



Virginia Health IT (VHIT)

Regional Extension Center

6th Annual VA HIMSS
Fall Conference

October 29, 2010

Objectives

- Understand role of the Virginia Health IT Regional Extension Center
- Identify ways your organization may be able to partner with the Virginia Health IT Regional Extension Center

Focusing on Healthcare Needs



"Our goal is for all Americans to live healthier, more prosperous, and more productive lives."

– Secretary Sebelius

- The Regional Extension Centers were established under the American Recovery and Reinvestment Act (ARRA) through the Health Information Technology for Economic and Clinical Health (HITECH) Act.
- Program administered by Department of Health & Human Services, Office of the National Coordinator for Health IT.



Virginia Health IT Regional Extension Center

Service Area: Commonwealth of Virginia

Mission: The Virginia Health Information Technology Regional Extension Center provides assistance that makes it easier for the Commonwealth's *priority primary care providers* to adopt electronic health records, integrate them into the patient care process, and attain meaningful use.

VHIT Partners

Subawardees:

- Center for Innovative Technology (CIT)
- Community Care Network of Virginia (CCNV)

Key Supporters:

- Medical Society of Virginia
- Virginia Academy of Family Practice
- Virginia Hospital & Healthcare Association
- And nearly 20 other healthcare stakeholders

Priority Primary Care Providers

The Federal Government subsidizes our assistance to:

Primary care providers: Internal Medicine, Family Practice, Pediatrics, Obstetrics/Gynecology, in groups of 10 or fewer.

- Practice can be owned by a not-for-profit hospital if hospital has a patient mix of 25% or more Medicaid + uninsured

Providers that serve an underserved population(s): Federally Qualified Health Center, critical access or public hospital, Rural Health Clinic, those with a high volume of Medicaid or other disadvantaged patients

Goal of VHIT is Meaningful Use

VHIT can help *priority primary care providers position themselves for the Medicare or Medicaid incentives* by making meaningful use of a certified EHR.

We can work with providers that:

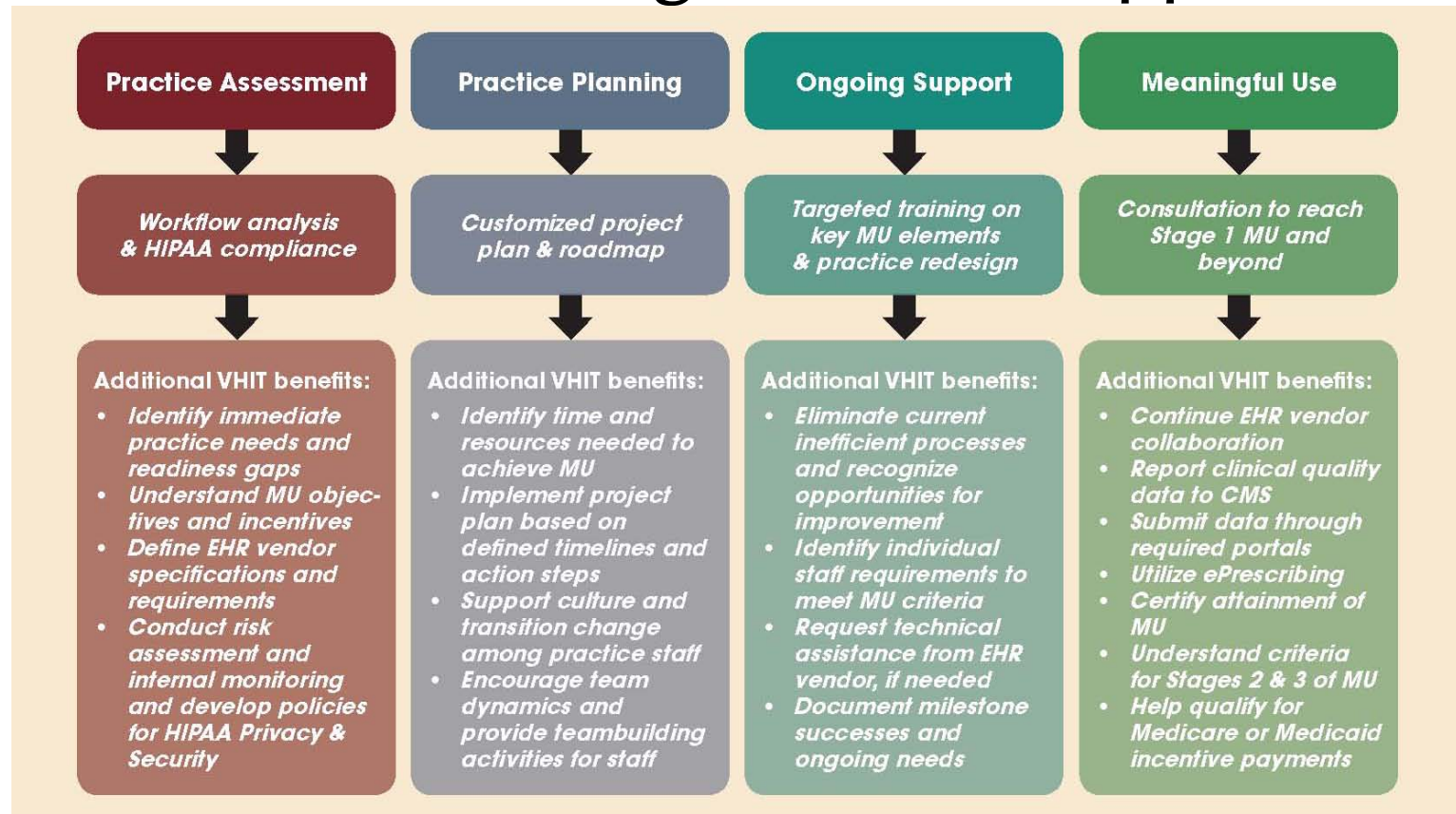
- Have no EHR and choose to purchase a discounted EHR through VHIT
- Have no EHR and choose to purchase an EHR elsewhere
- Already have implemented an EHR and need assistance achieving MU

