
*Health Information Technology and
Information Exchange Networks: The State
of Play and Potential Models for
Sustainability*

A. John Blair, III, MD
President and Chief Executive Officer
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THINC

Successful Strategy

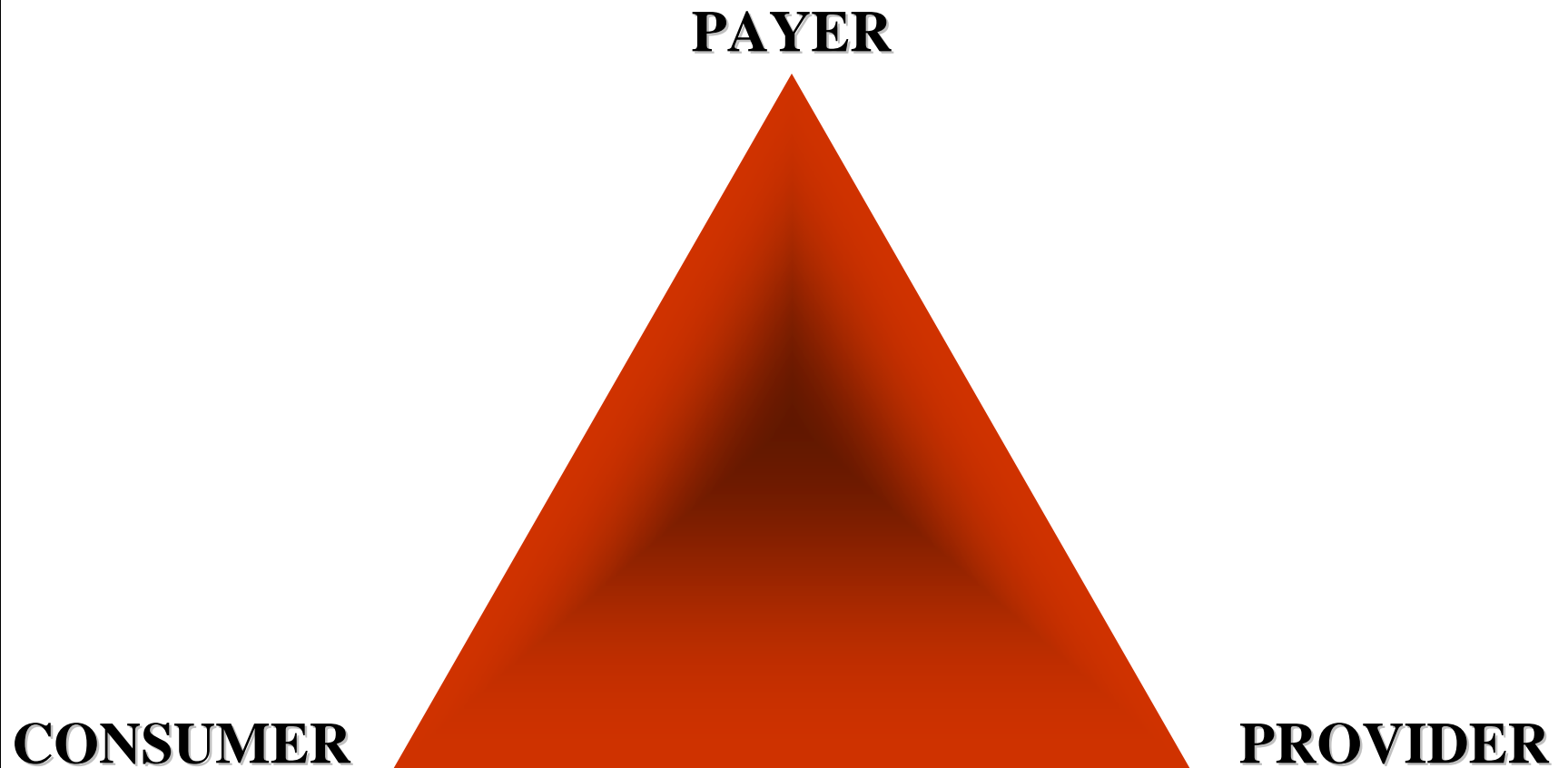
Health
Information
Exchange

Incentives

Sustainable Model

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Success: Value Proposition



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Organizations

Taconic IPA

MedAllies

THINC

Taconic IPA

- ❖ Founded 1989
- ❖ Not-for-Profit Organization
- ❖ Mid-Hudson Valley Region, New York State
- ❖ 8 Counties
- ❖ 3,000 Physicians / 600 Practices
- ❖ 1 to 70+ Physician Practice Size Range
- ❖ 5 Physicians – Average Practice Size
- ❖ Over 1.5 Million Covered Lives

Taconic IPA

- ❖ NOT a Staff Model
- ❖ Physicians NOT employed by Taconic IPA
- ❖ NO Centralized Control
 - Not an IDN
 - Not a Clinic
 - Not a University

Taconic IPA

- ❖ Independent Practitioners
- ❖ 80% of healthcare delivered nationwide in practices with less than 10 physicians (Forrester Research)

MedAllies, Inc.

- ❖ Founded 2001
- ❖ For-Profit Organization
- ❖ Service Bureau
- ❖ Community Data Exchange (CDX)
- ❖ Health Care Portal
- ❖ Local Technology Support

Local Technology Support

- ❖ Change Management Expertise
- ❖ Planning, Training, Implementation, Support
- ❖ Hardware / Network Support

Training and Support: MedAllies

❖ Industry average

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

❖ MedAllies

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

THINC

- ❖ Founded 2004
- ❖ Multi-Stakeholder Group
- ❖ Collaborative Model
- ❖ Umbrella Committee
- ❖ Multiple Sub-Committees
- ❖ No Formal Governance Structure
- ❖ Not 501 c (3)

THINC Stakeholders

- ❖ Employers
- ❖ Payers
- ❖ Physicians
- ❖ Hospitals
- ❖ State
- ❖ Federal
- ❖ Trade Associations – AMA, MSNY, NYHPA

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

Workgroup for Quality Metrics

AHRQ / AQA

Jon White, MD

AMA

Karen S. Kmetik, Ph.D.

