

HIT Regional Extension Centers

Partnerships towards Meaningful Use of EHRs

Thursday, October 15, 2009

Maria E Rudolph, MPH

VP – Medical Informatics

HITRECs - Recap

- Just under \$600 million in funding
- Charge: Assist targeted group of providers in EHR adoption
 - Group purchasing
 - Implementation assistance/BPE
 - Connectivity to HIE
- 1000+ attendees on technical call 8/28
- Approx. 90 applications for R1 funding

ONC Webpage

- http://healthit.hhs.gov/portal/server.pt?open=512&objID=1335&parentname=CommunityPage&parentid=1&mode=2&in_hi_user_id=10741&cached=true
 - Link to FOA
 - Facts at a Glance
 - FAQs

HITRECs – Where We Are Now

- Many different types of organizations applying (must be NPOs) or supporting
 - QIOs
 - HIEs (especially those already implementing EHRs)
 - Medicaid collaboratives/local health depts
 - Local physician associations (e.g., state medical societies, ACP, AAFP)
 - IDN's and large hospital systems

HITRECs – EHR Association position

Letter to Dr. Blumenthal:

- HITRECs will require an increase informatics workforce
- HITRECs should maintain vendor neutrality
- HITRECs should provide HIE advice based on national best practices, e.g., HITSP specifications

EHR Association Recommendations

- Demonstrate the capacity to understand and affect those elements of provider operations most relevant to achieving and demonstrating meaningful use.
- Demonstrate the capacity to understand EHR and HIE vendor processes and capabilities in order to most effectively complement these.

Early Engagement Models

- **Narrow set of vendors with negotiated subscription model**
 - Arizona Medicaid Agency (AHCCCS) convened PACehR
 - Purchasing and Assistance Collaborative for Electronic Health Records
 - Multi-stakeholder effort to develop a group purchasing program for physicians in the state
 - Vetted and selected 2 vendors with assistance from Gartner
 - **Negotiated subscription model, training, etc.**

Pre-solicitation of EHR companies

- Arkansas Foundation for Medical Care (AFMC) - QIO
 - Sent out an RFI to vendors as part of its groundwork in applying for HITREC funds
 - Invited EHRs met at least one of the following
 - **Have an existing EHR presence in Arkansas**
 - **Are known to our DOQ-IT team, who are actively involved in this process**
 - **Are currently CCHIT 2009 certified**

Other HITRECs on the horizon

- California Medical
- Washington and Idaho
- North Carolina

Some are pre-soliciting information from EHR companies, others are waiting until they know if they are funded (December)

Models of deployment seem focused around group purchasing, but we are in the early stages of funding (i.e., HITRECs as EHR VARs)

Challenges for HITRECs

- **Maintaining EHR neutrality**
 - Multi-stakeholder input, particularly if supporting a narrow set of EHRs
- **Varying levels of selection and implementation support**
 - Limited numbers of implementation professionals
 - Broad, more generic support
 - Vendor-specific support
- **Sustainable business model (\$5k/per provider)**

Questions

Thank You!

Maria Rudolph
mrudolph@e-mds.com