

Arizona Regional Extension Center Vendor Webinar

July 20, 2010

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www.azhec.org

Agenda

- Overview of Az Regional Extension Center
- EHR Vendor Selection
- Vendor Value Program
- Other Opportunities to Get Involved
- Q & A

Arizona HIT Extension Center Overview

- Grant Recipient
 - Arizona Health-e Connection
- Organization Background
 - Statewide non-profit leading Arizona's establishment of health information infrastructure (HII), including adoption of EHRs and HIE.
- Key Subrecipients
 - Health Services Advisory Group (HSAG)
 - Purchasing & Assistance Collaborative for EHRs (PACeHR)
 - Arizona State University Department of Biomedical Informatics (ASU-BMI)

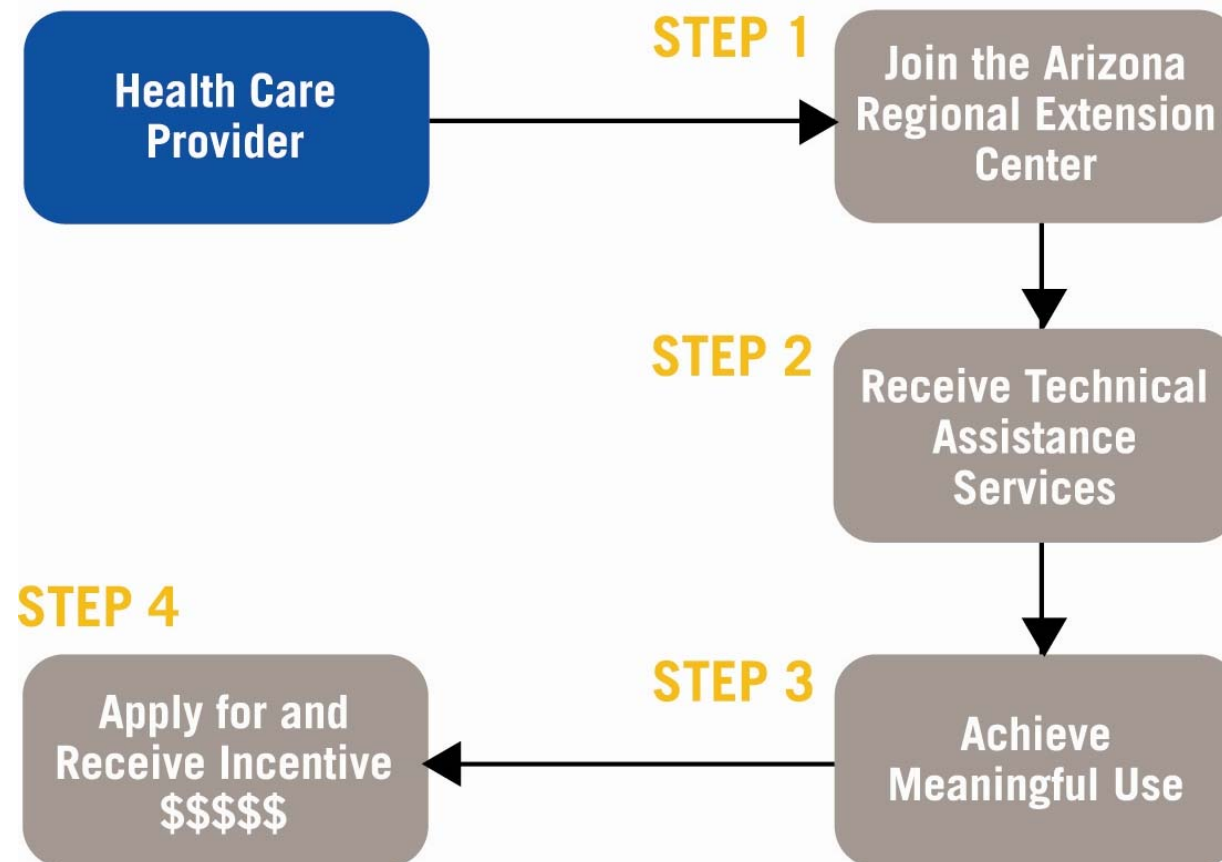


Arizona HIT Extension Center Target & Value

- Provider Target
 - Target of 1,958 PPCPs to MU
- Mission / Value Statement
 - To create a **trusted, neutral entity** that offers the **tools, resources and communities of practice** that Arizona healthcare providers need to foster Meaningful Use of electronic health records.