BRIGHAM & WOMEN'S HOSPITAL

Rainu Kaushal, MD

eHEALTH INITIATIVE

William R. Braithwaite, MD, PhD, FACMI

IBM

Christopher Nohrden, MPH, CIH

IPRO

Alan Silver, MD, MPH

MEDALLIES

A. John Blair, III, MD

NATIONAL QUALITY FORUM

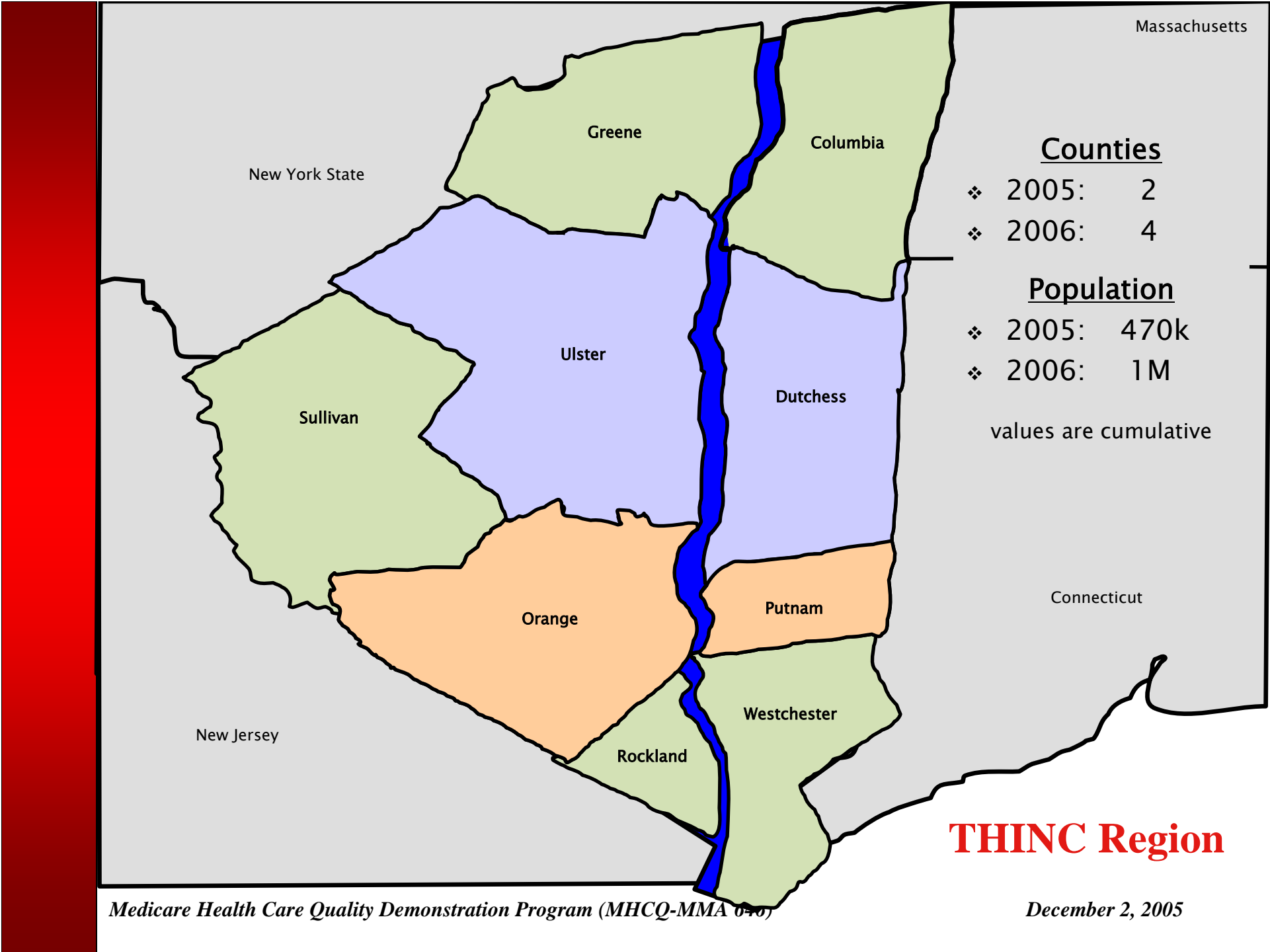
Janet Sullivan, MD

NCQA

Philip Renner, MBA

TACONIC IPA

Michael D. Freedman, MD



THINC Regional Overview

❖ Potential

- 9 counties - 2.3 M residents

❖ Current Focus:

- 2 counties – 470,000 residents
 - 500 Physicians
 - 4 Hospitals
 - 2 National Labs

THINC Solution

- ❖ Community Wide Data Exchange
- ❖ Implement Applications
 - Incremental Approach
 - Cost Sensitive
- ❖ Training and Support
- ❖ Incentive Alignment
- ❖ Interoperability

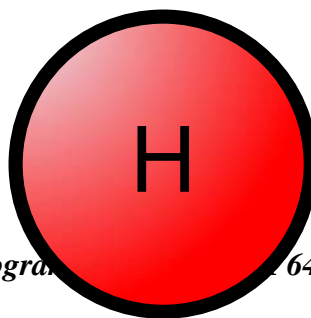
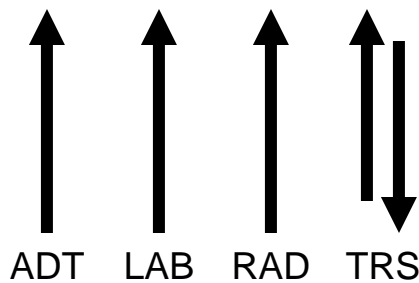
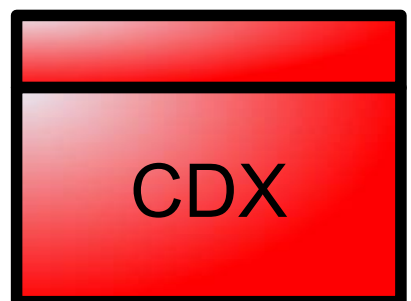
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Community Wide Data Exchange



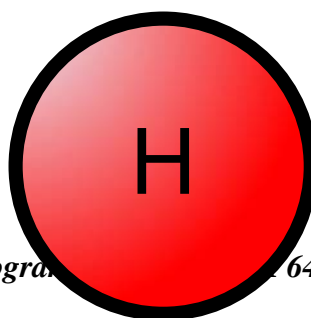
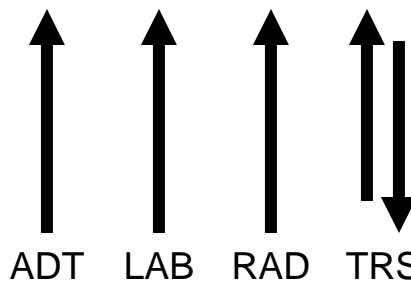
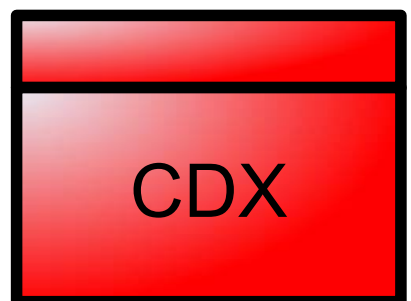
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Hospitals



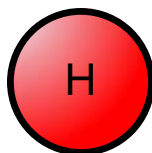
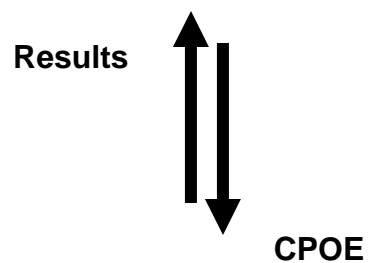
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Hospitals



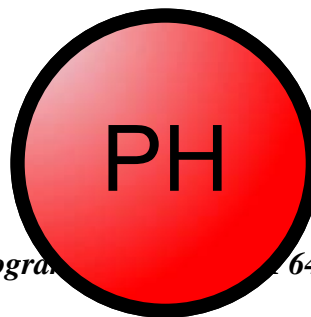
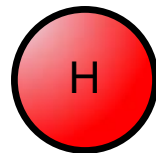
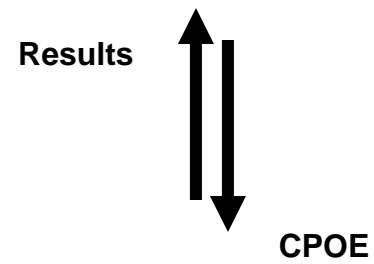
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Laboratories



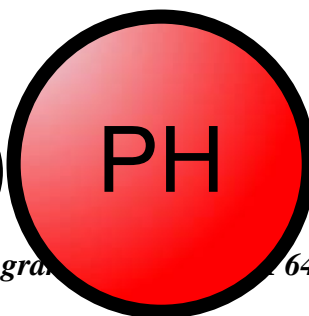
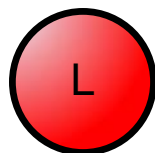
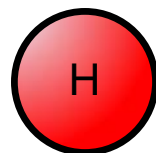
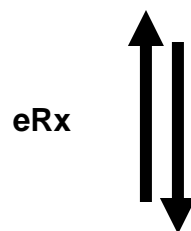
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Laboratories



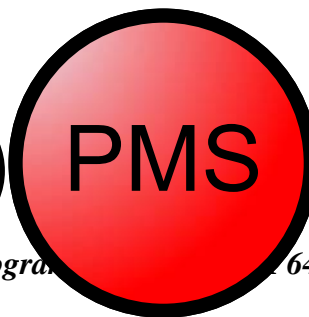
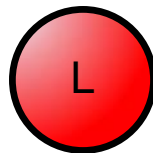
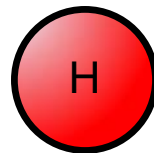
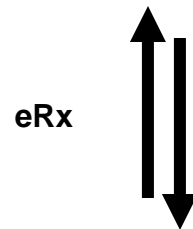
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Pharmacy



