

# Choosing the Right EHR... The First Time.

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The logo for Greenway Medical Technologies. It consists of the word "GREENWAY" in a white, bold, sans-serif font, centered within a dark green rectangular box with rounded corners.

# State of Healthcare

## ● Healthcare Reform/ Transformation

- 25% Medicare rate cut averted for 2011 but 29.5% cut pending for 2012
  - 2011 “fix” cost \$18B but 2012/ 2013 “fix” could cost \$54B
  - MedPAC recommendations to realign fee-schedule to support primary care and ACOs, bundled payments, capitated models & shared savings programs
  - MedPAC SGR recommendation slides ~ <http://tiny.cc/u58gy>
- Health Reform Legislation
  - Leverages health IT to improve patient safety, use of the best clinical practices, evidence based medicine as well as wellness and health promotion activities

## ● Focus on Product and Process Breakthrough's

- Mother Teresa's/ Dr. Shetty's Pediatric Surgery Center
  - Open Heart Surgery \$2K vs. \$20K-\$100K in U.S.

## ● Beginning the Shift to Paying for Reporting & Quality

- Accountable Care Organizations (ACOs) & PCMHs
- Preventive medicine & wellness. Significant shift by 2013

# State of ARRA & HITECH Act

## ● EHR Meaningful Use

- Over \$27B available with no cap. Protected in Medicare Trust Fund
- Criteria well within expectations ~ 14/15 Core Measures & 5/10 Menu
- Incentives are front-loaded so begin as soon as you can
- As of October, over 114,000 care providers registered for Meaningful Use
- Over \$870 Million in incentives paid to eligible providers & hospitals already!
  - Over \$20 Million just to Nurses & PA's under Medicaid

## ● EHR Certification

- 6 ONC-ATCB Certifying Entities
- CCHIT remains industry gold standard

## ● Regional Extension Centers

- Operations underway at various levels of execution

## ● Health Information Exchanges

- Operations underway at various levels of operation

# Health IT Foundation

## ● **Health IT is a cornerstone of the future of Healthcare**

### – **Improve Quality, Care Coordination & 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**

- Revenue cycle management; coordinated & accountable care navigation

### – **Clinical Research**

- Participate with no workflow disruption with provider & patient revenue

### – **Reduce Waste, Fraud & Abuse**

- \$70B-\$200B+ annually in fraud; \$600B-\$850B annually overall

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# Achieving Success with an EHR...

- **Assign an EHR “Usability” Leader in your Facility**
  - Review of MU Final Rule, CMS/ ONC Site & FAQs
  - Understand how it affects you today and tomorrow
  - Use Meaningful Use as a “Playbook”, even if you do not qualify
- **Seek a Trusted Advisor & Partner**
  - Ensure you partner with a company that is in expert in EHR usability, meaningful use, certification, standards & accountable care
  - Track record of being proactive in the evolution of healthcare
    - EHR Certification, Standards Development & Interoperability

# Achieving Success with an EHR...

- **Request reference sites in your specialty and with similar size practices**
  - Be practical and seek EHRs that are currently used at POC today
  - Accept references where >70% of care providers use EHR today
  
- **Product workflow is consistent with your facility/ practice requirements**
  
- **Can be “Meaningfully Used” at the point-of-care**
  - The EHR is easily customizable & flexible to your workflow
  
- **Standards & Product Certification**
  - CCD & CCR standards approved in Final Rule
  - 6 ONC Authorized Testing & Certification Bodies (ATCBs)
    - CCHIT remains the “Gold” Standard for EHR Certification

# 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, accountable care, all of the above, etc...
- **Begin EHR product review process today**
  - EHR “Meaningful Use” incentive program well underway
  - It takes time to properly research, purchase, implement and “meaningfully use” an EHR so experts suggest you “*get your place in line now*” to ensure you qualify for first year EHR adoption incentives

