

Optimizing the Opportunity

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Health IT Stimulus Funds Overview

- Over \$30B (and up to \$45B) of direct adoption incentives for “meaningful use” of certified EHRs. Specifically, \$20B in Medicare incentives and \$14B in Medicaid incentives
- \$2B for ONC, NIST & 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
- \$500M to Social Security Administration
- \$85M Indian Health Services

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.

Key ARRA Milestones

- Sec. 3003 – HIT Policy Committee ~ Announced 04/03/09
- Sec. 3003 – HIT Standards Committee ~ Announced 05/08/09
- Sec. 3004 – Adopt an initial set of Standards, Implementation Specifications and Certification Criteria ~ 12/31/09
 - *Final Rule expected in Spring 2010*
- Sec. 4101: Medicare Incentives for Eligible Professionals
 - *Meaningful Use year ~ 01/01/2011*
 - *Pay Out Year ~ 01/01/2012*
- Sec. 4201: Medicaid Incentives for Eligible Professionals
 - *Meaningful Use year ~ Expected around 01/01/2011 (decided by state)*
 - *Pay Out Year ~ As early as 2011 but bulk in 2012 (decided by state)*
- Section 4102/ 4201 – Incentives for Hospitals
 - *Meaningful Use year ~ As early as 10/01/2010*
 - *Pay Out Year ~ As early as 01/01/2011*

Medicare Eligible Professional Defined

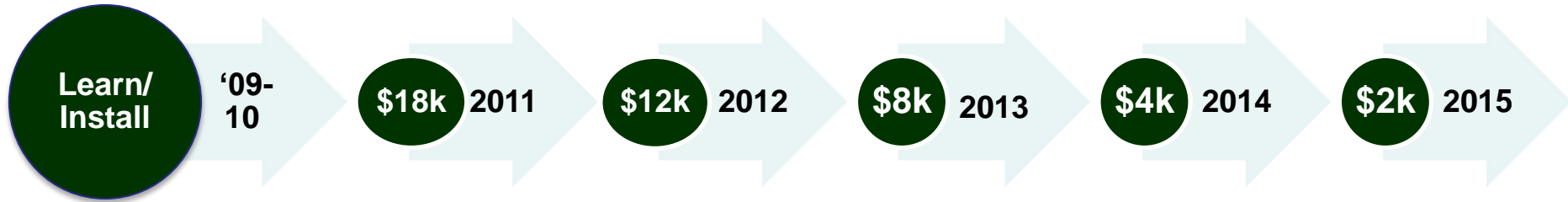
Section 1861(r) Physician Definition

- ✓ Doctor of Medicine or Osteopathy
- ✓ Doctor of Dental Surgery or Dental medicine
- ✓ Doctor of Podiatric Medicine
- ✓ Doctor of Optometry
- ✓ Chiropractor * (Spine Subluxation)