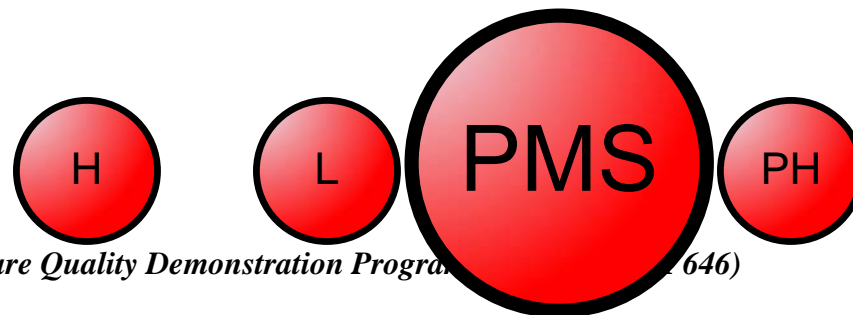
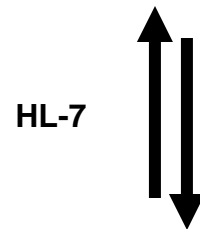
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Pharmacy



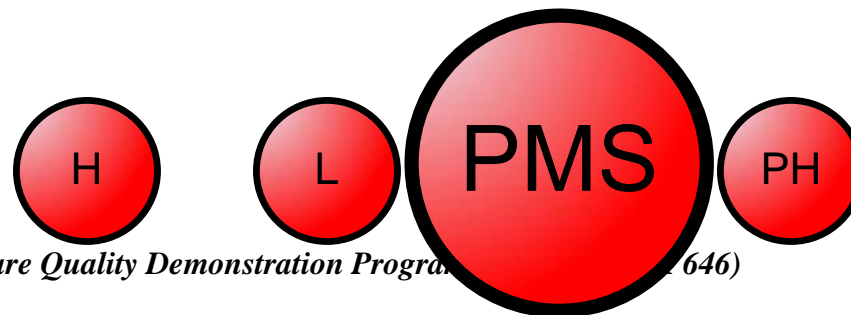
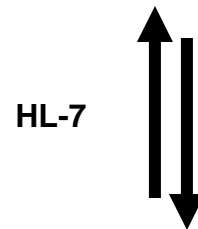
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Physician Practice

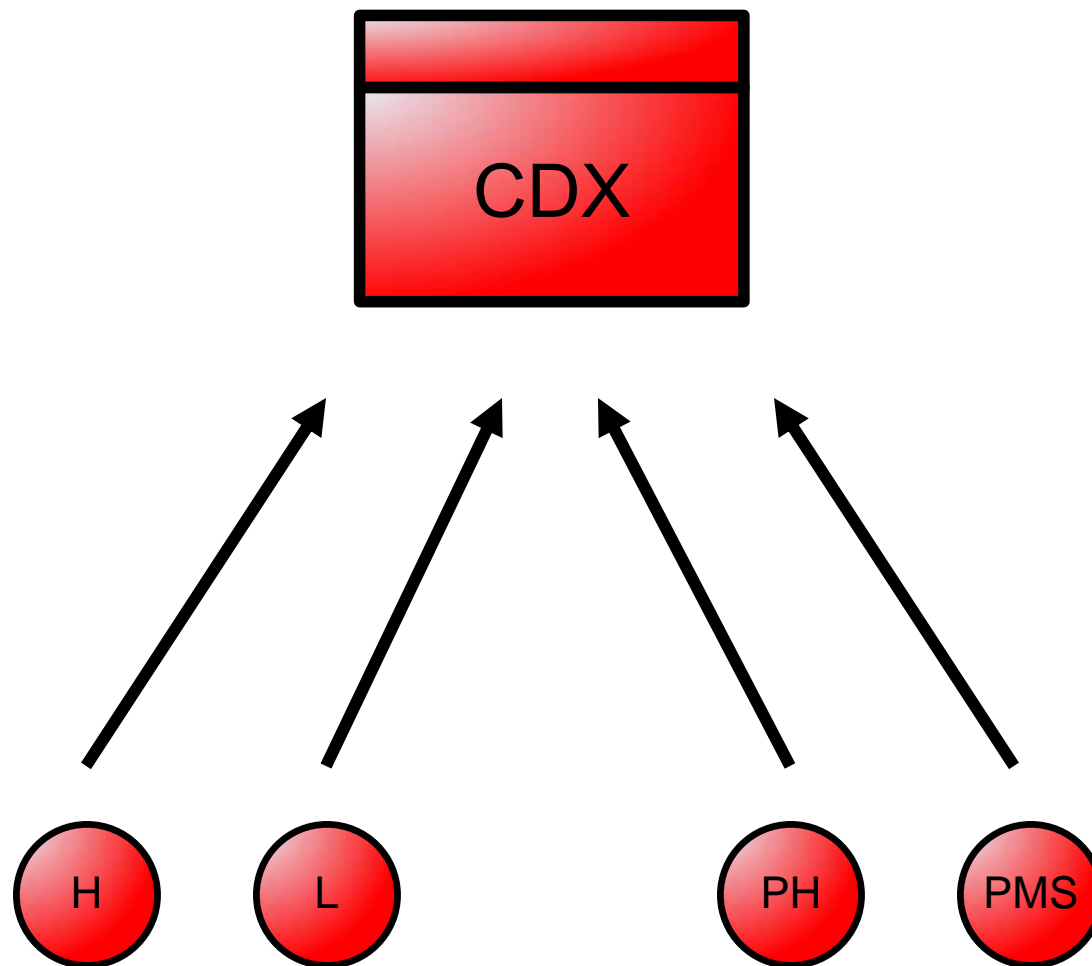


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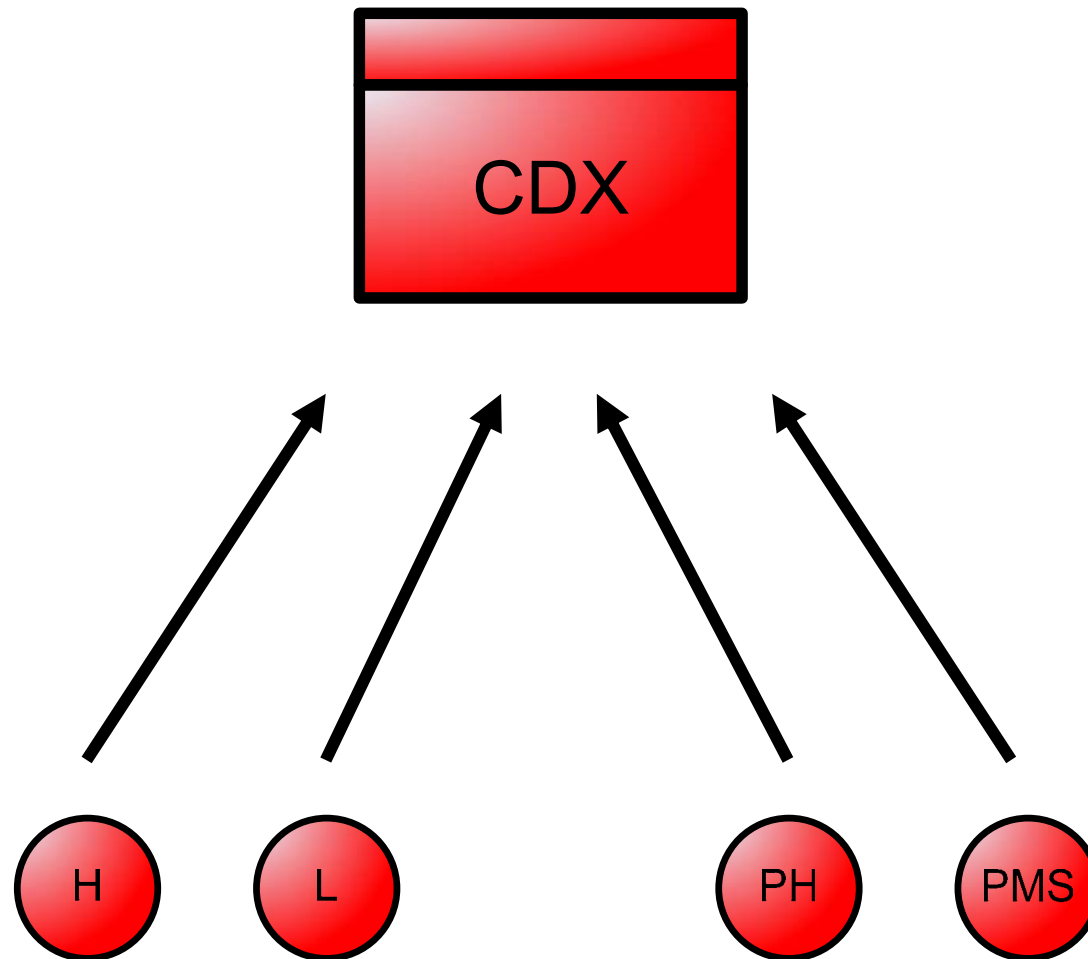
Physician Practice