Arizona Regional Extension Center

Regional Extension Center Provider Assistance Process



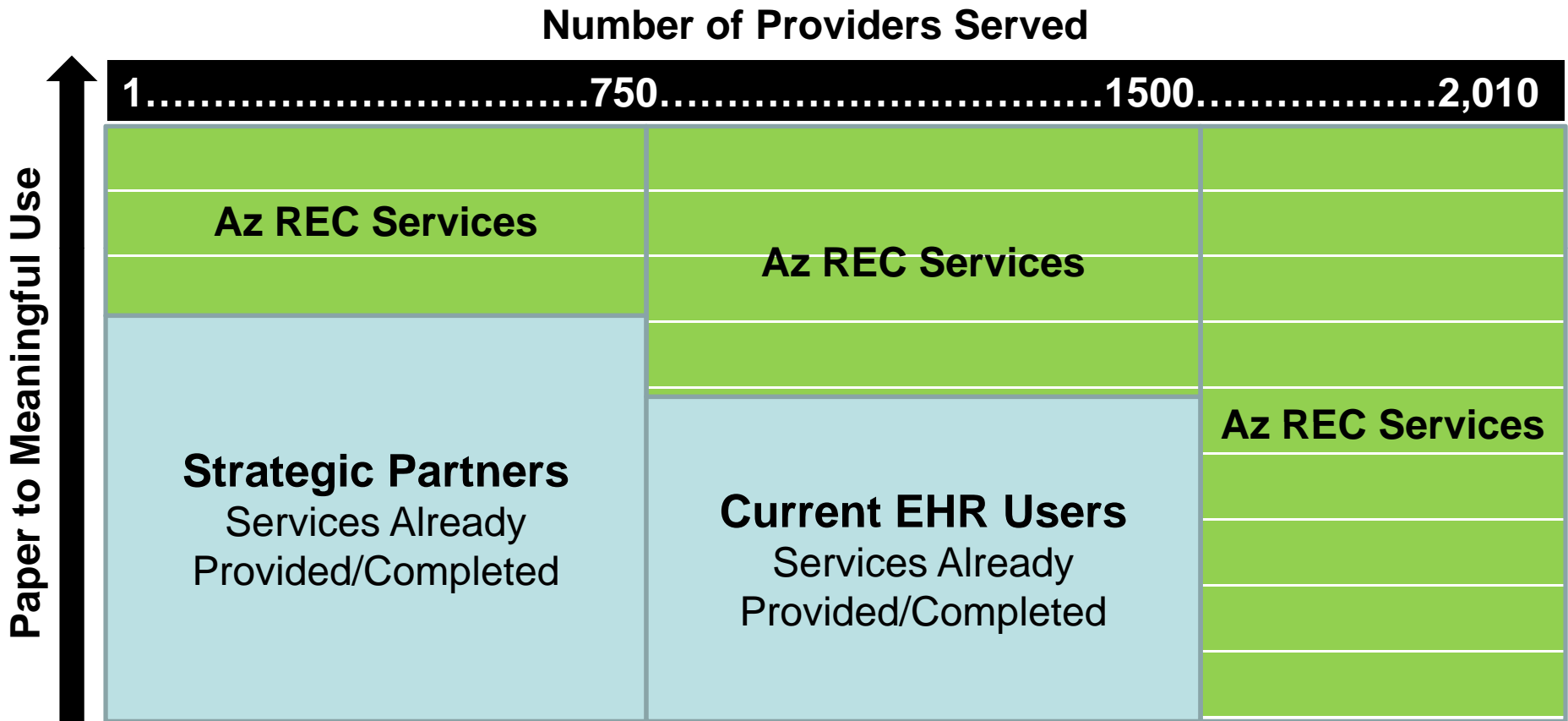
REC Range of Services

Number of Providers Served



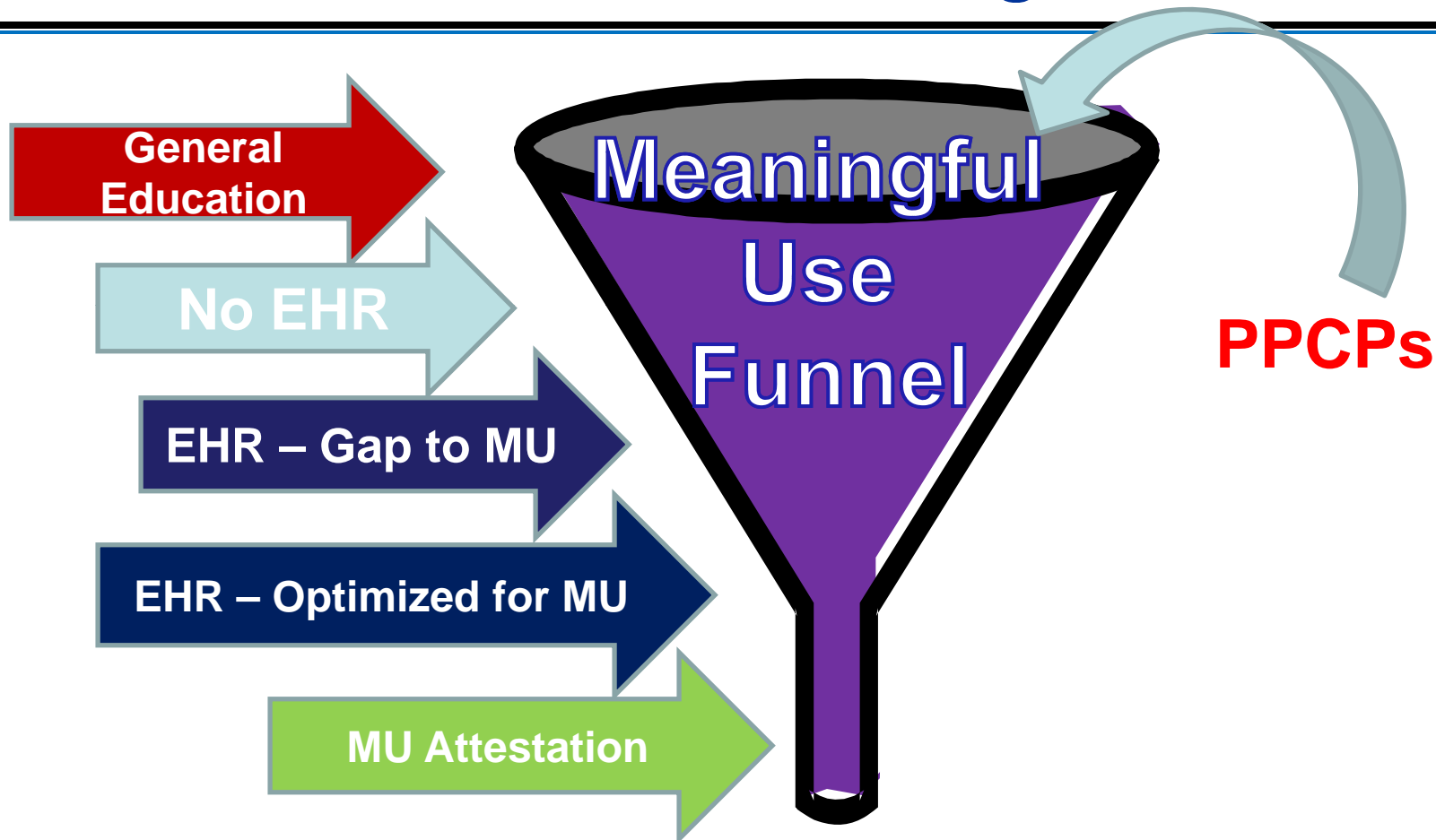
Sample Menu of Services REC May Provide

Arizona HIT Extension Center Strategy



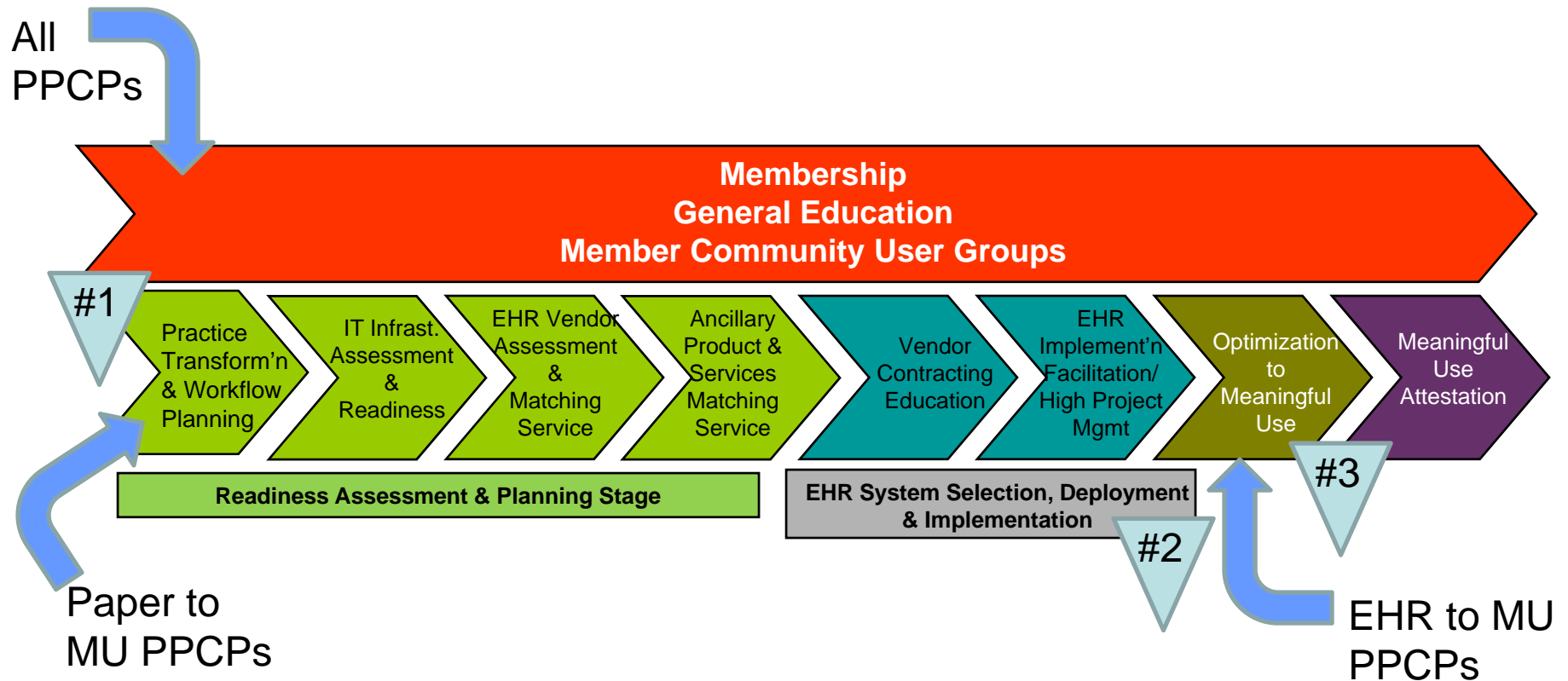
This strategy leaves a much smaller scope of services overall that the REC will need to provide for its clients, allowing the REC to leverage current EHR initiatives.

Funnel Approach to Meaningful Use



1,958 PPCPs to Meaningful Use!

Arizona HIT Extension Center Spectrum of Services



Arizona HIT Extension Center Provider Offerings

	PPCPs	Non-PPCPs
Core Membership Provider Membership Includes general education, member community user groups	Estimated \$200-400/provider/year	
EHR Assistance Packages Basic Package Includes phone support & coaching w/ readiness, workflow redesign and IT assessments, vendor selection & contracting tools, implementation and project management Premium Package Includes Basic Package plus additional phone support and on site assistance with above services	TBD (subsidized)	TBD (not subsidized)
Other Offerings- Add On Services EHR Optimization to Meaningful Use Meaningful Use Attestation On Site IT Assessment Other Services	TBD (subsidized)	TBD (not subsidized)