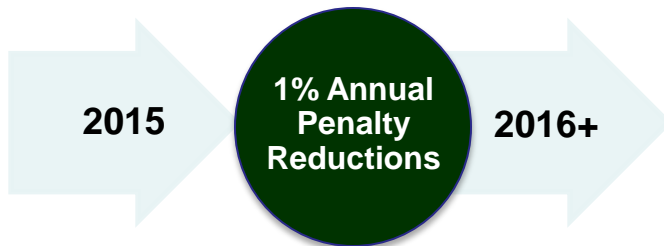
Up to
\$44k
per provider

Medicare Eligible Professional Incentives

for *Meaningful Use of a Certified EHR*



Medicare Penalties for No EHR



Up to \$44k per provider

Stimulus Formula
75% of "Allowables" up to Annual Max Above

Medicaid Eligible Professional Defined

The term 'eligible professional' means

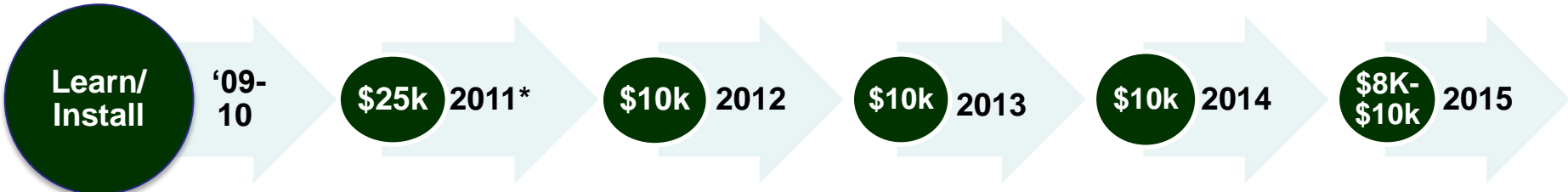
- ✓ Physician
- ✓ Dentist
- ✓ Certified Nurse Mid-wife
- ✓ Nurse Practitioner
- ✓ Physician Assistant * (Rural Health Clinic/ FQHC)

Up to
\$63,750*
per provider

**Medicaid Incentives up to \$63,750 for Uninsured, Rural, FQHC and Low-Income Providers/Eligible Professionals with a 30% Medicaid "patient volume" or Pediatricians with at least a 20% Medicaid "patient volume". Pediatricians below 30% may be reimbursed at 2/3's (\$42,075) of the total allowable incentive.*

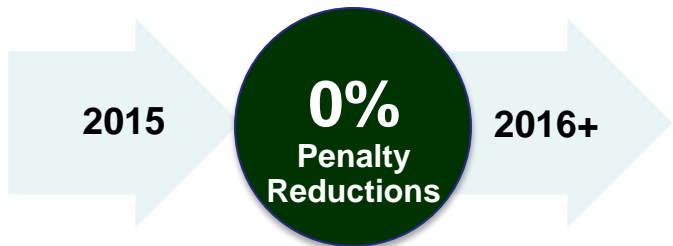
Medicaid Eligible Professional Incentives

for *Meaningful Use of a Certified EHR*



**Up to
\$63,750*
per provider**

**Medicaid Penalties
for No EHR**



**Medicaid Incentives up to \$63,750 for Uninsured, Rural, FQHC and Low-Income Providers/Eligible Professionals with a 30% Medicaid “patient volume” or Pediatricians with at least a 20% Medicaid “patient volume”. Pediatricians below 30% may be reimbursed at 2/3’s (\$42,075) of the total allowable incentive.*

Medicare Incentives for Hospitals

- Requirements for incentives begin in FY11 (10/1/2010)
- For maximum bonus, must be a “meaningful” user of a certified EHR in FY11, FY12 or FY13
- Bonus amounts decrease beginning in FY14 with further reductions in FY15
- If not a “meaningful” user by FY15, there are penalties
 - Reduction in market basket increase
- Average Hospital Incentive expected in the \$4M-\$6M Range
- Maximum Hospital Incentive in the \$11,000,000.00 Range

Interesting Factoids

- **NO INCENTIVE PAYMENT IF FIRST ADOPTING AFTER 2014-** If the first payment year for an eligible professional is after 2014 then the applicable amount specified in this year and any subsequent year shall be \$0
- **INCREASE FOR CERTAIN ELIGIBLE PROFESSIONALS-** In the case of an eligible professional who predominantly furnishes services under this part in an area that is designated by the Secretary as a health professional shortage area, the amount shall be increased by 10 percent.
- **POSTING ON WEBSITE-** The Secretary shall post on the Internet website of CMS a list of the names, business addresses, and business phone numbers of the eligible professionals who are meaningful EHR users

Seize the Opportunity Today

- Begin fostering the EHR discussion with your practice, hospital or facility
 - Involve all staff
 - Leadership is critical to success
- Understand your goals for EHR adoption
 - Financial, quality, patient satisfaction, clinical research, community leadership, all of the above, etc...
- Begin EHR product review process today
 - ““*Meaningful Use*” begins around January 2011 for Medicaid eligible professionals and January 1st, 2011 for Medicare eligible professionals
 - It takes time to properly deploy and implement an EHR so experts suggest you “*get your place in line now*”.

