

The Second Health Information Technology Summit

Financial Incentives, HIT Pay-for- Performance, and Value-Based Purchasing

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Successful Strategy

Health
Information Exchange
Sustainable Model
Incentives

Technology Value

Adoption



Use



Automated Quality Reporting

Implementation Phases

Phase I:

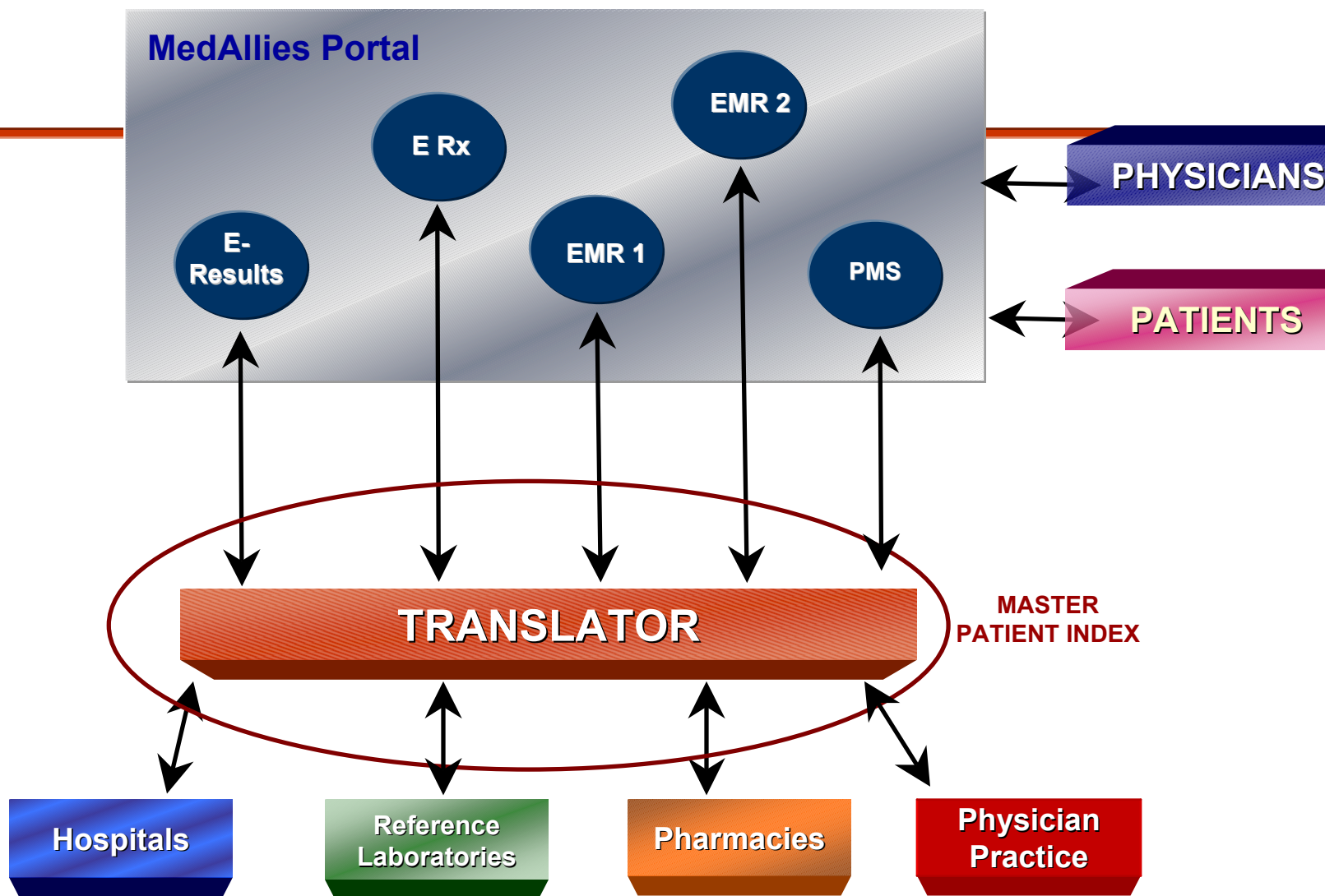
Adoption and Use

Phase II:

Quality Reporting

Phase I: Adoption and Use

- ❖ Build a Community-Wide Health Information Exchange
- ❖ Implement Applications
- ❖ Training and Support
- ❖ Incentive Development



Training and Support: MedAllies

❖ Industry average

- 7.5 hours per physician – Year 1
- Phone support – Post-implementation

❖ MedAllies

- 80 hours per physician – Year 1
- 40 hours per physician – Ongoing
- 24/7 Help Desk
- Local support / trainers
- 1.5 hours maximum onsite response time

Incentive Development

- ❖ Pay-for-Performance
- ❖ Technology
 - e-Results
 - e-Prescribing

Phase II: Quality Reporting

- ❖ Continue with Current Momentum
 - Over 500 Physicians
- ❖ Develop Consensus on Metrics
 - THINC Umbrella Committee
- ❖ Vendor System Reporting
- ❖ Standardize Reporting