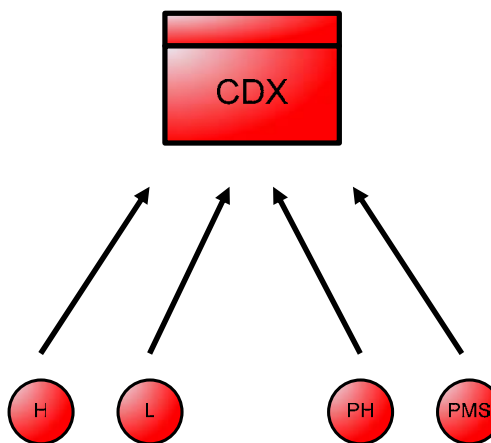
Data Exchange



Data Exchange

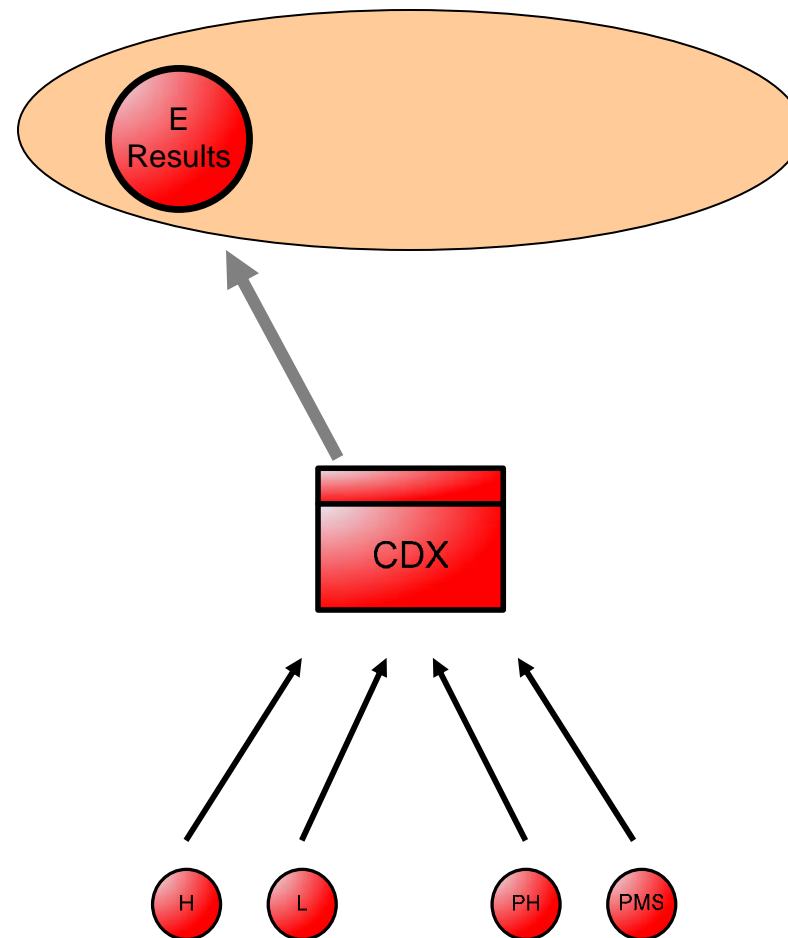


Data Exchange



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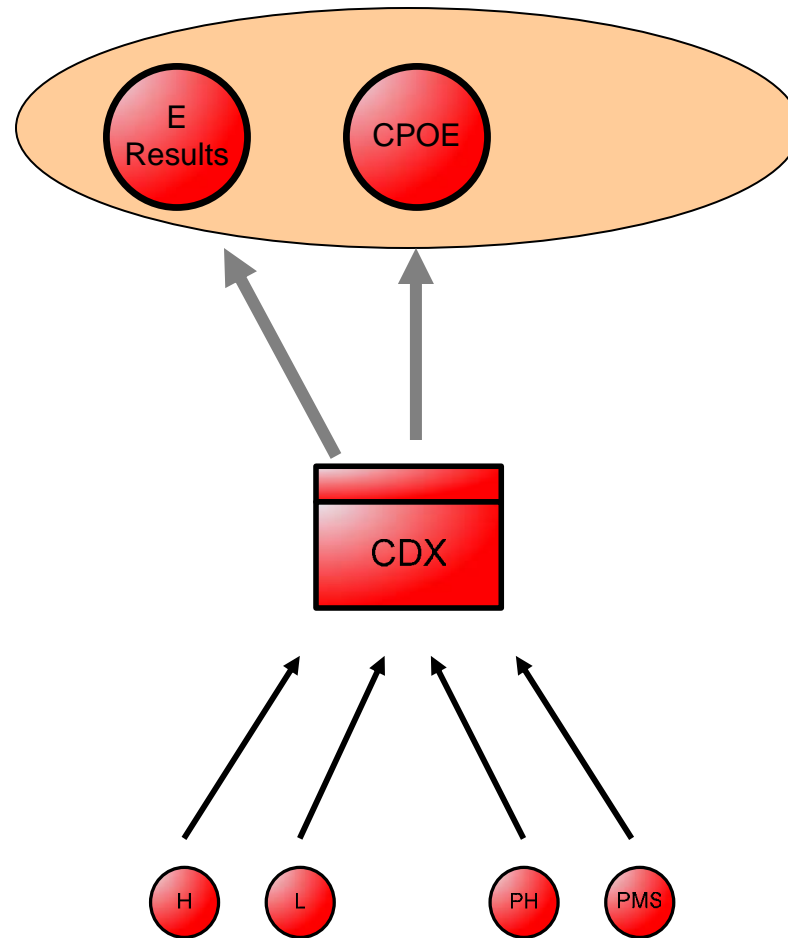
MedAllies Portal E Results