Partner with a Certified EHR Company

- Many companies that offer CCHIT Certified[®] EHR products are committed to success just like you!
- Good EHR research resources
 - CCHIT 08 (www.cchit.org)
 - Ask your EHR software provider if they applied for 2011 CCHIT EHR Certification
 - KLAS (www.klasresearch.com)
 - Research EMR (not PM) categories that represent your practice size (i.e. 1 doc, 2-5 doc, 6-25 doc, etc..)
 - MGMA Practice Solutions (www.mgma.com)
 - EHR Association (www.himssehra.org)
 - EHR Decisions (www.ehrdecisions.com)

What to Look For in an EHR

- Reference sites in your specialty and with similar size practices
- Product workflow is consistent with your facility/ practice requirements
- Can be “Meaningfully Used” at the point-of-care
- Product Certification
 - Many see new certification process building from current CCHIT® framework and efforts
 - 08 CCHIT Certification + Meaningful Use criteria seems a likely level to begin from due to its interoperability criteria
 - ✓ 2011 CCHIT certification criteria is very robust and is a great direction to ensure any EHR software provider you research follows

What to Look For in an EHR

- Must be “Meaningfully Used” to qualify
 - (i) MEANINGFUL USE OF CERTIFIED EHR TECHNOLOGY-
The eligible professional demonstrates ~
 - Use of electronic prescribing
 - Information Exchange (interoperability)
 - Reporting on (clinical quality) measures using EHR
 - NCVHS Meaningful Use Hearings on 4/28 & 4/29
 - 10 Panels covering a multitude of perspectives
 - J. Barnes Testified on EHR Certification, Standards, Implementation and Quality Measures
 - Meaningful Use “Draft” Criteria published on 7/16/09
 - More HHS/ ONC Guidance expected incrementally as we prepare for interim and final “meaningful use” Rules

Current Successes

- Many EHR companies that offer current (or 08) CCHIT Certified[®] EHR products have been focused on meaningful point-of-care use for years
 - Look for the KLAS Research leaders
- Davies Award Recipients
 - www.himss.org/davies
- ROI/ Case Studies
 - <http://www.mgma.com/pm/>
 - www.himssehra.org/casestudies
 - <http://cchit.org/about/casestudies/index.asp>

Telemedicine & Home Health

There are two primary federal programs providing infrastructure grants for telemedicine

- Department of Health and Human Services Office for the Advancement of Telehealth
- Department of Agriculture Distance Learning, Telemedicine and Broadband Program

\$2.5B in grants, loans and loan guarantees
At least 75% of project area must be rural area without sufficient access to high speed broadband service to facilitate rural economic development.

Why Incentives Were Created

- 10,000+ practices and medical facilities with point-of-care EHRs experiencing ~
 - Reduced medical errors and unnecessary tests
 - Improved preventative care
 - Faster delivery of medications
 - Improved coding and better claims management
 - Increased revenue and decreased expenses
 - Increased patient satisfaction
 - And many other improvements due to certified EHRs.

Capitol Hill Engagement

- Why it is important and attainable to be “active”
 - Your Congressman & Senator’s want to hear from you
 - Educate them on the life of a care provider & small business
 - Offer to host a site visit on one of their “district days”
 - They should be able to assist with HHS relationships
 - They may even ask you to be on a Panel or in a Hearing
 - Please let us know if we can help connect you
 - There are roughly 18 physicians in Congress today
.....There are over 300 attorney’s

Additional Resources



- Greenway's Economic Stimulus Page on the Stimulus Package
 - <http://www.greenwaymedical.com/news/stimulus/>
 - [Stimulus Package Overview of Health IT Funding and Incentives](#)
- Government & HHS Stimulus Sites
 - www.recovery.gov
 - <http://www.hhs.gov/recovery/>
- Link to Final Congressional Language
 - <http://fdsys.gpo.gov/fdsys/pkg/BILLS-111hr1ENR/pdf/BILLS-111hr1ENR.pdf>



QUESTIONS OR COMMENTS?

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