

The Five levels of EHR Adoption

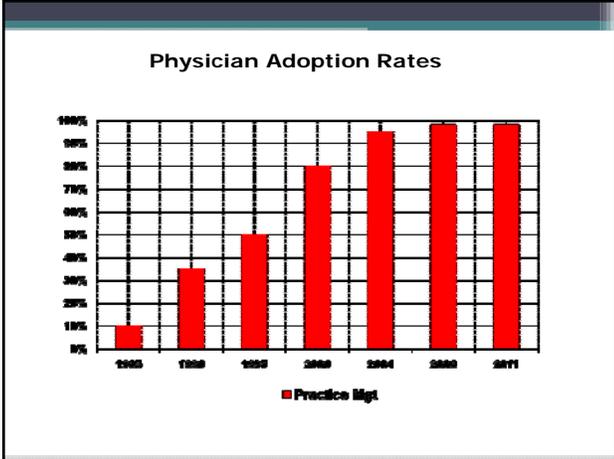
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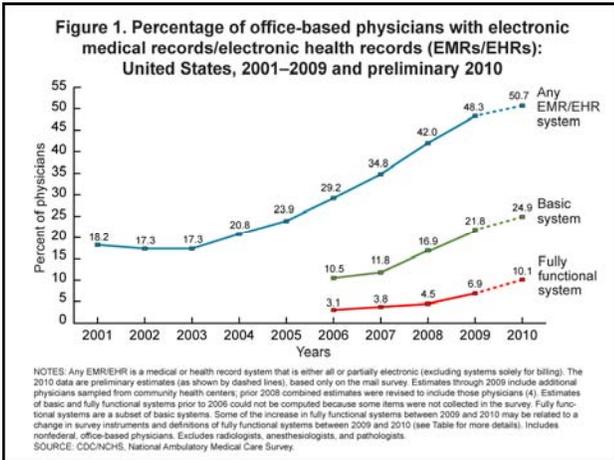
Why is this session important

- From 2009 and now in early 2011, the healthcare industry saw an explosion in interest in the ambulatory EHR marketplace
- Partially driven by quality indicators, HITECH, ARRA, P4P, and a relaxing in the Stark law that prohibited hospitals from funding community EHR initiatives.
- HBMA members are interested in developing innovative plan on how to handle EHR inquiries.
- Today, we will discuss the Five Levels of EHR adoption, a new concept for HBMA members.

Three way interaction







- ### Five Main Issues Facing HBMA Members
1. Each HBMA member must understand how “EHR adoption” will affect their business.
 2. Each HBMA member must understand that Physicians need a “Trusted Advisor”
 3. Therefore, each HBMA member must determine “how” they will provide “Trusted Advice”, and
 4. Since each HBMA member is “unique”, we need to create a multi stages for EHR adoption and Support, and
 5. Finally, each HBMA should contract with their own “Trusted Advisor” to determine which EHR Stage best meets their unique needs.
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So why are physicians not embracing EHR?

- 43% have some type of EHR in their Practice, but less than 7% fully use the product
- EHRs cost too much
- EHRs will slow me down
- EHRs have failed in other communities
- EHRs make me change the way I practice Medicine
- EHRs make me change the way I interact with my patients
- EHRs = less patients
- EHRs make the provider a "data entry clerk"

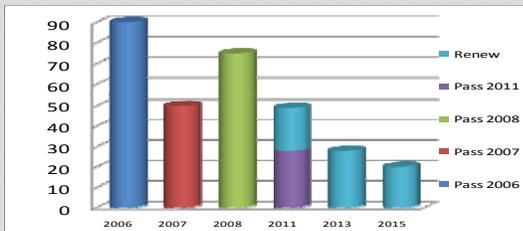
Five Stages of EHR Adoption

HBMA Member wants to provide trusted services by helping clients with their EHR decisions

