

Optimizing the Opportunity

State of Healthcare, Healthcare IT and Health Reform

Justin T. Barnes

Chairman, EHR Association

VP, Greenway Medical Technologies



Today's Topics

- HIMSS Annual Conference Highlights
- Healthcare Reform ~ Impact on Health IT Adoption
- Key Focuses for Capitol Hill & ONC to Drive Adoption Momentum

HIMSS 2010 AC Highlights

- 30,000 attendees
- More “buyers” and less “vendor staff”
- HIMSS Interoperability Showcase
 - Government/ FHA largest single demonstrator
- Every Major HHS Agency represented at HIMSS
2010 AC

State of Healthcare

- Healthcare Reform/ Transformation
 - 21% Medicare rate cut averted for 30 days. Longer patch underway.
 - Bipartisan bill in works with White House offering their own proposal
 - Televised White House Healthcare Summit
 - Video & notes available ~ <http://www.whitehouse.gov>
- Additional Investments in Health IT to ensure Proper Foundation
 - President's FY11 Budget includes \$110M for health IT policy, coordination, and research activities at HHS such as funding for community health centers, IT, drug and cancer research
- Beginning the Shift to Paying for Reporting & Quality
 - Preventive medicine & wellness

Health IT Foundation

- Health IT is a cornerstone of the future of Healthcare
 - **Improve Quality & Care Coordination**
 - Timely access to patient health information
 - **Patient Safety**
 - IOM Report ~ up to 98,000 Americans die each year from medical errors
 - **Patient Satisfaction**
 - Reduce duplicative paperwork, increase access, education & accountability
 - **Improve Billing & Collections**
 - EHRs capture all charges, claim-scrubbing & revenue cycle management
 - **Clinical Research**
 - Participate with no workflow disruption with provider & patient revenue
 - **Reduce Waste, Fraud & Abuse**
 - \$70B-\$200B+ annually in fraud; \$600B-\$850B annually overall

Future of Healthcare & Innovation

● Clinical

- Quality measurement, quality reporting & business intelligence

● Process

- Best practices (clinical, financial & administrative)

● Software

- Usability, flexibility, customizable & intuitive

● Hardware

- Faster, more efficient technology, platforms & devices

● Training

- Enhanced, more efficient & scalable deployment models

● Research

- Clinical trials, evidence-based medicine & Pharma research

Capitol Hill & ONC Overview

- **Manageable Meaningful Use Criteria**
 - CPOE
 - ePrescribing
 - Quality Metrics
- **Certification Process**
 - Two-pronged approach
- **Hospital-Based Eligible Professional Definition**
 - Senate considering HR 4213
 - Language removing “outpatient” from the legislation/ regulation
- **Patient Safety**
 - Current Hearings

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

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. 3004 – Adopt initial set of Standards, Implementation Specifications and Certification Criteria
 - Meaningful Use NPRM Released ~ 1/13/2010
 - Standards & Certification & Process IFR Released ~ 1/13/2010
 - Final Rules expected in Spring 2010
- Sec. 4101: Medicare Incentives for Eligible Professionals
 - Meaningful Use year ~ 01/01/2011
 - Pay Out Year ~ Starting as early as Spring 2011
- Sec. 4201: Medicaid Incentives for Eligible Professionals
 - Adoption & Meaningful Use year ~ Expected as early as Summer 2010 or 1/1/2011 (All state-based)
 - Pay Out Year ~ As early as Summer/ Fall 2010 (state-based)
- Section 4102/ 4201 – Incentives for Hospitals
 - Meaningful Use year ~ As early as 10/01/2010
 - Pay Out Year ~ As early as 01/01/2011

QUESTIONS OR COMMENTS?

Justin T. Barnes

justinbarnes@greenwaymedical.com

(678) 839-4316

Thank You



Greenway Medical Technologies
Corporate Headquarters
121 Greenway Boulevard
Carrollton, Georgia 30117

Phone: 770-836-3100
Toll-free: 866-242-3805
Fax: 770-836-3200

www.greenwaymedical.com

