

Healthcare Data Acquisition: The Journey from Flintstones to Jetsons

Presented By:

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Bryan Lee, *VP, Solutions* – Apixio





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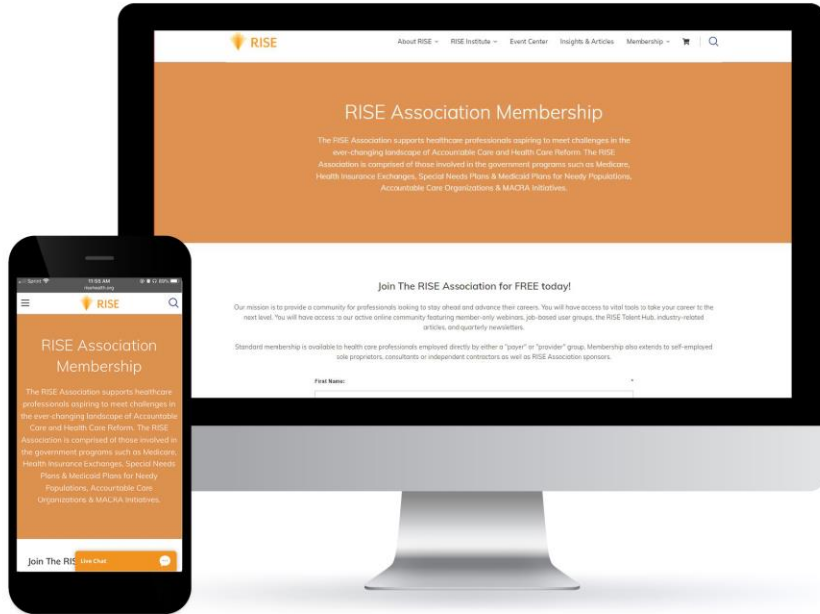
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Speaker: Terry Ward, SVP of Solutions



- Over 25 years of healthcare leadership experience in product management, client services, and solution innovation
- 14 years with United / Optum leading data and technology strategies for ACO, population health, and provider engagement solutions
- 7 years with McKesson partnering with healthcare clients on clinical resource management systems, clinical case management systems, and InterQual criteria sets, driving 13% sales increase and 40% reduction in operational costs across clients
- Sponsored 3 quality management solutions patents as co-inventor

Speaker: Bryan Lee, VP of Solutions



- Over 30 years' leadership in ACA, MA, and Medicaid strategy, operations, finance and technology serving both with payers and vendors
- Built extensive solutions for payers using smart technology to improve operational efficiencies and grow organizational topline
- Passionate about delivering complete, accurate, and timely acquisition and submission of quality and risk adjustment data
- Involved in CMS and HHS RADV from the inception of both audit programs, and developed a leading IVA vendor audit solution

A Brief History of Chart Retrieval



A Brief History of Chart Retrieval



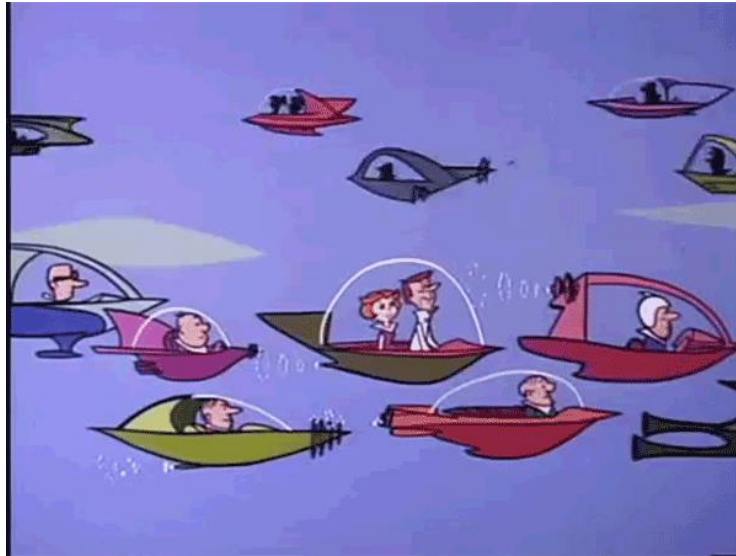
“The last Doctor to go into
medical records has still
not been found.”



