EHR Meaningful Use
  - Realistic picture of what healthcare providers can accomplish in 1 year, 3 years and 5 years
  - Realistic picture of what healthcare software providers can accomplish in 1 year, 3 years and 5 years
  - Ensure care provider involvement and maintain that involvement
- EHR Certification
  - EHR product development lifecycles
  - Build upon current successes
    - CCHIT, HITSP, IHE & NQF
  - Additional guidance needed ASAP
  - Interoperability
    - Importance of a CCD-based structure
- CMS Stimulus Payment Structure and Disbursement

# HEALTH IT STIMULUS FUNDS OVERVIEW

- Over \$30B (up to \$45B) of direct adoption incentives for “meaningful use” of certified EHRs. Specifically, \$17.7B in Medicare incentives and \$12.4B in Medicaid incentives
- Up to \$44,000 for Medicare EPs & \$63,750 for Medicaid EPs
- Average Hospital Incentive in \$4M - \$6M range
- \$2B for ONC, NIST, and HIE Infrastructure
- \$2.5B for distance learning, telemedicine, and broadband program account loan guarantees and grants
- \$1.5B to HRSA for grants for construction, renovation, and equipment for health centers
- \$1.1B to AHRQ for clinical research funding

Conservative CBO estimates show that ARRA funding will save over \$15B in government spending throughout the health sector through improved quality and care coordination, reductions in medical errors, and duplicative care.

# INNOVATION. INNOVATION. INNOVATION.

- Congress and the Administration have clearly stated the need for innovation in health IT
- This is our opportunity to innovate and showcase our innovations
  - Innovations such as Greenway's EHR-based Clinical Research and Outcomes ability deployed today to hundreds of practices

# INNOVATION. INNOVATION. INNOVATION.

- Let's discuss innovation
  - Where are we today?
  - Where do you feel the innovation will occur?
  - How is your company investing in that innovation?

# PREDICTIONS FOR HEALTHCARE REFORM

- **Cost**
  - Hospital rates?
  - Patient considered more?
- **Access**
  - Personal Health Records
  - Health Record Banks
- **Clinical Research**
  - EHR-based
  - Genomics
  - Diagnostics
- **Telemedicine**
  - Increased Care Options



# For More Information

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