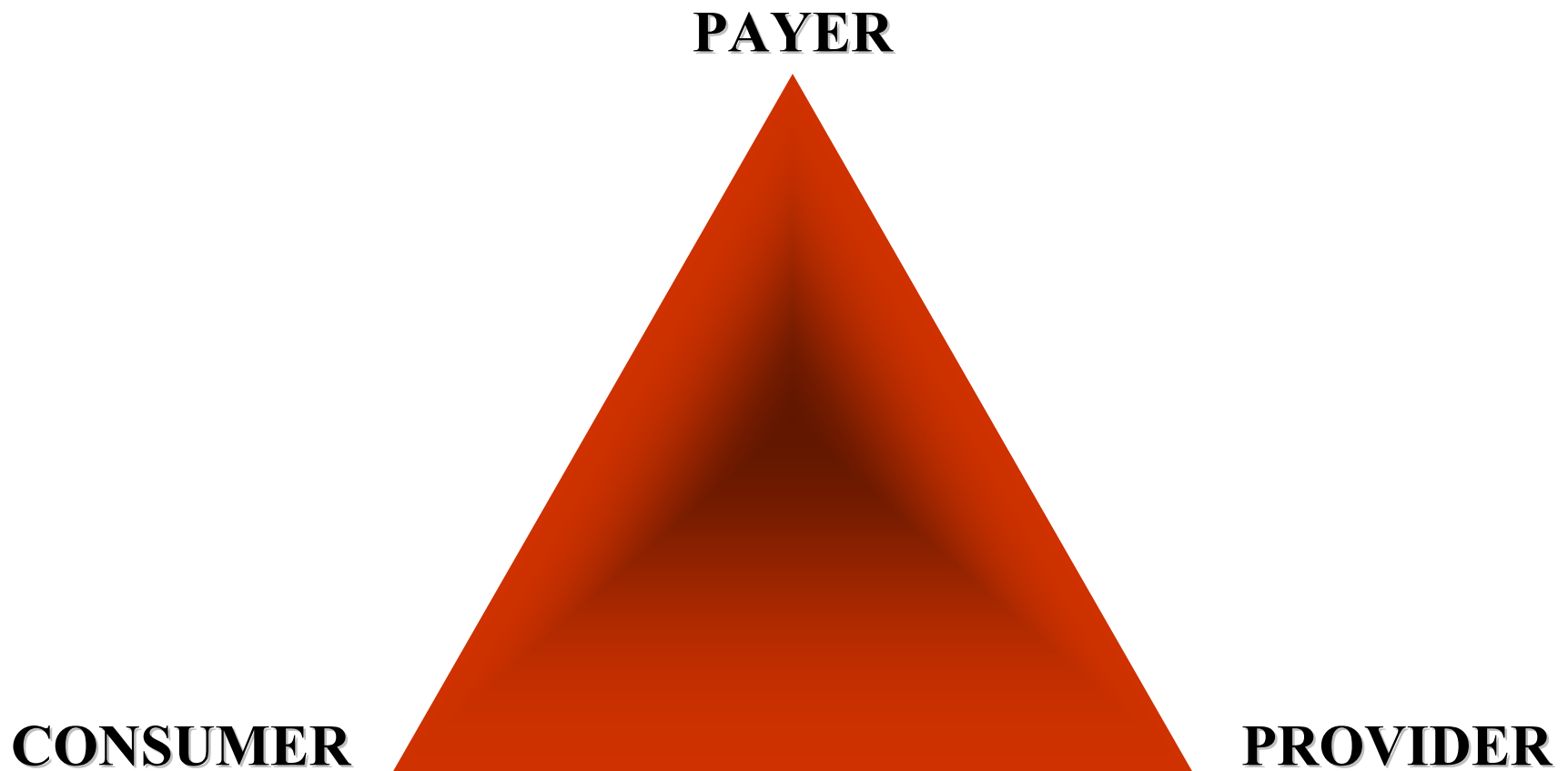
THINC Umbrella Committee

- ❖ Aetna Health Care
- ❖ AHRQ
- ❖ American Medical Association
- ❖ Bridges to Excellence
- ❖ Business Council of New York State
- ❖ CDPHP
- ❖ Center for Medical Consumers
- ❖ CH Energy Group
- ❖ CIGNA Health Care
- ❖ CMS
- ❖ eHealth Initiative
- ❖ Empire Blue Cross Blue Shield
- ❖ GHI
- ❖ Hospital Association of NYS (HANYS)
- ❖ HR Policy Association
- ❖ Hudson Health Plan
- ❖ Hudson River Community Health
- ❖ IBM
- ❖ IPRO Markle Foundation
- ❖ MedAllies, Inc.
- ❖ Medical Society of the State of New York
- ❖ MVP Health Care
- ❖ NCQA
- ❖ NorMet Regional Association
- ❖ NY Health Plan Association
- ❖ NYC Department of Public Health
- ❖ NYS Department of Civil Service
- ❖ NYS Department of Health
- ❖ NYS Office of Managed Care
- ❖ NYS Office of the Governor
- ❖ Oxford Health Plan
- ❖ Partners HealthCare System, Inc.
- ❖ Prime Care Management
- ❖ Taconic IPA
- ❖ United Health Care
- ❖ United Hospital Fund

Incentives

- ❖ e-Prescribing
- ❖ Bridges To Excellence
- ❖ Parallel Pathways

Success: Value Proposition



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Thanks for your time!

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