Core Subrecipients

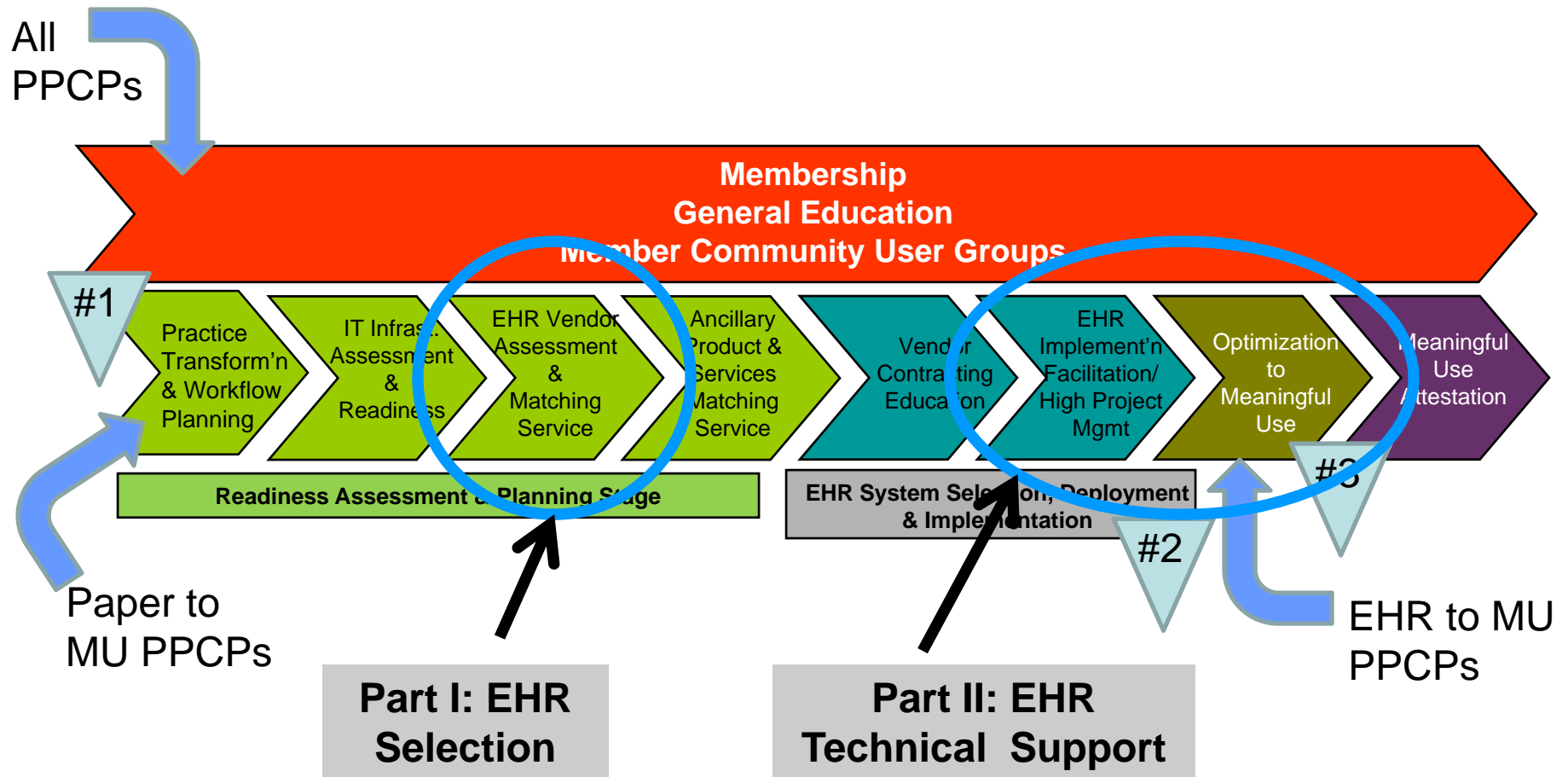
- Purchasing & Assistance Collaborative for Electronic Health Records (PACeHR)
 - Business strategy & ramp-up activities
- Health Services Advisory Group (HSAG)
 - EHR technical assistance
- Arizona State University Department of Biomedical Informatics
 - Education and workforce development

Marketing & Outreach Subrecipients

- Marketing and Outreach
 - Arizona Medical Association (ArMA)
 - Arizona Osteopathic Medical Association (AOMA)
 - Arizona Hospital and Healthcare Association (AzHHA)
 - University of Arizona (Rural Health Office and College of Public Health)