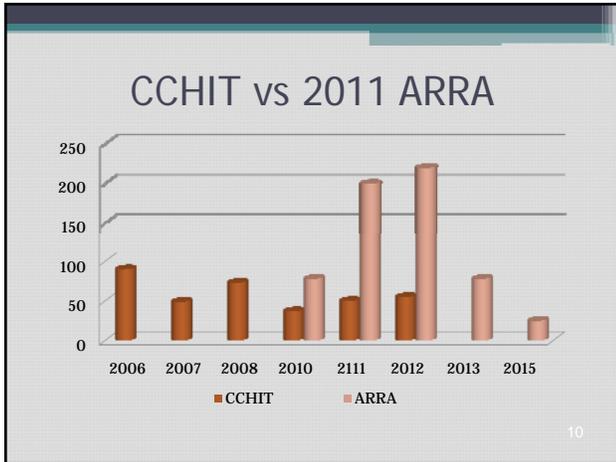
Stage 1	Member wants EHR vendor to sell, demo, train, and support the product
Stage 2	Member wants EHR vendor to sell, demo, train, and support the product. However, member will take first line of support on all issues and will market the product to their clients.
Stage 3	
Stage 4	
Stage 5	

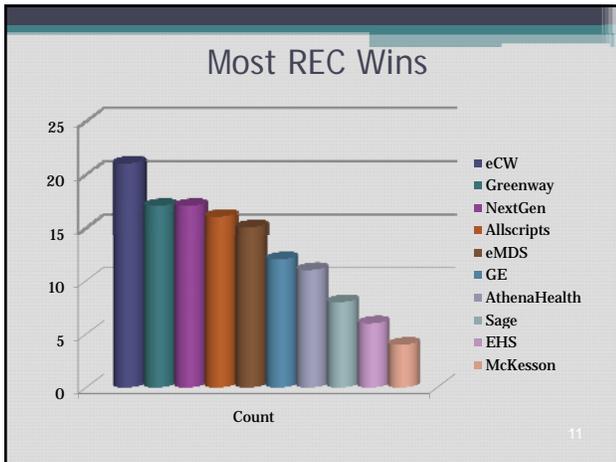
CCHIT Certified EHR Vendors

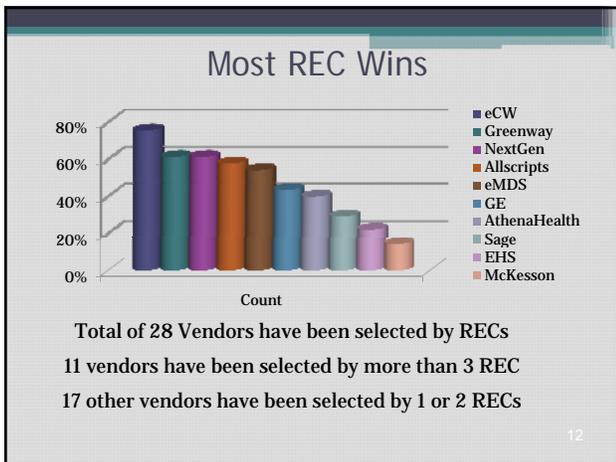
Certification is good for 2 years - but!!!!!!



As of September 13, 2010, only 37 EHR products have been 2011 CCHIT Certification







Top Ten Implementation Challenges to Achieving Meaningful Use

1. Capture the data electronically
2. Establish workflows (including medication reconciliation) to reinforce data entry
3. Drive provider adoption of and if possible involvement in adopting the EHR
4. Understand and enforce CPOE implementation requirements
5. Start e-Prescribing as soon as possible

Top Ten Implementation Challenges to Achieving Meaningful Use

6. Develop a process for managing Clinical Decision Support
7. Develop patient health information exchange workflows
8. Formulate a provider health information exchange strategy
9. Ensure privacy and security compliance
10. Initiate EHR-based quality performance measurement and reporting support

Take Home Message

- EHRs Can Improve Patient Service and Provide Financial Benefits.
- Physicians need help
- Physicians need a “trusted advisor”
- EHR Implementation is a “Bet the Practice” Proposition That Requires Adequate Resources and Investments to Achieve Success.
- Don't try to implement an EHR on your own! ☺



For More Information

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Q & A Session