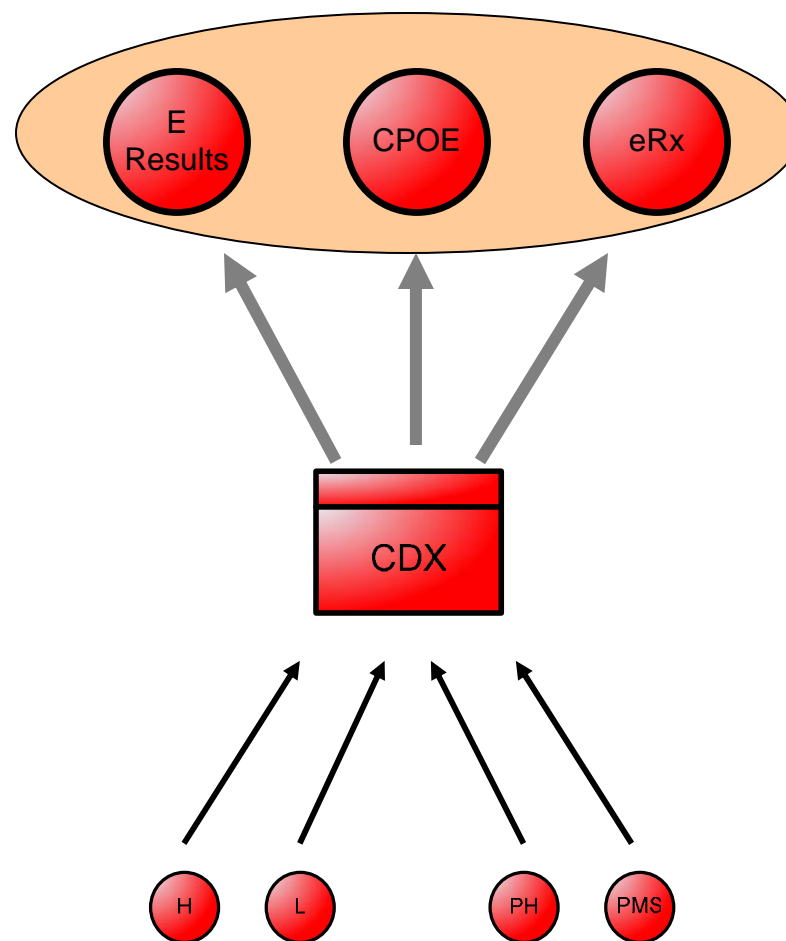
Medicare Health Care Quality Demonstration Program (MHCQ-MMA 646)

