



Federal and Industry Initiatives & Financing

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Today's Agenda

- How to Get Started
- Who Can Help
- What Next

How to Get Started

Identify Problems, Solutions, Benefits

What do you want to do

- Improve resource utilization
- Avoid medical errors
- Accelerate diffusion of knowledge
- Reduce variability in access to care
- Advance consumer role
- Strengthen privacy & data protection
- Promote public health & preparedness

Possible Solutions

- Practice Management Systems
- Disease Registries
- Clinical Messaging
- Electronic Health Records
- Personal Health Records
- Health Information Exchange
- Telemedicine

How to Get Started

Determine Costs

| Readiness Requirements | Implementation Costs | |
|--|--|--|
| | Startup/Acquisition | Operations |
| Assessment... Planning... Workflow... Staffing... | Hardware... Software... Installation... Consulting... | Software/hardware... Staff... Connectivity... Hosting.... Training... |

How to Get Started

For Example...Electronic Health Records

Benefits for Small Practice to Adopt EHR

| | |
|--|--------------------------------|
| <i>Increased coding levels:</i> | \$17,000 per provider per year |
| <i>Personnel savings:</i> | \$ 6,800 per provider per year |
| <i>Transaction savings:</i> | \$ 5,300 per provider per year |
| <i>Increased visits:</i> | \$ 2,600 per provider per year |
| <i>Paper supply savings:</i> | \$ 1,000 per provider per year |

Costs for Small Practice to Adopt EHRs

| | |
|---|-------------------------------------|
| <i>Hardware/Software/Training:</i> | \$39,000 per provider in first year |
| <i>Initial Productivity Loss:</i> | \$9,600 per provider in first year |
| <i>Annual Maintenance & Staff:</i> | \$8,500 per provider per year |

Source: Miller, Robert. "The Value Of Electronic Health Records In Solo Or Small Group Practices." *Health Affairs*, Sept/Oct 2005.

Who Can Help

Funding for Startup...Non Federal

- **State Government**

- Bond issuance
- Tobacco funds
- Health Plan conversion fund
- Medicaid waiver savings
- State appropriation
- Economic Development Authorities

- **Stakeholder contributions**

- **Public-Private Partnership Vehicle**

- **Foundations**

- **Payers/Purchasers**

- **Vendor Consortium**

Who Can Help

Funding for Startup...Federal Options

- **US Dept of Health and Human Services**

- AHRQ
- ASPE
- CDC
- CMS
- HRSA-BPHC
- HRSA-OAT
- HRSA-ORHP
- NIH
- ONC

- **US Dept of Agriculture**

- DLT Program

Who Can Help

Funding for Operations...Assess Fees

- **Membership Fees**

- **Program Fees**

- Medication reconciliation
- Results delivery
- Decision support
- Data aggregation and reporting
- Incentive programs, e.g, P4P

- **Service Fees**

- Adoption, workflow and support
- Data management
- EHR adoption support service offering
- Group purchaser and value added reseller of EHRs
- Educational services

