



NEO HealthConnect
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Ohio Health Information Partnership

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Moving Forward with EHR Implementation

"This is the wave of the future – it is here," said Thomas Tsang, M.D., M.P.H., a public health expert from the Office of the National Coordinator for Health Information Technology in the Department of Health & Human Services in Washington, D.C., in his comments at the recent Ohio Health Information Partnership meeting in Columbus.

Echoing the words of Thomas Tsang was **Camilla Hull Brown**, Founder and Principal of Strategies for Tomorrow, when she discussed the national initiatives for EHR implementation and Health Information Exchange at the NEO HealthConnect breakfast seminar on November 6. Camilla presented a vision of patient-centric care supported by a robust health information exchange. To download Camilla's complete presentation, visit www.neohc.org.

The progressive push is on to improve Ohio's health care system so doctors, hospitals, health care facilities and pharmacies can electronically and securely share patient information, which should improve both the quality and the continuity of health care for Ohioans.

In Camilla's words... *"NEO HealthConnect is well positioned to help the physician community move together – if you want to do it."*

CONCERNED THAT THE WHOLE EHR PROCESS WILL BE TOO DIFFICULT? NEO HEALTHCONNECT IS HERE TO HELP

The road to successful EHR selection, implementation, and meaningful use can be a long and difficult one. That's why NEO HealthConnect offers subsidized consulting services to Primary Care Providers, paid for by Medicare and Medicaid to help individual practices achieve success.

Our services include workflow assessment, EHR vendor selection, assistance with implementation and go live, helping practices achieve meaningful use and qualify for financial incentives. Even practices that already have an EHR system can qualify for assistance with achieving meaningful use and receiving financial incentives.

Some of our core service areas include:

- EHR implementation and project management
- HIT education and training
- Vendor selection and financial consultation
- Practice/workflow redesign
- Privacy and security
- Partnership with state and national health information exchange (HIE)
- Ongoing technical assistance

Qualifying for Subsidized REC Services

Priority is given to primary care providers (PPCPs) – specifically, MDs or Dos who are family physicians, general internists, pediatricians or obstetrician/gynecologists (board certification not required) and who practice in individual or group settings of fewer than ten physicians. Other qualifying primary care providers are nurse practitioners, nurse midwives, and physician assistants with prescriptive privileges.

Priority is also given to PPCPs who provide primary care services in the following settings: (1) public or critical access hospitals; (2) Federally Qualified Health Centers (FQHCs); (3) rural health clinics; and (4) other settings for predominantly uninsured, underinsured, or medically underserved populations. Subsidized technical assistance will be capped at the ten-provider level for groups with more than ten physicians/providers.

NEO HealthConnect believes that all PPCPs, would find REC services helpful in selecting and implementing an EHR. We invite you to reach out to physicians that have not contacted us, or call us with your referrals.

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EHR FINANCIAL INCENTIVE PROGRAM: INCENTIVE PAYMENTS

There will be incentive programs for providers under Original Medicare (Fee-for-Service), Medicare Advantage, and Medicaid programs:

The Medicare EHR incentive program will provide incentive payments to eligible professionals (EPs) and eligible hospitals that demonstrate meaningful use of certified EHR technology. Participation can begin as early as 2011. Eligible professionals who are meaningful EHR users can receive up to \$44,000 over 5 years under the Medicare incentive program. And, there's extra incentive for eligible professionals who provide services in a Health Professional Shortage Area (HPSA). Eligible hospital incentive payments may begin as early as 2011 and are based on a number of factors, beginning with a \$2 million base payment.

The Medicare Advantage EHR incentive program will provide incentive payments for certain Medicare Advantage Organizations (MAOs) whose affiliated eligible professionals and hospitals are meaningful users of certified EHR technology.

The Medicaid EHR incentive program will provide incentive payments to eligible professionals and eligible hospitals as they adopt, implement, upgrade, or demonstrate meaningful use of certified EHR technology in their first year of participation and demonstrate meaningful use for up to 5 remaining participation years. Medicaid EHR incentive programs are voluntarily offered by individual states and territories and may begin in 2011. Eligible professionals can receive up to \$63,750 over the 6 years that they choose to participate in the program. Eligible hospital incentive payments may begin as early as 2011, depending when the state begins its program. 2016 is the last year a Medicaid eligible hospital may begin the program and the hospital payments are based on a number of factors, beginning with a \$2 million base payment.

Meaningful Use Requirements:

In order to qualify for financial incentives under Medicare and Medicaid programs, providers must be able to demonstrate that they are using the HER systems in a meaningful manner. In order to meet "meaningful use" requirements, the EHR must be able to meet three general requirements that are used to determine if the HER is being used in a meaningful way:

1. Use of a certified electronic health record (EHR) in a meaningful way (e.g., e-prescribing).
2. The technology is connected in a way that provides electronic exchange of health information to improve the quality of care.
3. Clinical quality measures are submitted to the Centers for Medicaid and Medicare Services (CMS).

OHIO HEALTH INFORMATION PARTNERSHIP (OHIP) SELECTS FIVE ELECTRONIC HEALTH RECORD VENDORS AS "PREFERRED"

OHIP recently announced that it has identified five EHR companies as preferred vendors for its initiative to expand the use of EHRs in Ohio.

OHIP's five preferred EHR vendors are:

- Allscripts Professional
- eClinicalWorks version 8
- e-MDs Solution Series 6.3.0
- Next Gen Healthcare EHR
- Sage Intergy suite 6.0

OHIP used a number of criteria to select its preferred vendors, including:

1. Sufficient functionality to meet current provider needs.
2. Proven capacity to handle the demand for services created by the OHIP program.
3. Willingness to hire and train OHIO residents as EHR implementation and training staff.
4. Commitment that all technical support will be conducted within the United States
5. Commitment to meeting national certification and meaningful use requirements.

It is important to note that providers are **not** required to use one of the five vendors in order to participate in OHIP's program.

SIGN UP FOR SERVICES NOW!

Each of the seven RECs in the State of Ohio is funded to provide a portion of the 6,000 openings to receiving assistance with EHR adoption. Providers need to act quickly if they wish to qualify to receive REC services. Working with NEO HealthConnect will allow providers to implement an HER in time to meet meaningful use requirements and qualify for financial incentives. REC services are available to all providers, as are financial incentives through Medicare and Medicaid. The cost of REC services are subsidized for primary care providers (family practitioners, general internists, pediatricians, obstetricians/gynecologists).

To sign up, call NEO HealthConnect at 330-599-4595 and speak with our representatives about services available.