December 2, 2005

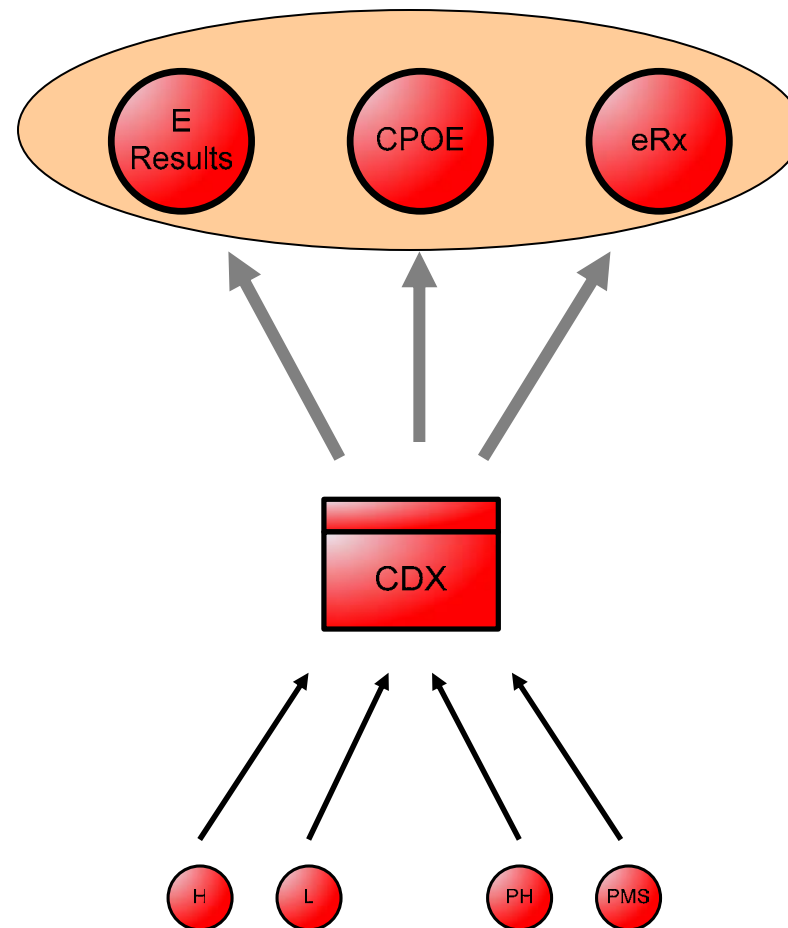
CPOE



eRx

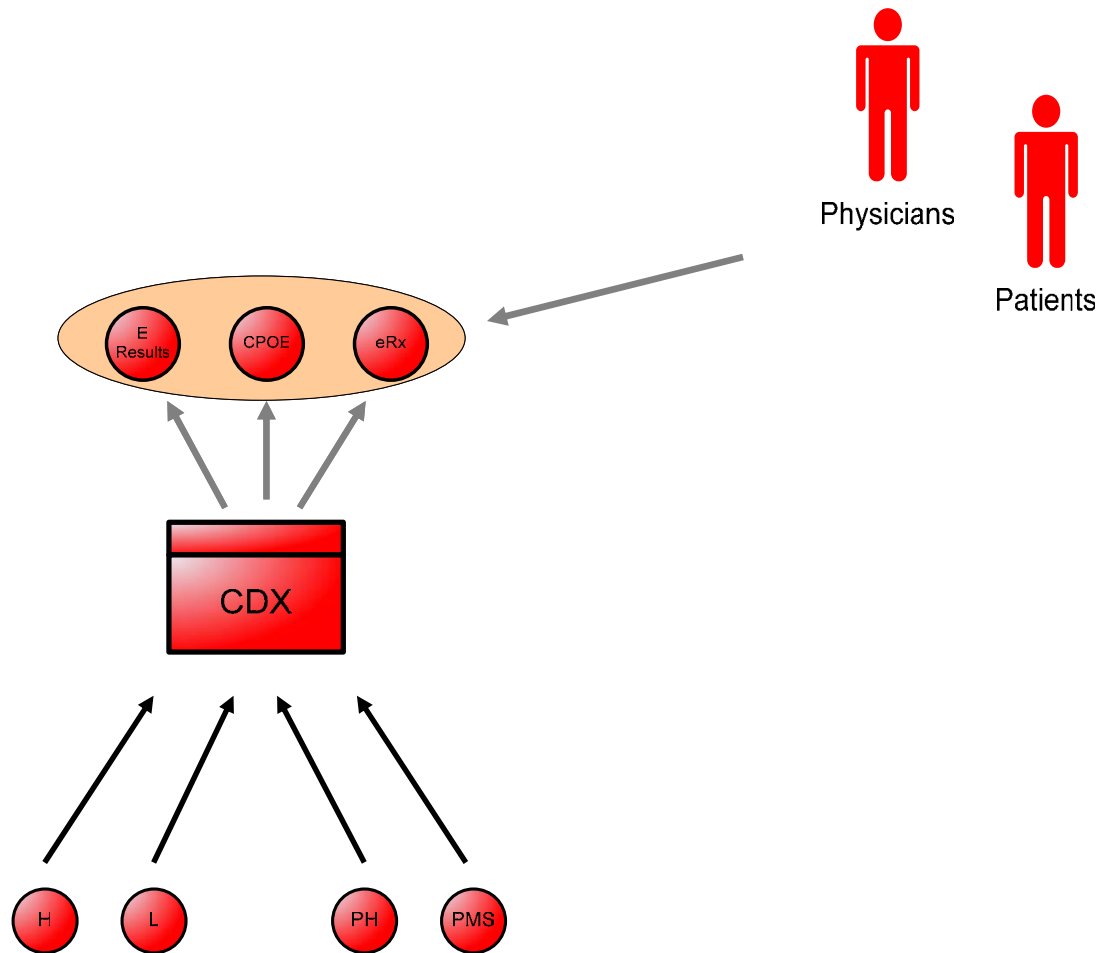


Community Data Exchange



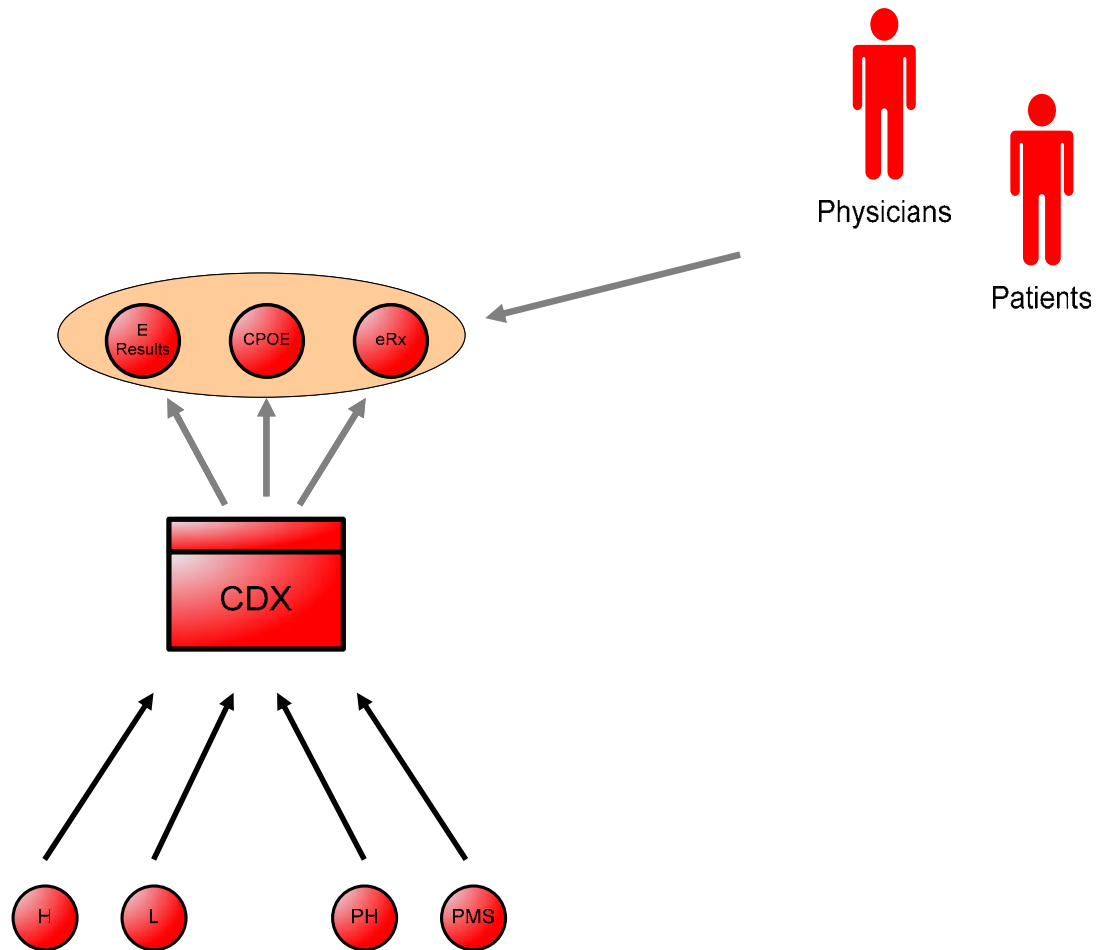
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Community Data Exchange

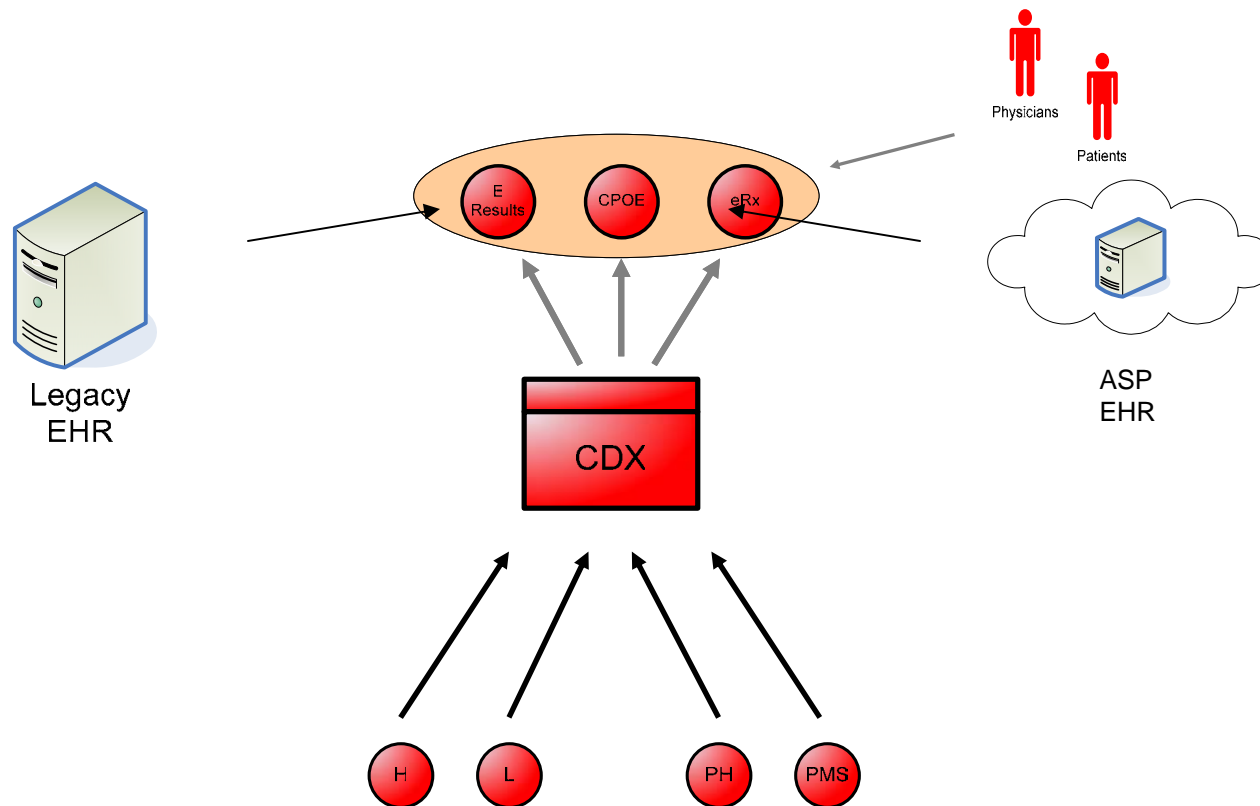


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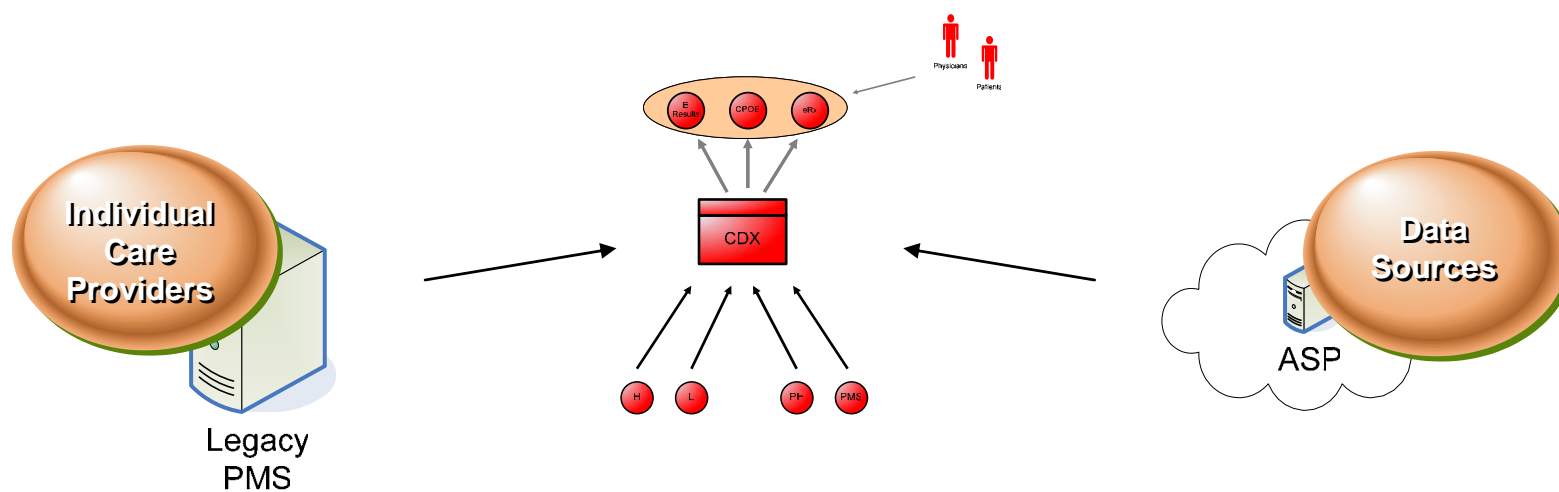
Community Data Exchange



