



# Connecting Alaska's EHRs for Secure Data Exchange



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# Presentation Overview

- HIE 101
- National Perspective
- Sustainability

# History

- 6 years in planning and modeling
- 450 Alaskan providers and consumers participated
- 1.5 years implementing
- \$6 M in grants and contracts
- Time investment from many organizations

# Health Information Exchange

- Replaces costly and non-secure processes
- Ensures timely record access
- Follows HIPAA guidelines for data exchange (treatment and payment)
- Provides audit trails of record access
- Builds relationships

# Health Information Exchange

- Software as a Service (SaaS) Model
  - No capital costs/No replacement costs
  - Rapid deployment
  - Lower cost of operation
- Orion Health
  - 2<sup>nd</sup> largest HIE vendor in US, global
  - 8 SaaS clients
  - Rhapsody Interface Engine

# Health Information Exchange

- Multiple modes of secure transport based on requirements
  - Master Patient Index
  - Direct Secure Messaging (DSM)
  - Interfaces
  - Data Repositories (federated)
  - Record Locator Service
  - Query Based Clinical Views

# Health Information Exchange

- Multiple message types based on EHR
  - Continuity of Care Document (CCD)
  - HL7 Interface Standard
  - PDF, HTML Viewable/Printable
- Multiple data needs
  - Labs, Meds, Xrays
  - Allergies, Problems, Vitals
  - Immunizations, Registries

# National Perspective

- Bipartisan Initiative – Bush/Obama
- Benefits
  - Improve health quality, safety and efficiency
  - Engage patients and their families
  - Improve care coordination
  - Improve population health, reduce disparities
  - Ensure privacy and security protections



# State Perspective

- SB 133 Statute – 2009
- >\$2 M Annually
- Opt – Out Model (all in)
- HIT Coordinator

# Projects To Date

- Fairbanks Pilot – 2 million messages
- Direct – 4,000 users, 120,000 messages
- Lab Pilots
  - State of Alaska/LaTouche
  - ANTHC/Rural Sites

# Fairbanks Pilot

- Participants

- Fairbanks Memorial Hospital

- Tanana Valley Clinic

- Tanana Chiefs Conference

- Go-Live Q2 2013

# Sustainability Plan

- Stakeholder Engagement
- Research and Analysis
- Business Needs and Value Proposition
- Financial Modeling
- Stakeholder Testing and Modifications
- Adoption and Implementation
- Evaluation

# Implementations

	<b>FY13</b>	<b>FY14</b>	<b>FY15</b>	<b>FY16</b>
Hospital Implementations	5	9	15	27
DSM Users Implementations	4,000	6,000	8,000	10,000
Provider Implementations (HIE, DSM)	300	700	1,200	2,000
Payor Implementations (covered lives)	100,000	100,000	100,000	50,000

# Class of Service

Description of Services	Class of Service		
	Basic	Silver	Gold
DSM	X	X	X
Clinical Portal		X	X
EHR Lite			X
Patient Portal		X	X

# Fee Schedule (DRAFT)

	<b>Providers</b>	<b>Hospitals</b>	<b>Payers</b>
<b>Basic</b>	\$9/user/year	\$9/user/year	NA
<b>Silver</b>	\$100 per provider/year	First year: \$460/bed Subsequent years: \$360/bed	NA
<b>Gold</b>	\$1200/provider/year	\$1200/provider/year	NA
<b>ADD ONS:</b>			
<b>Imaging</b>	\$50/provider/year	\$50/provider/year	NA
<b>Population Health</b>	\$60/user/year	\$60/user/year	NA
<b>Disease Management</b>	\$50/user/year	\$50/user/year	NA
<b>Notifications</b>	Included in Silver	Included in Silver	\$1.50/covered life/year

# Expenses

	<b>FY13</b>	<b>FY14</b>	<b>FY15</b>	<b>FY16</b>
<b>4490 General Office</b>	8,400	24,500	33,600	35,300
<b>4500 Insurance</b>	6,000	8,400	10,000	10,000
<b>4600 Facilities/Utilities</b>	12,600	36,800	51,600	54,100
<b>5110 Salary</b>	168,000	490,000	672,000	706,000
<b>5170 Fringe</b>	35,300	102,900	142,000	148,300
<b>5210 Legal</b>	48,000	48,000	48,000	38,000
<b>5215 Accounting/Auditing</b>	25,200	48,600	51,000	53,000
<b>5235 Other Consulting</b>	35,000	35,000	35,000	35,000
<b>5500 Travel</b>	19,200	30,000	38,000	35,300
<b>5900 Other</b>	22,500	25,000	33,500	30,000
<b>7610 SaaS Maintenance</b>	1,000,000	1,340,000	1,400,000	1,575,000
<b>7620 Custom Requests</b>	220,000	140,000	150,000	150,000
<b>Total Expenses</b>	<b>\$1,600,200</b>	<b>\$2,329,200</b>	<b>\$2,664,700</b>	<b>\$2,870,000</b>



# Revenues

	<b>FY13</b>	<b>FY14</b>	<b>FY15</b>	<b>FY16</b>
<b>4300 Contract Revenue - SOA</b>	1,312,000	1,548,000	1,548,000	1,548,000
<b>4310 Fees - Hospitals</b>	118,200	409,200	560,700	576,000
<b>4320 Fees - Providers</b>	21,000	37,000	71,000	186,000
<b>4330 Fees - Payors</b>	114,000	300,000	450,000	525,000
<b>4390 Donations</b>	35,000	35,000	35,000	35,000
<b>Total Income</b>	<b>\$1,600,200</b>	<b>\$2,329,200</b>	<b>\$2,664,700</b>	<b>\$2,870,000</b>



If everyone is moving forward together,  
then success takes care of itself.

—Henry Ford

Gettin' good players is easy. Gettin' 'em to  
play together is the hard part.

—Casey Stengel



# Thank you

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