EHR Vendor Selection

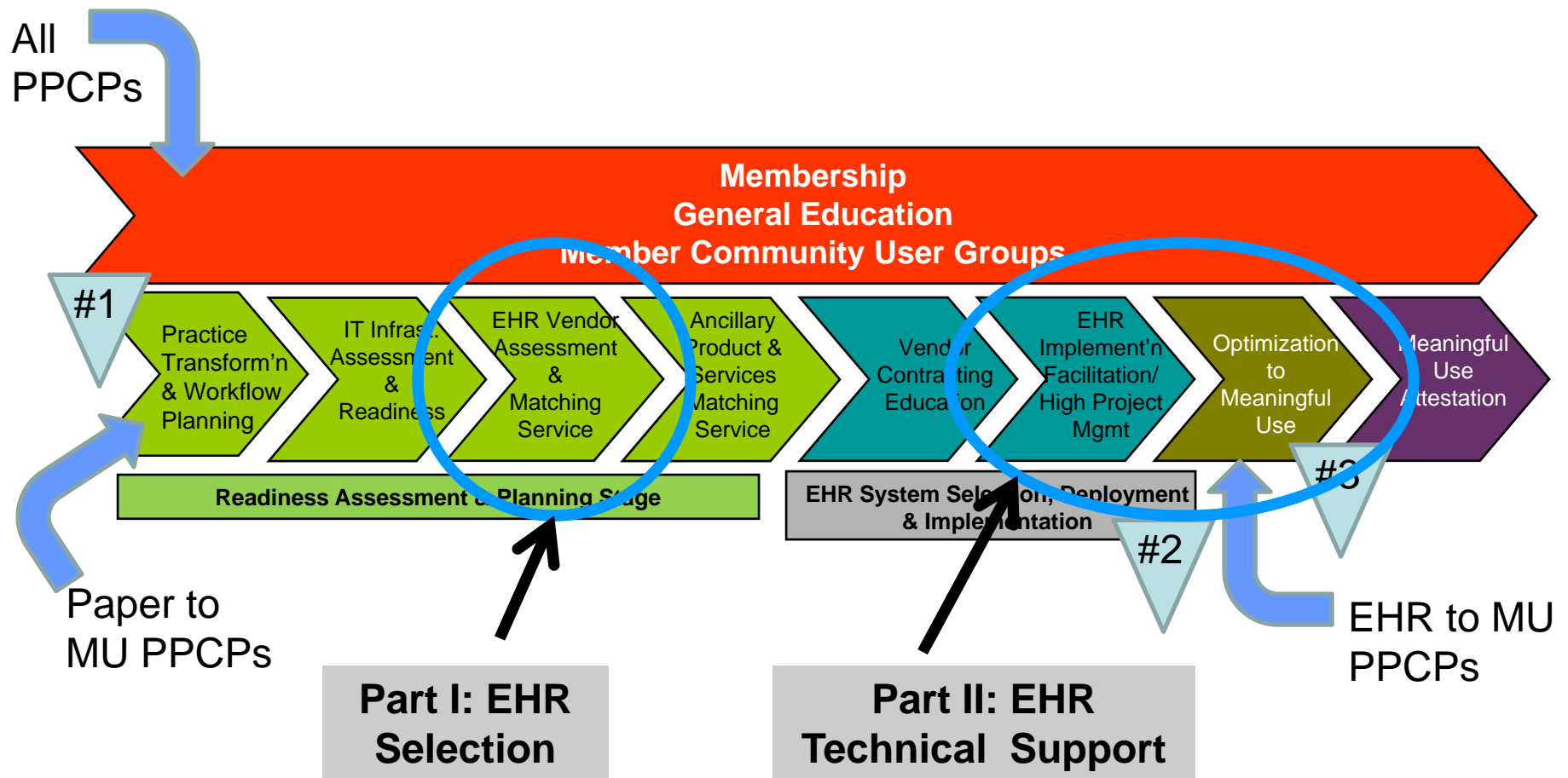
Arizona HIT Extension Center Spectrum of Services



Part I: EHR Selection

- EHR Selection Tool built into Web Portal
- Open to all **Meaningful Use certified** EHRs
 - RFI built into EHR Selection Tool (in web portal)
 - Customized questions for Az REC
- Timeframe: late summer

