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CEO – Missouri Health Connect

MISSOURI
HEALTH
CONNECTION



MHC At-A-Glance

- ▶ Private non-profit 501c3 HIE established in 2011 with HITECH funds
- ▶ 15 member board of directors, majority Participants, member governed
- ▶ HIE platform = InterSystems HealthShare
- ▶ Centralized data governance structure and policies
- ▶ Transitioning from Opt-In to Opt-Out patient consent policy in 2020



MHC At-A-Glance

- ▶ Serving the Midwest: MO, KS, IL, AR, OK
- ▶ 3rd largest HIE in U.S. = 24M health records, 15M unique patients, 330k+ square miles
- ▶ Participants include:
 - 88 hospitals
 - 440+ clinics (ambulatory, behavioral health)
 - Post-acute, hospice and home health organizations
 - 3 health plans
 - 2 ACOs
 - 2 health care trade associations



MHC At-A-Glance

▶ Services:

- Bi-Directional Clinical Document Exchange = >1.1M documents exchanged (queried) per month
- ADT Encounter Notifications = >950k alerts generated per month
- Direct Secure Messaging
- MU/PI Public Health Reporting
- Business Continuity & Disaster Recovery services
- Custom solutioning
- Advocacy & Government Relations services
- Enterprise Analytics (Deployed in Q4 2020)

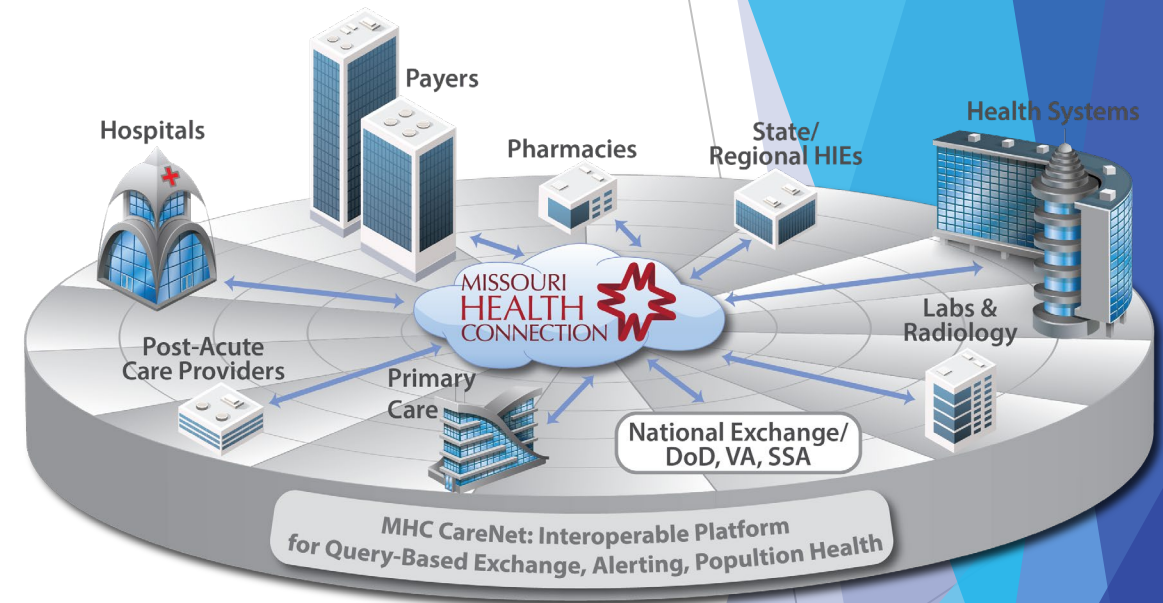


MHC's Strategy for Success

An HIE's work is hard, complex, resource intensive, expensive and challenging. **Ensuring MHC's Participants and Stakeholders are educated about how HIEs enable interoperability has been important and beneficial for customer retention, satisfaction and sustainability.**

HIEs are essential and provide value as a niche service provider

- Connector: a single community connection to bridge health care stakeholders
- Hub: an unbiased, agnostic and trusted beholder of health information
- Aggregator / Normalizer: creator of a longitudinal, consolidated unified health record



MHC's Strategy for Success



MHC's Organizational Values create the foundation to build sustainability & be deemed essential



▶ Equality

- Open to all stakeholders
- Participants are treated equal
- All data is of equal value



▶ Trust

- Vendor neutral and agnostic
- Mission driven organization to serve a public good



▶ Excellence

- Performance and results driven services that provide meaningful and actionable value and return on investment



▶ Innovation

- Serve as a premiere HIE that is proactive, adaptable and competitive services and solutions that transform the delivery of care

MHC's Strategy for Success

▶ Data Quality & Quantity

- Collect as much data from local, state, regional and national data sources
- Data normalization
- Robust content
 - Clinical Data: demographics, ADTs, CCDs with labs, radiology, diagnosis, allergies, encounters, medications, clinical notes, discharge summaries
 - Claims Data: transform into the aggregated health record
 - Registry Data: disease, public health
 - Social Determinants: social and economic influences on health status

▶ Utilization

- Workflow is key
- Focus on data push-based services
- Use cases for all departments (i.e. clinical, quality, population health, risk-based contracts, fiscal and operational)

▶ Optimization

- Routine education and business development activities and contact to ensure all Participants are using as many MHC services as possible across their organization



