

Obtaining Leadership Buy-In

Key Strategies and Lessons Learned

Learning Objectives

- Participants will learn and understand how to identify need, process, and key strategies for obtaining support for HIT.
- Participants will recognize potential problems or barriers to obtaining support for HIT.

Identify Need

- Quality/Medical Error
- Data Collection and Management:
Integration Challenges and Issues
- Business and Clinical Transformation
- Identify Organization's Patient View
and Vision/Mission
- Determine ROI/ROCI/IRR

HIT Planning Process

- Define HIT value to organization
- Assess alignment of HIT vision and organization vision
- Assess organizational readiness
- Migration path
- Functionality
- Project Management

Strategies

- Early involvement
- Speak same language
- Affirm commonality
- Develop credible business model
- Provide continual feedback

Monitoring

- Set benchmarks in advance
- Measure strengths
- Identify areas of improvement
- Provide continual feedback
- Maintain leadership involvement

Lessons Learned

- Understand change management
- Process takes much longer than expected
- Relationships are everything
- Communication is everything
- Policy principles first, then technology
- The Common Framework
<http://www.connectingforhealth.org>

Summary

- Early involvement
- Communication, collaboration, and commitment are critical
- Skills
- Patience
- Monitoring and feedback

Contact Information

Carroll S. Nason, DPA, CPHIT, CPEHR
Executive Director, Montgomery Area
Community Wellness Coalition

CNason@adph.state.al.us

(334) 293-6504

www.healthystepsalabama.com