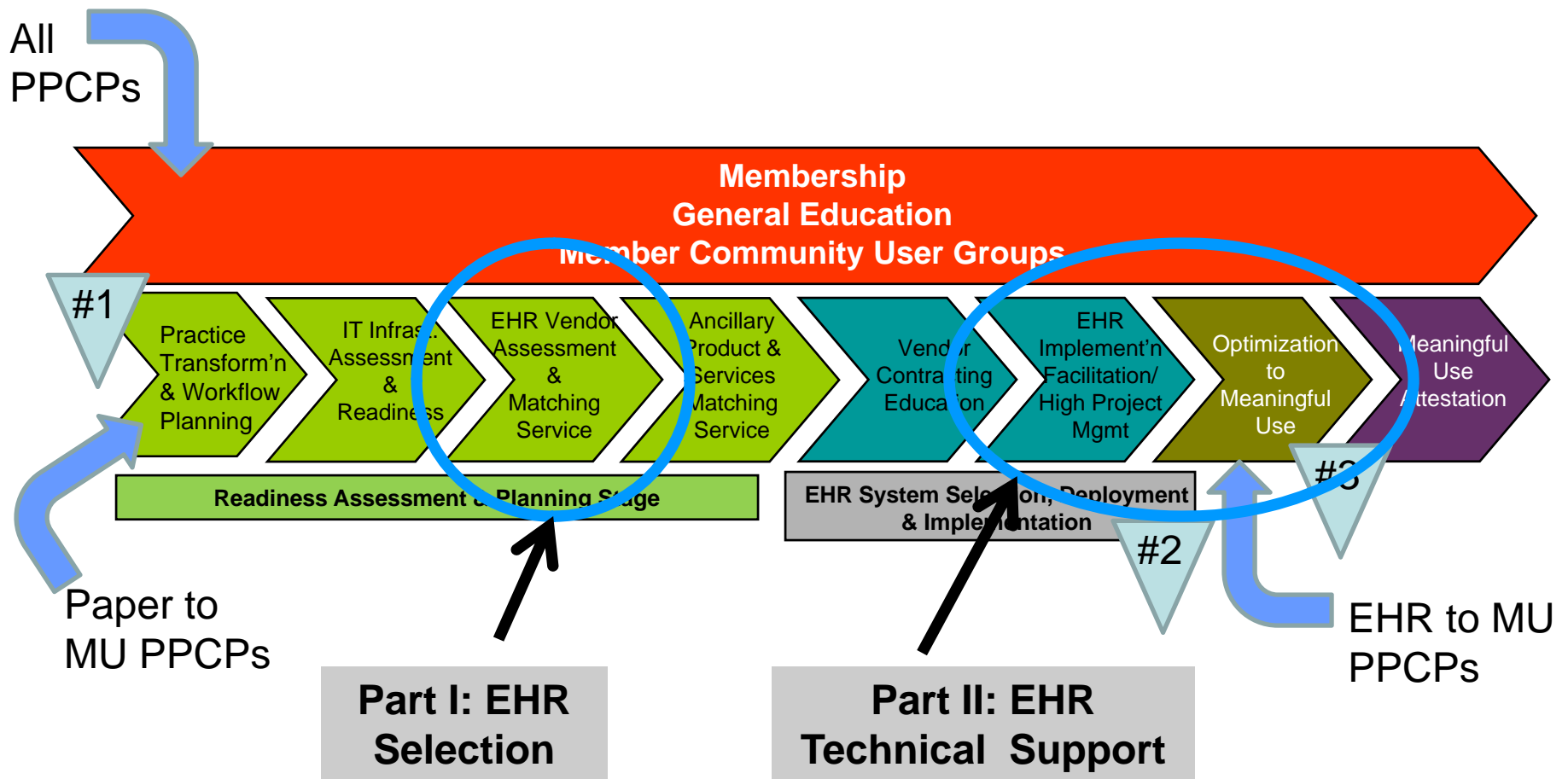
Arizona HIT Extension Center Spectrum of Services



Part II: EHR Technical Support

- For hands on technical assistance, will select handful of “supported” EHR vendors
- Criteria for “supported” vendors under development, but will likely include:
 - Market penetration in Arizona
 - Willingness to partner with REC on outreach activities
 - Preferred pricing available to REC providers
 - Both server-based and web-based
- Will re-assess “supported” EHRs occasionally