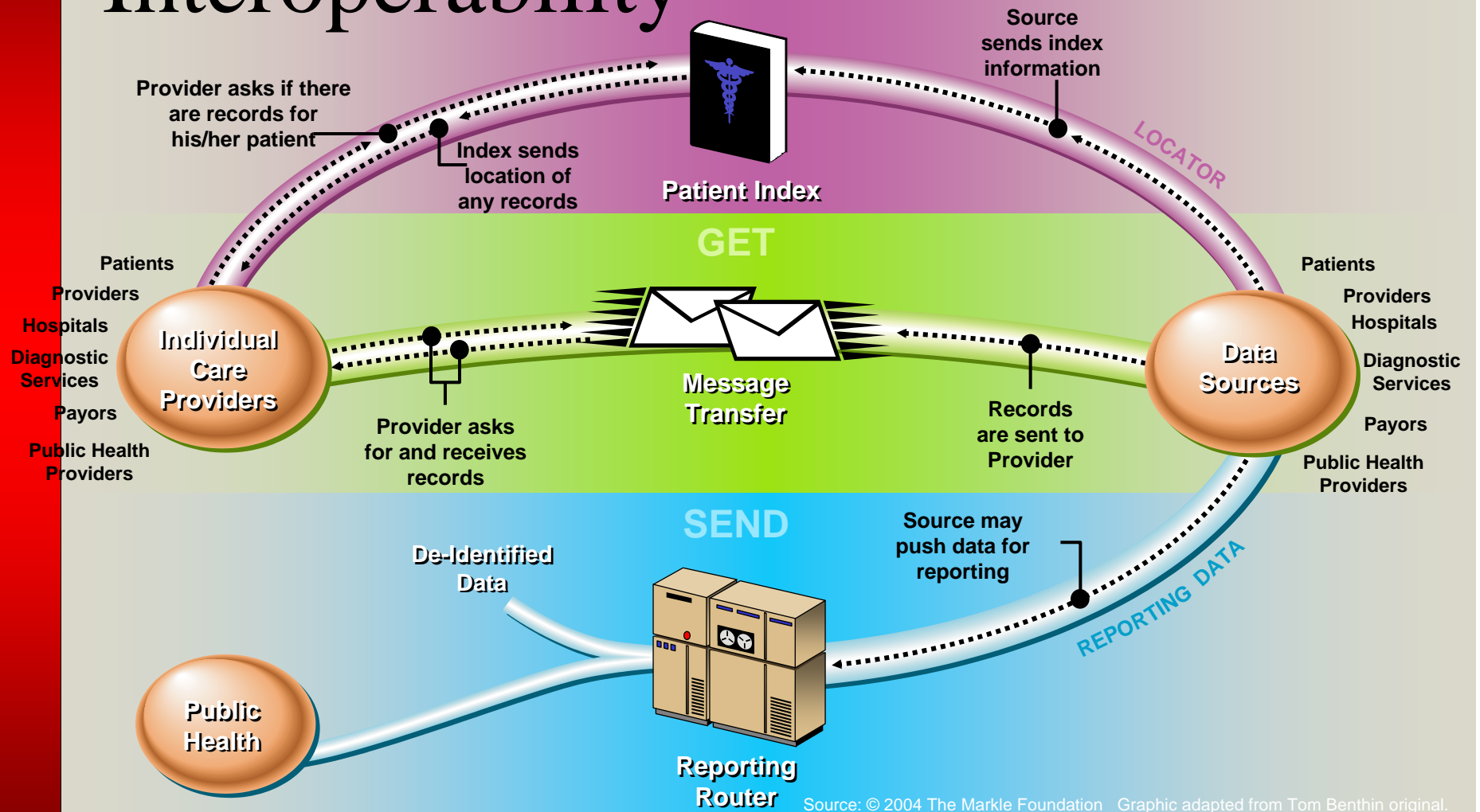
Community Data Exchange



Data Source



Interoperability



Source: © 2004 The Markle Foundation Graphic adapted from Tom Benthin original.

Source: © 2004 The Markle Foundation Graphic adapted from Tom Benthin original.

Quality Reporting Project

- ❖ Quality Measures
- ❖ Vendor EHRs
- ❖ Reporting Pipe
- ❖ Standardized Report

Incentive Development

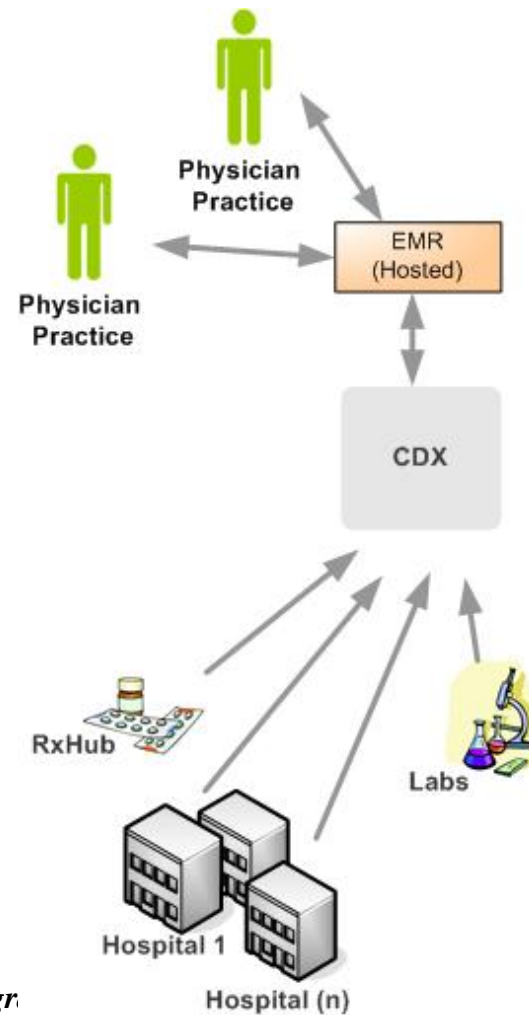
- ❖ Pay-for-Performance
- ❖ Technology
 - e-Results
 - e-Prescribing