VHIT Benefits for Health Systems and Providers

- Direct access to information and resources from CMS and ONC
- Option to obtain best-value EHR systems with group purchasing discount
- Continuous support until you reach meaningful use

The VHIT Model

“Focused Meaningful UseSM” Approach



Above & Beyond MU Stage 1

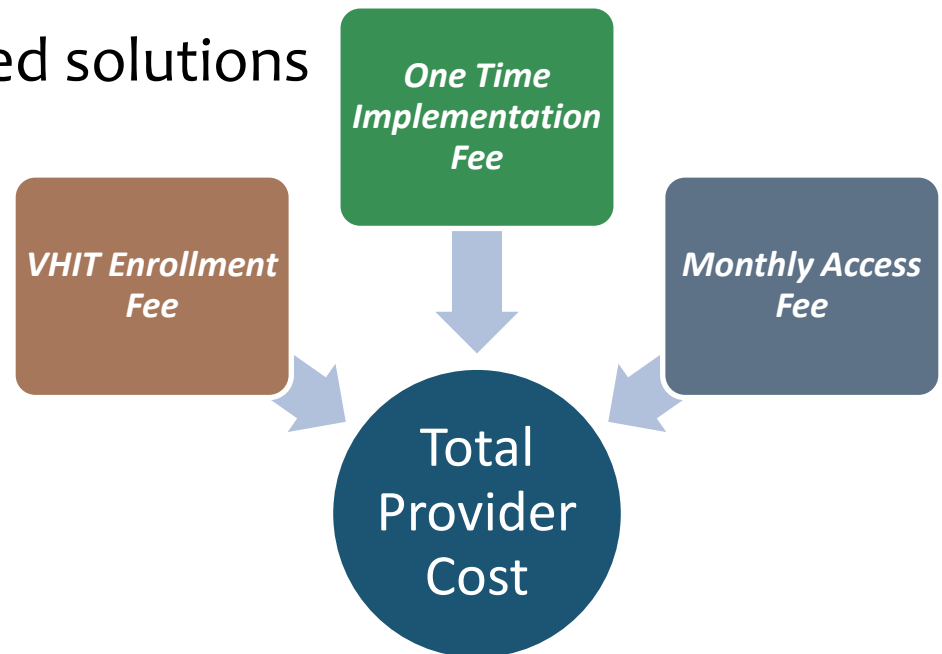
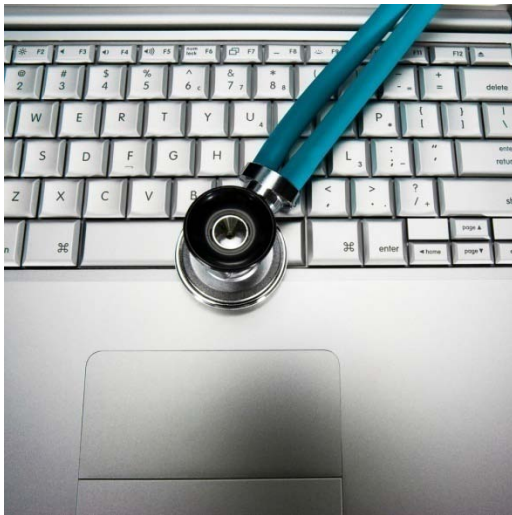
Assistance in:

- Understanding your practice's EHR data
- Improving clinical performance, patient safety and care coordination
- Increasing practice efficiency
- First-hand updates for MU stage 2 and beyond

An Easy Option for EHR Adoption

Software as a Service (SaaS) Model

- Decreases hardware and maintenance needs
- All-inclusive pricing, no surprises
- Choice of carefully evaluated solutions



Software as a Service

- Software as a Service (SaaS) is software that is deployed over the Internet and typically hosted on a remote data center.
- With SaaS, the software vendor provides an application to customer as a service on demand, through a subscription.

Software as a Service

Benefits:

- Users not required to build and manage complex local IT infrastructure
- Reduced upfront costs, reduced IT resources and therefore reduced ongoing IT costs
- SaaS vendor manages software updates, backup of data, and disaster recovery plan
- SaaS customers can be up and running quickly
- Good accessibility

Physician Practices

How can your practice work with the Virginia Health IT Regional Extension Center?

- EHR selection if needed
- Workflow analysis
- Implementation support
- Assistance with EHR Meaningful Use

Health Systems, IPAs, PHOs

How can your system, IPA or PHO work with the Virginia Health IT Regional Extension Center?

- Co-marketing EHR adoption
- Trusted resources and tools
- Partnership in getting practices to adopt EHR and achieve EHR Meaningful Use



Virginia Health IT Regional Extension Center

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Thank you