- **Transaction Fees**

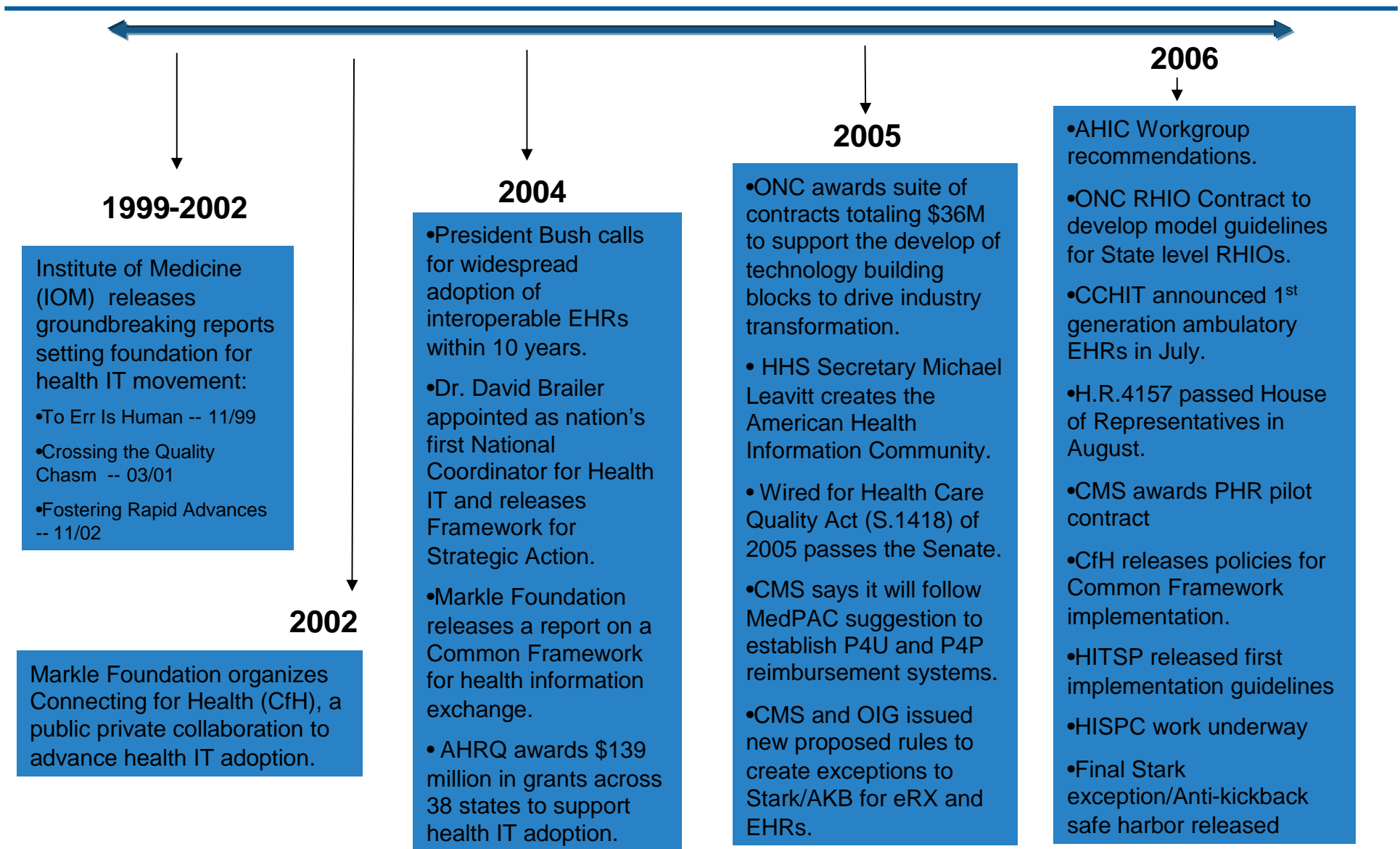
Who Can Help

Funding for Operations...Enlightened Supporters

- Foundations
- State Government
- Federal Government
- Others

What Next

Know Where We Have Been



What Next

Who to Watch

- **Your Partners**

- Payers, employers
- Provider organizations
- Local philanthropies

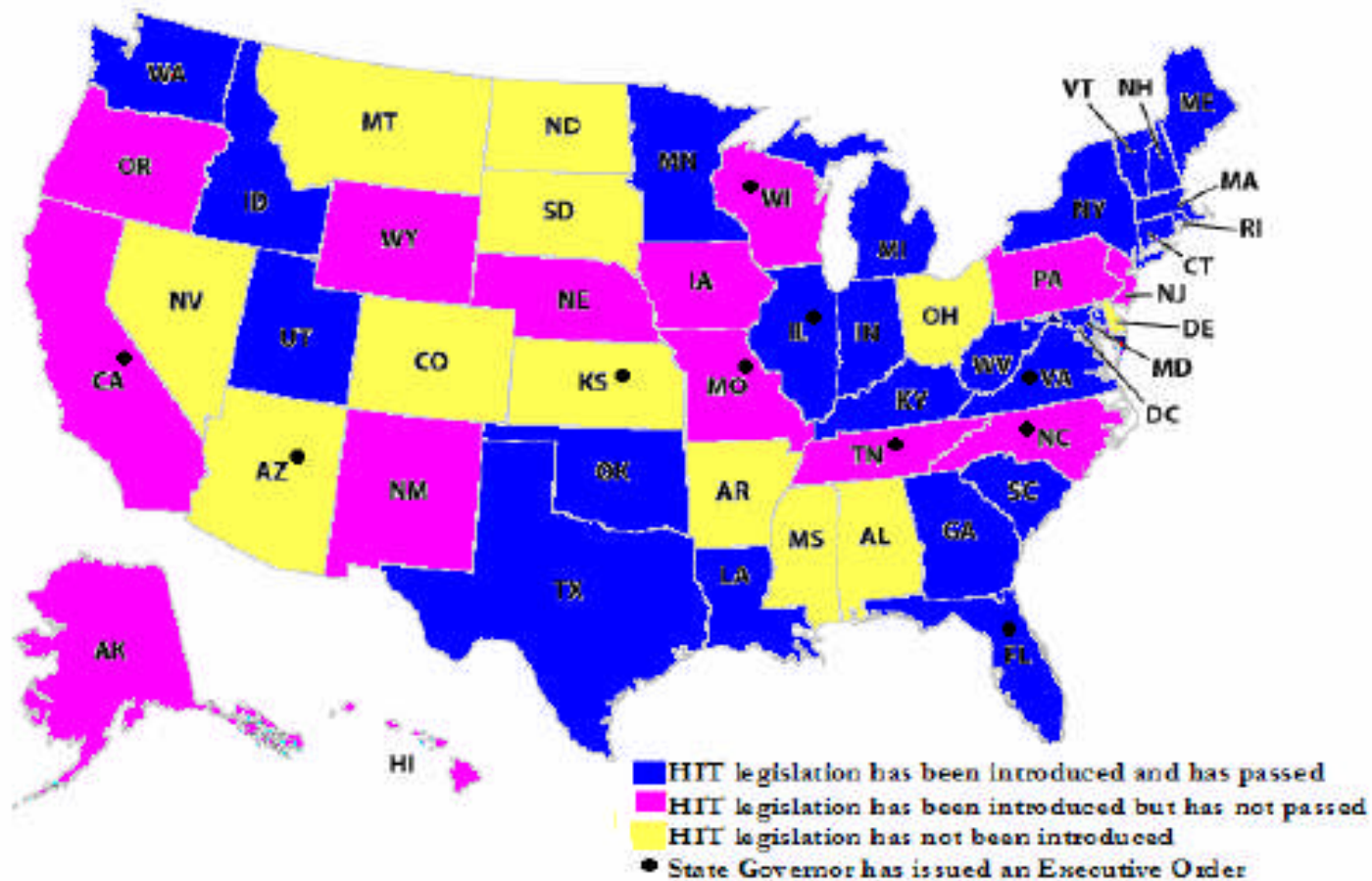
- **Your Local Government**

- Health Info Security and Privacy Collaboration
(<http://www.rti.org/hispc>)
- State Legislation Tracker
(<http://www.ehealthinitiative.org/>)

What Next

Who to Watch

State Legislative Activity in 2005 and 2006-State by State Analysis



Source: States Getting Connected: State Policy-Makers Drive Improvements in Healthcare Quality and Safety Through IT. *eHI Issuebrief*, August 2006.

What Next

Who to Watch

- **Congress**
- **Federal Government**
 - Health IT Resource Center (<http://healthit.ahrq.gov/>)
 - Funding Opportunities (<http://fedbizopps.gov/>)
 - Grant Opportunities (<http://www.grants.gov/>)
 - Policy-Government wide (<http://www.hhs.gov/healthit/>)
 - Policy-HRSA focused (<http://www.hrsa.gov/healthit/>)
- **The Technology**
 - iHealthBeat (<http://iHealthBeat.org>)