MHC's Strategy for Success

- ▶ Advertise expertise in interoperability
 - Technical
 - Capabilities, service delivery and reliability, experience, skilled personnel, platform all have an impeccable record that beats the competition
 - Operational
 - Small but mighty shop that put efficiency to the test
 - Leading example for the health IT industry in the Midwest
 - Policy & Politics
 - CMS, ONC, TEFCA, state and local laws/regs
 - Vendor relations
 - Patient advocacy
 - Stakeholder management
 - Federal, State and local agencies, elected officials



MHC's Short-Term Strategic Goals



- ▶ Continue to take advantage of the HITECH 90/10 funding with Medicaid
- ▶ Continued Onboarding
- ▶ Innovation through new services for any health care stakeholder
 - Clinical Trial partnerships
 - Patient Portal
 - Analytics
 - Advanced Directives Registry
- ▶ Mitigating EHR vendor contingencies
 - Identify strategies to: reduce dependencies on EHR vendor resources, queue times and capabilities
- ▶ Metrics Reporting to support education, awareness and business development
 - ▶ Community benefit report
 - ▶ Utilization report
- ▶ Advocacy Efforts:
 - HIE to be a public utility for State of MO for all state and local agencies
 - Medicare, Medicaid, Commercial reimbursement for providers invested in HIE
 - Continue to educate stakeholders on the limitations and value of Carequality & CommonWell as data sources but are not a replacement for an HIE
- ▶ Invest in HIE-to-HIE relationships that:
 - Consolidate markets, resources, expertise, technology, services to enhance sustainability and adoption
 - Build out a nation-wide ADT notification network and facilitate clinical document exchange that creates additional value and revenue opportunities



MISSOURI HEALTH CONNECTION

Thank You & Please Contact MHC for More Information

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What is driving demand for HIE?

Shift to value-based care

Improved care coordination across the
continuum

Federal requirements to exchange information

Aggregation of clinical data available

Blurring lines between health systems/hospitals
and health plans managing patients/members



CORHIO™
COLORADO REGIONAL HEALTH
INFORMATION ORGANIZATION


Morgan Honea


CEO – Colorado Regional Health
Information Organization




CORHIO by the Numbers





 **7.3 Million**
Unique Patients in Colorado
(8 million nationwide)


 **19,000**
HIE Users


6,600
Providers Participating


 **143,000**
Patient Charts Accessed in PatientCare®
360/Month

 **2 Million**
Notifications Sent/Month

 **423,000**
Patient Result Messages Sent to EHRs/Month

 **73**
Hospitals Live
(66 Data Senders)
10 Labs Live



 **79,000**
Ambulatory Care Summaries Added/Month

Hospitals, Labs, Imaging & Payers – Connected



- Payers/ACOs:**
- Aledade
 - Anthem
 - Bright Health
 - CCMCN/CACHIE
 - HealthONE Colorado Care Partners
 - Colorado Access
 - Colo Department of Health Care Policy and Financing
 - Delta Dental of Colorado
 - Department of Defense
 - FullWell
 - Kaiser Permanente
 - Physician Health Partners
 - Rocky Mountain Health Plans
 - UnitedHealth Group

- Other Hospitals:**
- Animas Surgical Hospital*
 - Conejos County Hospital
 - Craig Hospital*
 - Estes Park Medical Center
 - Melissa Memorial Hospital*
 - Miners' Colfax Hospital*
 - Mt. San Rafael Hospital
 - Pagosa Springs Medical Ctr
 - Parkview Medical Center
 - Prowers Medical Center
 - Rio Grande Regional Hospital
 - San Luis Valley Regional Medical Center
 - Sedgwick County Memorial Hospital*
 - Wray Community District Hospital*
 - Yuma District Hospital*
- * query only

- Labs & Imaging Centers:**
- Colorado Lab Services
 - Gastroenterology of the Rockies
 - Health Images/Colorado Springs Imaging
 - LabCorp
 - MetroPath
 - PENRAD Imaging
 - Quest Diagnostics
 - Schryver Medical
 - Touchstone Medical Imaging
 - UniPath

Hospitals, Labs and Imaging – In Process to Connect



Independent Hospitals:

- ▶ Arkansas Valley Regional Medical Center
- ▶ Colorado Plains Medical Center
- ▶ Denver Health & Hospital Authority
- ▶ Kit Carson County Memorial Hospital
- ▶ Lincoln Community Hospital
- ▶ Miners Colfax Medical Center
- ▶ Southwest Memorial Hospital
- ▶ Spanish Peaks Regional Health Center

Labs/Imaging Centers:

- ▶ Invision Sally Jobe
- ▶ Millennium Health
- ▶ SimonMed
- ▶ Southwest Diagnostics Center of Colorado Springs, LLC

View All Participating Providers



Visit www.corhio.org and select Participating Providers

Zoom in or out on the interactive map

Search by Physician Office, Hospital, or Clinic Name and/or by City or Zip Code

Export the list into an Excel file

Sort the list by clinic/participant name, provider type, city, or HIE connectivity status

Participating Providers

Search Our Database...

Physician Office, Hospital or Clinic Name...

City

Zip Code

Radius

Search

Export

Participant Name	Participant Type	City	Status
1st Allergy Asthma and Pediatrics Too	Physician Office	Centennial	Connected
460th Medical Group	Physician Office	Aurora	Connected
ABC Pediatrics	Physician Office	Colorado Springs	Agreement/Implementation
Academy Women's Healthcare Associates	Physician Office	Colorado Springs	Connected
Accel at Golden Ridge	Long Term Care	Golden	Agreement/Implementation
AccentCare Home Health of Mountain Valley LLC	Home Health	Windsor	Connected