

# What the Economic Stimulus Package Means for Physicians and Practices

*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, 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.

# 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 (FY11)*
  - *Pay out year ~ CY 2011*

# MEDICARE ELIGIBLE PROFESSIONAL DEFINED

## Section 1861(r) Physician Definition

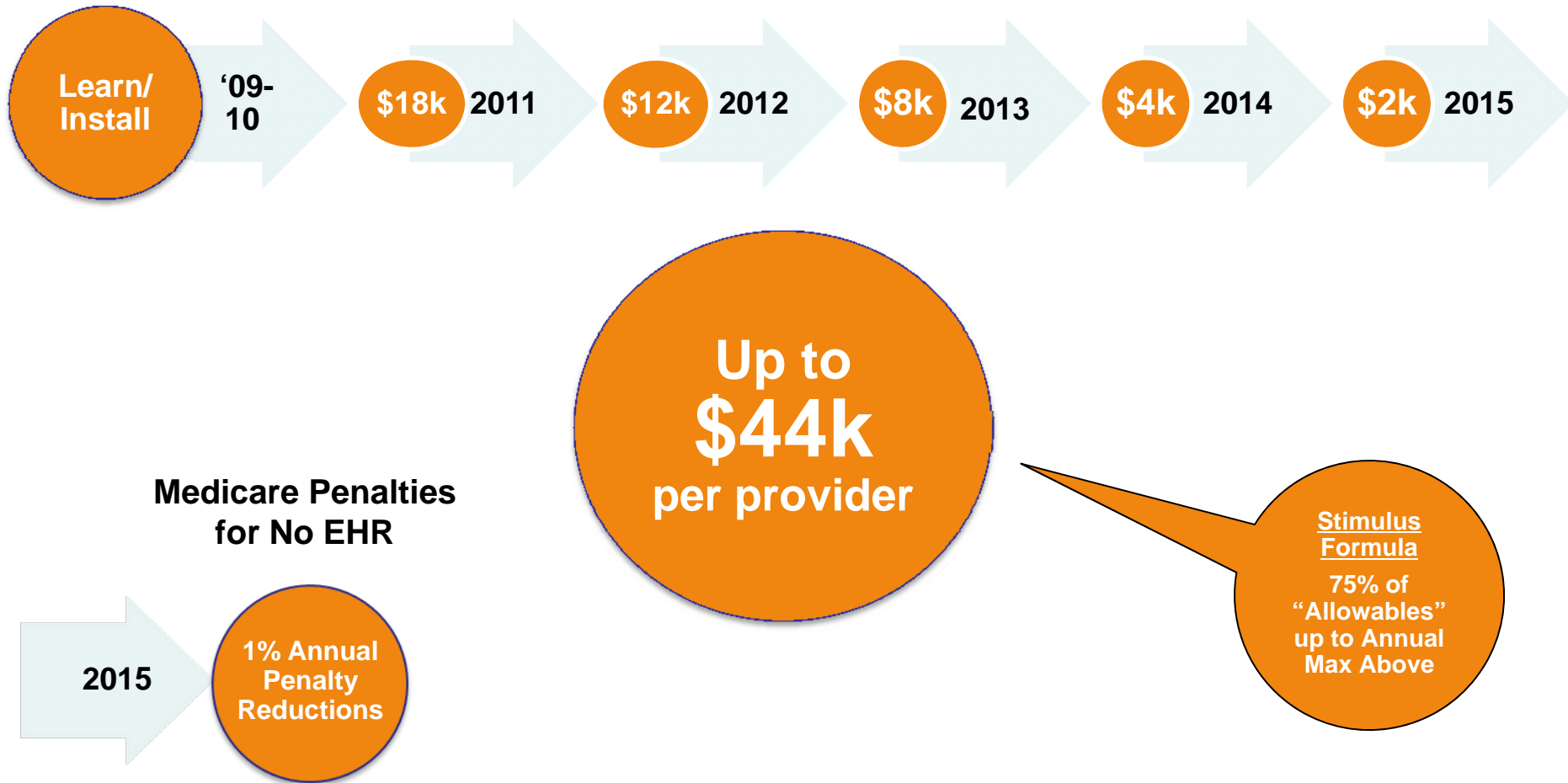
- ✓ Doctor of Medicine or Osteopathy
- ✓ Doctor of Dental Surgery or Dental Medicine
- ✓ Doctor of Podiatric Medicine
- ✓ Doctor of Optometry
- ✓ Chiropractor \* (Spine Subluxation)



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

# MEDICARE ELIGIBLE PROFESSIONAL INCENTIVES

## For *Meaningful Use of a Certified EHR*



# 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 “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*



### Medicaid Penalties for No EHR



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.*

# 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 for such professional for such 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 and hospitals who are meaningful EHR users.
- **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.

# SEIZE THE OPPORTUNITY TODAY

- Begin fostering the EHR discussion with your practice
  - *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 1<sup>st</sup>, 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](http://www.cchit.org))
    - Ask your EHR software provider if they applied for 2011 CCHIT EHR Certification.
  - KLAS ([www.klasresearch.com](http://www.klasresearch.com))
    - Research EMR (not PM) categories that represent your practice size (i.e. 1 doc, 2-5 doc, 6-25 doc, etc..)
  - Pri-Med ([www.pri-med.com](http://www.pri-med.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 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 — Must demonstrate:
    - 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

- Many EHR companies that offer current (or 08) CCHIT Certified<sup>®</sup> 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](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

# WHY WERE INCENTIVES CREATED?

- 10,000+ medical facilities with point-of-care EHR use 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
  - Improved clinical trials and research
  - 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 daily life of a hospital, care provider & community cornerstone facility
  - 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
  - Go beyond your Association’s government affairs strategy
  - There are roughly 18 physicians in Congress today
    - There are over 300 attorney’s...

# ADDITIONAL RESOURCES



- Economic Stimulus Educational Web Pages
  - [www.greenwaymedical.com/news/stimulus](http://www.greenwaymedical.com/news/stimulus)
  - [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>
- 17 • “Google” your Congressional Representatives and Reach Out

# For More Information

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