Matrix of Clinical IT Incentives

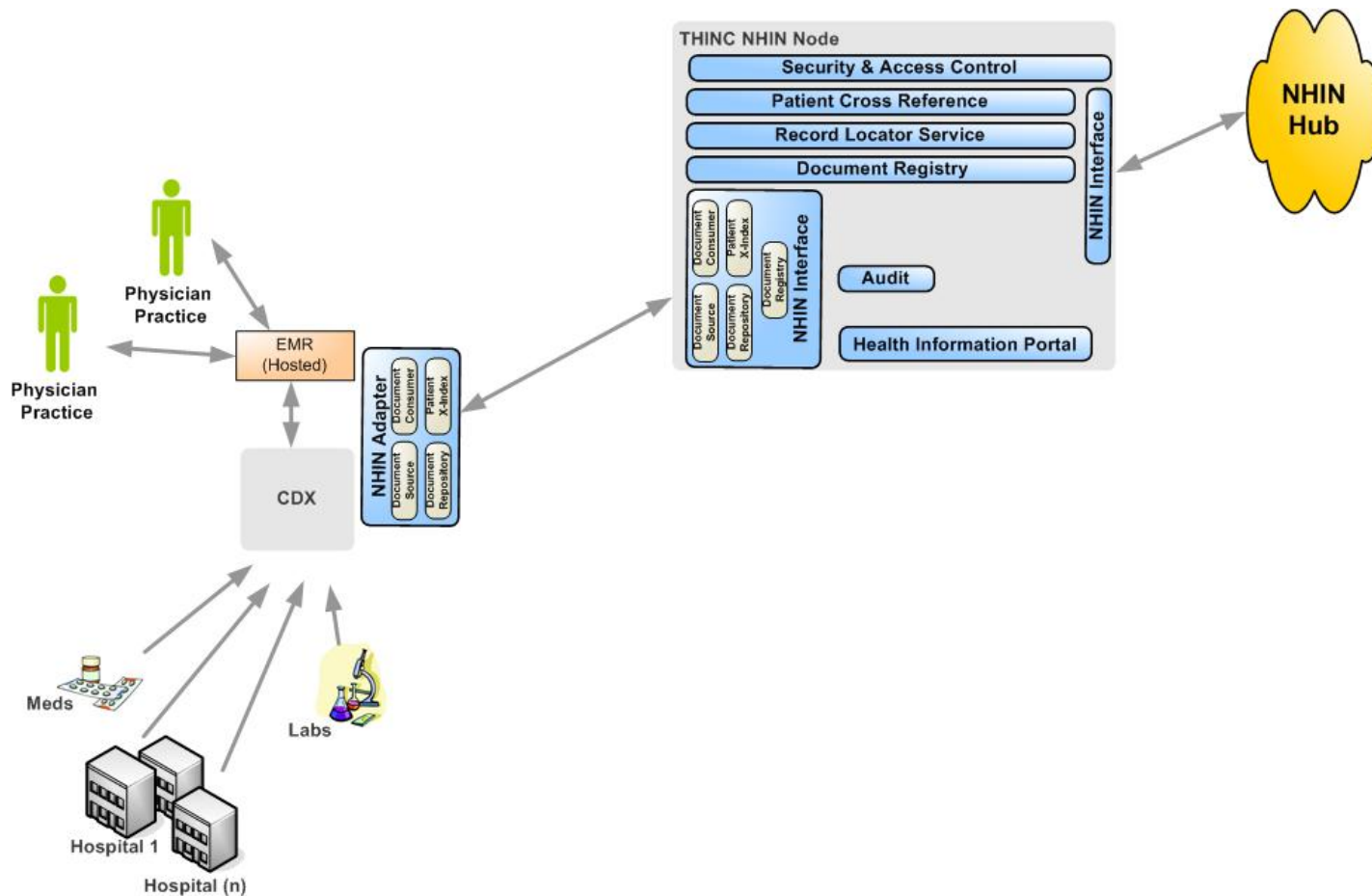
PHYSICIAN: JANE R. DOE, MD					
Incentive Sponsor	Maximum Incentive Amount	Expected Annual Increase in Generic Rx %	# Eligible Patients	# Months of PCP Eligibility	Maximum Annual Payment
<u>eRx & Generic Rx</u>					
MVP eRx Adoption	\$.40 pmpm	n/a	200	12	\$ 960
MVP Generic Rx	\$.25 pmpm	5	200	12	\$ 600
IBM eRx Adoption	\$.25 pmpm	n/a	100	12	\$ 300
IBM Generic Rx	\$.25 pmpm	5	100	12	\$ 60
CH Energy eRx Adoption	TBD	n/a			TBD
Hudson Health Plan	TBD	n/a			TBD
Bridges to Excellence POL Only	\$ 40.00 pmpy	n/a	20	n/a	\$ 800
OR					
Bridges to Excellence POL & DPRP/CCRP	\$50.00 pmpy	n/a	20	n/a	\$ 1,000
TOTAL (POL only)			320		\$ 2,720

THINC Technical Overview

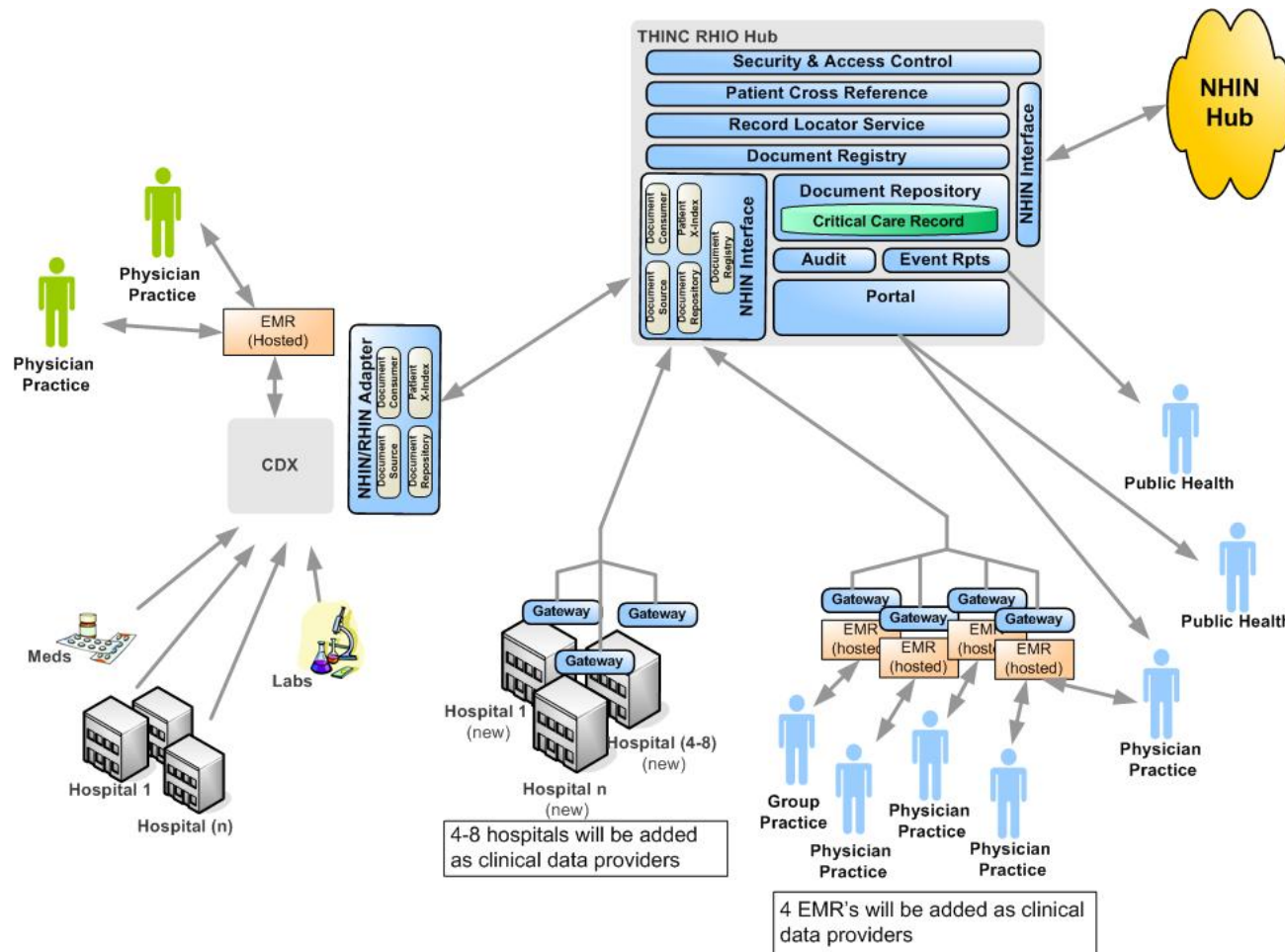
Current HIE Environment



Anticipated NHIN Architecture Prototype



HEAL-NY NHIN Project Objectives



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Taconic Health Information Network & Community

Thanks for your time!

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