

2010 ONC All-Grantee Meeting

Partnering with EHR Vendors

December 15, 2010

Justin Barnes, Chairman Emeritus, EHR Association

- VP, Greenway Medical Technologies

Charles Jarvis, Vice Chair, EHR Association

- VP, NextGen Healthcare

Jacob Reider, M.D., Chair, Quality & Clinician Experience Workgroup, EHR Association

- CMIO, Allscripts Healthcare Solutions

The Vendor Environment

EHR vendors are broadly embracing certification and standards

- Certified EHRs as of 12/10/2010:
 - 96 ambulatory EHRs (modular and complete)
 - 39 inpatient EHRs (modular and complete)

Market Penetration – Acute Care and Affiliated Clinics

- 79% of reporting hospitals use EHRs supplied by EHR Association member firms*
- 74% of hospital-owned/leased/managed ambulatory facilities use an ambulatory EHR from an EHR Association member company*
- 49% of responding FQHCs use EHRs (“all electronic” or “part paper and part electronic”), with nine of the top ten EHRs provided by Association member firms**

* HIMSS Analytics™ Database, November 2010

** National Association of Community Health Centers 2008 HIT Survey Analysis (June 2009 Final)

The Vendor Environment

Market Penetration – The Ambulatory Market 2009***

- Five of the top six vendors by market share are EHR Association members
- EHRA Vendors predominant in the ambulatory market are:
 - *Allscripts*
 - athenahealth
 - *eClinicalWorks*
 - *Eclipsys (now part of Allscripts)*
 - *e-MDs*
 - *Epic*
 - *GE Healthcare*
 - *Greenway Medical Technologies*
 - *LSS (MEDITECH)*
 - *NextGen Healthcare (Quality Systems)*
 - *McKesson*
 - *Sage Healthcare*

*** U.S. Ambulatory EHR Market, Frost & Sullivan, 2010

EHRA Member Companies in bold italics , listed alphabetically not by market share

Approaches for Successful Collaboration Among ONC Grantees and EHR Vendors

Deployment strategies and resource sharing

- Balance expertise with access
- Setting realistic expectations

Sustainability strategies

- Collaborative initiatives for revenue generation

Interoperability strategies

- Building on proven, ONC supported standards

Eligible Professional identification and introduction

- Outreach and education

Approaches for Successful Collaboration Among ONC Grantees and EHR Vendors

Best practices

- Proven, repeatable, successful methodologies

Collaborative marketing and outreach

- Competition balanced with collaboration

Joint educational forums and toolkits

- Vendor-driven and vendor neutral

Opportunities to Address Challenges Among ONC Grantees and EHR Vendors

Contractual variances

- Collaboration among grantees to develop standard agreements

Demo lead times

- Appropriate vendors' resources available
- Allows for adequate prep time

Communications and information flow

- Consistent for all vendors

RFP announcement and turn-around times

- Allows for quality responses from all vendors

Opportunities to Address Challenges Among ONC Grantees and EHR Vendors

Significant RFP variances

- Consistency across grantees
- Allow for regional variations

Building strategies

- Vendors and grantees
- Training and education

Communities of Practice (COP)

- ListServes
- Vendor Advisory Forums

Building the Foundation for Future Collaboration

EHR and HIT best practices

- Based on shared experiences

Community education

- Consumers, other healthcare organizations, employers/payers

Marketing, outreach and success stories

- EP and EH leaders in the spotlight

EHR deployment scalability

- Ensuring adequate implementation and training bandwidth

Building the Foundation for Future Collaboration

Standards and interoperability leadership

- Working toward single, national standards

Health Information Exchange

- Focus on privacy and security

Meaningful Use Stage 2 and Stage 3 realities

- Lessons learned in Stage 1

Patient-centered Medical Home models

- Integration with EPs and EAs

Accountable Care/ACO models

- EP and EA roles

Summary

Take advantage of vendors' collective experience in deploying and supporting EHRs

Identify gaps in what vendors provide, and what EPs and EHs need to achieve meaningful use

Consider vendors as **resources**, not competitors with ONC grantees

Maximize value of successes

- Case studies
- Regional and national **educational** opportunities
- Local outreach to bring EPs and EHs together

Participate in efforts to support **standards** adoption and deployment

Thank you!

www.himssehra.org