

# Incentives for Interoperable EHR Adoption..... .... and Sustained Utilization

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# Agenda

- **Definitions**
- **Why are incentives needed?**
- **Which might be appropriate?**
- **Why should one be happy to provide incentives?**
- **Barriers and Accelerators**
- **Conclusion**

# Definitions

- **Interoperable EHR – A clinical information system that contains patient specific information regarding treatment or management of the patient’s health.**
- **Incentive – A monetary instrument to subsidize the acquisition, implementation and ongoing use of the system.**
- **Sustained – Over a period not less than 5 years**

# Why are incentives needed?

- **Providers bear the work and expense to acquire, own and operate the systems.**
- **The benefits of the work accrue to parties other than (and in addition to) the providers themselves**
- **The costs to start (and start well) are barriers for many providers.**
- **It sure seems worth it on the surface.**

# Who could provide incentives?

- **Health Systems**
  - ▣ Why?
  - ▣ What is stopping them?
- **Health Plans**
  - ▣ Why?
  - ▣ What is stopping them?
- **Employers**
  - ▣ Why?
  - ▣ What is stopping them?
- **Pharmaceutical Manufacturers**
  - ▣ Why?
  - ▣ What is stopping them?
- **Device Manufacturers**
  - ▣ Why?
  - ▣ What is stopping them?

# Why should one be happy to provide incentives?

- **How does it help the top-line of:**
  - ▣ Health Plans
  - ▣ Health Systems
  - ▣ Pharma & Device Manufacturers
  - ▣ Employers
- **How does it help the bottom-line of:**
  - ▣ Health Plans
  - ▣ Health Systems
  - ▣ Pharma & Device Manufacturers
  - ▣ Employers

# Barriers and Accelerators

## ■ Barriers

- ▣ Laws
- ▣ Regulations
- ▣ Industry Fragmentation
- ▣ Implementation Risks
- ▣ Systems Vendor Stability
- ▣ Lack of Clear Connectivity & Standards

## ■ Accelerators

- ▣ Public-Private Partnerships
- ▣ Patient Health & Safety
- ▣ Economics of Efficiency
- ▣ Economics of Pattern Discovery
- ▣ Industry Leaders Stepping Up
- ▣ Proof Statements

# Conclusion

- **The Value Propositions Are Becoming Clear**
- **There is Still a lot of Fog**
- **Proven and Replicable Implementations Will Drive Success**
- **The Providers Cannot Succeed Alone**
- **No One Can Succeed Unless the Providers Succeed**
- **We Must Share the Load and Take the Risks to Achieve the Rewards**