

# Optimizing the Opportunity

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# Stimulus Funds Available

- Over \$30B of direct adoption incentives for “meaningful use” of certified EHRs. Specifically, \$17.7B in Medicare incentives and \$12.4 in Medicaid incentives. Over \$2B for infrastructure, health information exchange (HIE) and clinical research funding.
- 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.

# 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 in 2011 (2010 for some Medicaid)
  - 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<sup>®</sup> EHR products are committed to success just like you!
- Good EHR research resources
  - CCHIT 08 ([www.cchit.org](http://www.cchit.org))
  - 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
- Product workflow is consistent with your practice requirements
- Can be “Meaningfully Used”
- Product Certification
  - Many see this aligning with current CCHIT® efforts
  - 08 CCHIT Certification seems a likely level 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
  - More HHS guidance late fall or by 12/31/09

# Current Successes

- Companies that offer current CCHIT Certified<sup>®</sup> 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
  - [www.himsssehra.org/casestudies](http://www.himsssehra.org/casestudies)
  - <http://cchit.org/about/casestudies/index.asp>

# Come join us!

- 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.

# QUESTIONS OR COMMENTS?

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