

# What the Economic Stimulus Package Means for Physician Practices

*Optimizing the Opportunity*

**Justin T. Barnes**

Chairman, EHR Association

VP, Greenway Medical Technologies



# HEALTH IT STIMULUS FUNDS OVERVIEW

- Over \$30B (and 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
- \$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
- \$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.

# GRANTS AND LOANS: \$2B IN FUNDING

- Health Information Technology Implementation Assistance
  - Establish Health IT Research Center
    - Provide technical assistance and develop best practices to accelerate efforts to implement and utilize HIT that allows for electronic exchange and use of information
  - Provide assistance for the creation of HIT Regional Extension Centers (details to be published in Federal Register within 90 days of enactment)
    - Provide technical assistance and disseminate best practices and other information learned from the center
    - Regional centers can be affiliated with any US-based nonprofit organization
  - State grants to promote HIT
    - Grants issued to states or qualified state-designated entities to facilitate and expand electronic movement and use of health information among organizations
    - States required to match funds increasing over time
    - States can spend funds on *certified* EHRs

# 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 ~ As early as 01/01/2010*
  - *Pay out year ~ As early as 2010 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*

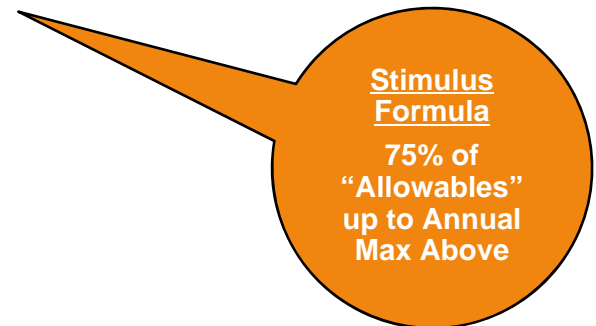
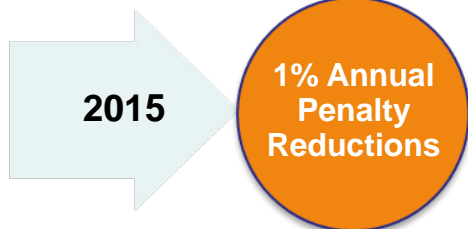
# MEDICARE ELIGIBLE PROFESSIONAL INCENTIVES

**For Meaningful Use of a Certified EHR**



**Up to  
\$44k  
per provider**

**Medicare Penalties  
for No EHR**



# 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

# MEDICAID ELIGIBLE PROFESSIONAL INCENTIVES

## For *Meaningful Use* of a *Certified EHR*



*\*The Stimulus Package states Medicaid incentives could start as early as 2010*

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

Medicaid Penalties for No EHR



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

# MEDICAID ELIGIBLE PROFESSIONAL DEFINED

The term “eligible professional” means a

- ✓ 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 “population” or Pediatricians with at least a 20% Medicaid “population” . Pediatricians below 30% may be reimbursed at 2/3’s (\$42,075) of the total allowable incentive.*

# INTERESTING FACTOIDS

- **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.
- **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.
- **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 as early as Oct. 2010 for hospitals and Jan. 2011 for eligible professionals (2010 for Medicaid EPs)*
  - *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

- Companies that offer CCHIT Certified® EHR products are committed to success just like you!
- Good EHR research resources
  - CCHIT 08 ([www.cchit.org](http://www.cchit.org))
  - MGMA Practice Solutions ([www.mgma.com](http://www.mgma.com))
  - KLAS ([www.klasresearch.com](http://www.klasresearch.com))
  - EHR Association ([www.himssehra.org](http://www.himssehra.org))
  - EHR Decisions ([www.ehrdecisions.com](http://www.ehrdecisions.com))

# WHAT TO LOOK FOR IN AN EHR

- Reference sites in your specialty/ facility size
- Product work flow is consistent with your 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

# 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
    - Reporting on measures using EHR
  - NCVHS Meaningful Use Hearings on 4/28 and 4/29
    - 10 Panels covering a multitude of perspectives
    - J. Barnes testified on EHR certification, standards, interoperability, implementation and quality measures
  - Meaningful Use “Draft” Criteria published on 7/16/09

# CURRENT SUCCESSES

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

# TELEMEDICINE AND 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

# 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 daily 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



- Economic Stimulus Educational Web Pages
  - [www.himss.org/economicstimulus](http://www.himss.org/economicstimulus)
- Government & HHS Stimulus Sites
  - [www.recovery.gov](http://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>
- “Google” your Congressional Representatives and Reach Out

# QUESTIONS OR COMMENTS?



# For More Information

**Justin T. Barnes**

**Chairman, EHR Association**

**VP, Greenway Medical Technologies**

**justinbarnes@greenwaymedical.com**

**(678) 839-4316**