Arizona HIT Extension Center Spectrum of Services



Opportunities to Participate

- Submit interest & contact info to ehr@azhec.org
- Register in Az REC web portal when available
 - EHR “Supported” vendors will be selected from information submitted to EHR Selection Tool in web portal
- Timeframe
 - EHR Vendor Selection tool available late summer
 - “Supported” EHR vendors by early fall

Vendor Value Program

- Web Portal will be a One-Stop-Shop for:
 - General Education Resources
 - Readiness Assessment & Planning Self Assessment Tools
 - EHR Vendor Selection tool
 - Detailed Education Resources
 - Communities of Practice, based on:
 - Geography, EHR vendor, provider specialty and more...
 - Connecting REC providers to vendor community via REC Vendor Directory!

Vendor Value Program: Opportunities to Participate

- Benefits of participating in REC Vendor Value program:
 - Exposure to all REC providers via Vendor Directory
 - Opportunity to offer preferred pricing
 - Capitalize on REC foundation and activities
- Registration open late summer/early fall
 - Application and tiered service fees based on desired exposure
 - Basic company vetting process to ensure credible referrals

Other Opportunities to Get Involved!

Get Involved!

AzHeC Membership Categories

- **Members**
(voting membership category)
 - Government
 - Corporate
 - Non-Profit Association
- **Supporters – *New this year!***
(non-voting membership category)
 - Vendor Supporters
 - Individual Supporters

Get Involved: Become a Vendor Supporter!

- New membership category for 2010
 - \$2500 per organization
- Benefits include:
 - One-on-one welcome meeting with AzHeC staff
 - Access to and discounts for AzHeC events (Summit, Webinars, Forums)
 - AzHeC email updates, news and publications
 - Logo on AzHeC website with hyperlink to company website
 - Opportunity to participate in member only activities and committees
 - Opportunity to conduct Webinar on products or services, event information to be distributed to entire AzHeC distribution list (1500+)
 - And more!
- Learn more
 - <http://www.azhec.org/becomeMember.jsp>

Calendar of Events

Arizona Health-e Connection 2010 Calendar of Events

February 24, 8–9 AM

Webinar: Use of Electronic Medical Records and Physicians' Attitudes toward a Health Information Exchange

August 25, 5:30-7:30 PM

Forum: Meaningful Use of Electronic Health Records

March 31, 8–9 AM

Webinar: Dr. John Halamka, Co-Chair of the (Federal) HIT Standards Committee

September 22, 8–9 AM

Webinar: International Perspective on HIT

April 12-13

Western States Health-e Connection Summit & Trade Show

October 27, 5:30-7:30 PM

Forum: EHR Implementation “How To” Workshop

May 26, 8–9 AM

Webinar: Health Transformation Institute Overview

November 17, 8–9 AM

Webinar: Personal Health Records

June 23, 5:30-7:30 PM

Forum: Healthcare Informatics

December 15, 6-8 PM

Holiday Gathering

July 28, 8–9 AM

Webinar: ARRA, HITECH – Arizona Projects Update

**Please note that with the exception of November, all AzHeC events are held on the fourth Wednesday of the month (Webinars, 8-9AM; Forums, 5:30-7:30PM).*

***Webinars are complimentary for AzHeC members; \$20 for non-members. Forums are \$40 for AzHeC members, \$55 for non-members.*

Meaningful Use Provider Meetings

- Upcoming Regional MU Provider Sessions (dates are tentative)
 - Yuma: Tuesday, August 10th
 - Tucson: Wednesday, August 11th
 - Flagstaff: Tuesday, August 24th
 - Phoenix: Wednesday, August 25th
- Possible opportunities for sponsorships- stay tuned for details!

Save the Date!



An Arizona Health-e Connection Event
in collaboration with AMIA, AzHIMA and AzHIMSS

Western States Health-e Connection Summit & Trade Show

April 11-12, 2011

Phoenix Convention Center

Stay Informed!

- Sign up for free AzHeC email newsletters
 - Email contact information to info@azhec.org
- Sign up for free Az Regional Extension Center updates
 - Email contact information to ehr@azhec.org
- Check out our website for latest updates and links to REC information!
 - www.azhec.org

Arizona's Point of Coordination

www.azhec.org

www.azhecblog.org



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