# **Accountable Care & Payment Reform Strategies**

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# The Evolution

## EHR Adoption

15%-20% have comp. EHRs

Training & usability are key



## Meaningful Use

275,000 care providers est. to  
achieve MU incentive

325,000 care providers est. to  
adopt EHRs without incentive



## Accountable Care

Quality Reporting

Outcomes-based Payments

...essential building blocks for a sustainable healthcare system

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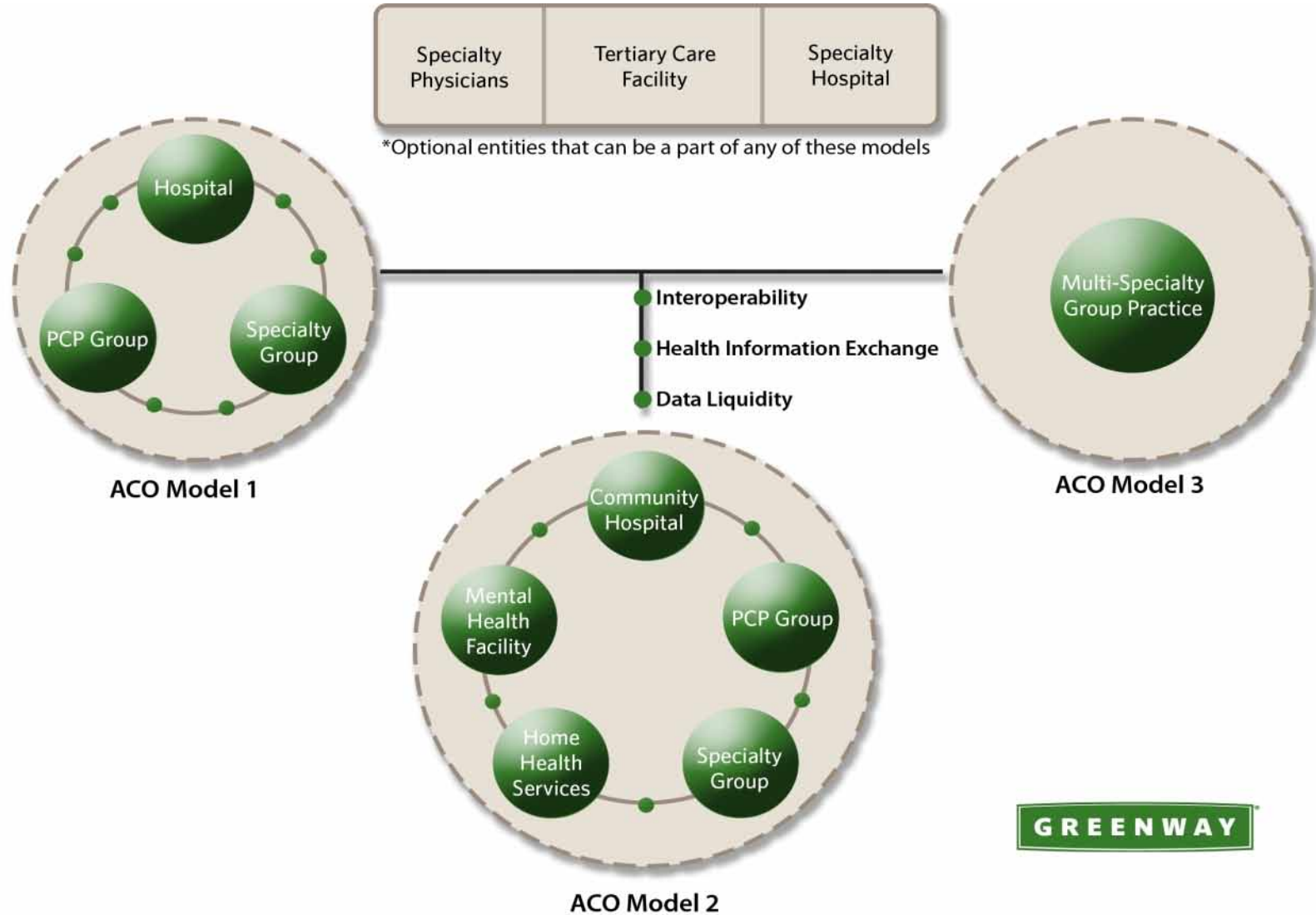
# CMS Shared Savings Program to create Accountable Care Organizations

NPRM out 3/31; Final Rule at OMB for sign-off any day

AAFP Study: 34 bills from 19 state legislatures to “define, study, promote or create” ACO projects

- ACOs to begin Jan. 1, 2012
- Voluntary for providers and patients
  - Patients can be assigned retrospectively based on primary care history
- Proposes a minimum of 5,000 patients, 3-year commitment
- Builds on existing Meaningful Use and PQRS programs
- Maintains Medicare Part A and B Fee For Service

# Community Accountable Care Models



# Accountable Care

## Accountable for what?

- Electronification / Health IT & EHR Utilization
- Interoperability
- Coordinating Care (with Care Team)
- Best Practices
- Quality Improvement/ Outcomes Improvement
- Patient Education
- Patient Satisfaction
- Cost Containment
- Cost Reduction (to increase Shared Savings)

# The Direction & Future...

## ● Technology Adoption and Utilization

- EHR Meaningful Use

## ● Interoperability of Data

- Cross Platform Exchange

## ● Outcomes-driven Payment Models

- ACOs, Patient-Centered Medical Homes, etc..

**“Accountable Care”**

# EHR & Industry Research Resources

Look for Companies that are dedicated to strong product and industry leadership. Products that have the 2011 ONC-ATCB/ 2011 CCHIT® EHR certification, leading KLAS Research customer satisfaction scores and integrate IHE interoperability profiles to support secure data exchange.



[www.cchit.org](http://www.cchit.org)



[www.mgma.com](http://www.mgma.com)



[www.klasresearch.com](http://www.klasresearch.com)



[www.himssehra.org](http://www.himssehra.org)



[www.iheusa.org](http://www.iheusa.org)



[healthreformreport.com](http://healthreformreport.com)



# Additional Resources

## Greenway's Government Affairs & Meaningful Use Updates



EHR Meaningful Use Microsite ([www.meaningfuluse-emr.com](http://www.meaningfuluse-emr.com))

EHR MU Navigation (<http://tiny.cc/vxof1>)

Gov't Affairs ([www.greenwaymedical.com/learn-more/govt-industry-affairs](http://www.greenwaymedical.com/learn-more/govt-industry-affairs))

## Important Government & HHS Sites



CMS ACO Proposed Rule (<https://www.cms.gov/sharedsavingsprogram/>)

HHS Breach Notification Rule (<http://tiny.cc/xytg5>)

HHS Privacy Rule ([www.hhs.gov/healthprivacy/](http://www.hhs.gov/healthprivacy/))

## HHS/CMS EHR Meaningful Use Websites



Centers for Medicare & Medicaid Services ([www.cms.gov/EHRIncentivePrograms/](http://www.cms.gov/EHRIncentivePrograms/))

CMS EHR MU FAQ (<http://questions.cms.hhs.gov/app/answers/list/p/21,26,1058>)

Medicaid ([http://www.cms.gov/EHRIncentivePrograms/40\\_MedicaidStateInfo.asp](http://www.cms.gov/EHRIncentivePrograms/40_MedicaidStateInfo.asp))

# QUESTIONS OR COMMENTS?



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**I Thank you**