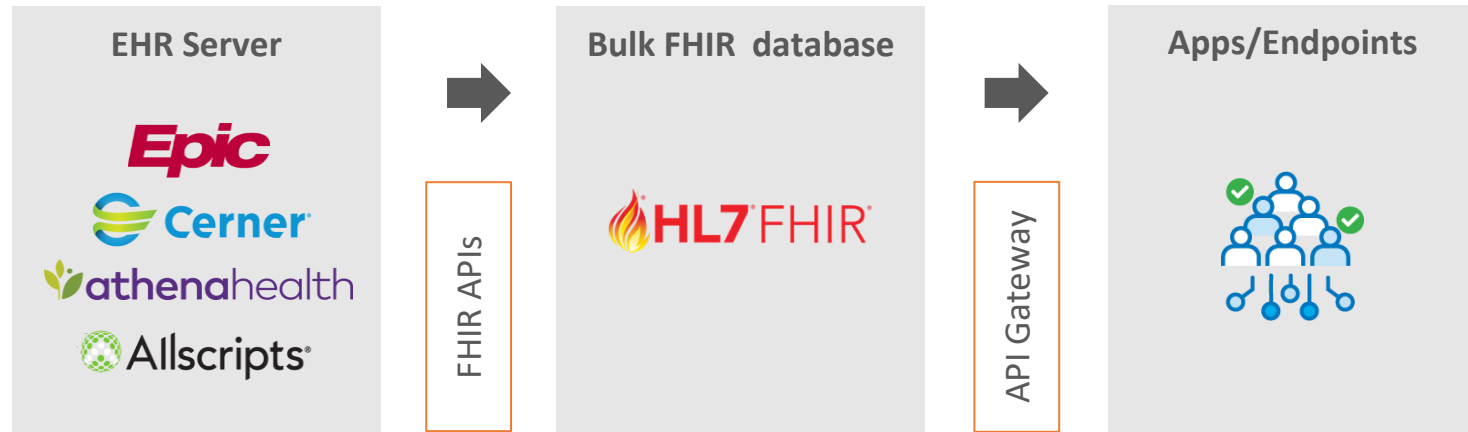
EHR Data Exchange



Data Exchange Frameworks: HL7 / FHIR



Data Exchange Frameworks: HL7 / FHIR



Regulatory Changes Around Interoperability

CMS:

- Meaningful Use 2
- Interoperability and Patient Access Proposed Rule

ONC:

- 21st Century Cures Act: Interoperability, Information Blocking, and the ONC Health IT Certification Program

Market Pressures Accelerating Adoption of Clinical Data Acquisition



Technology Advances



Regulatory Changes



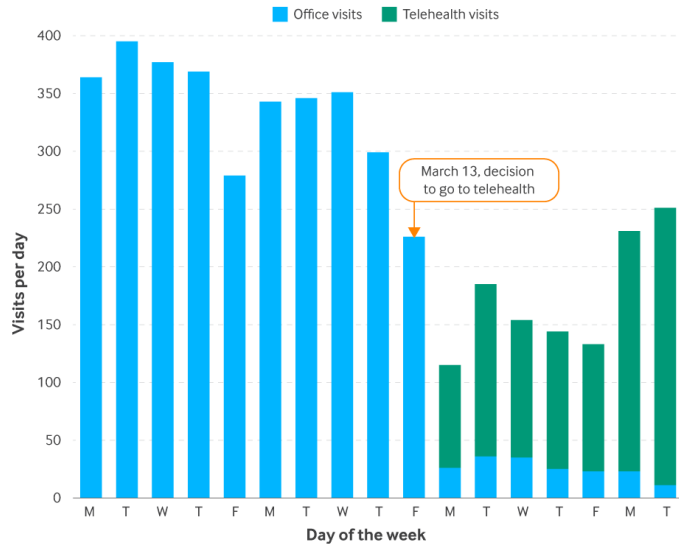
Care Fragmentation



Consumer Expectations

Changing Healthcare Data Landscape

Number of Visits per Day in Transition to Telehealth at One Primary Care Practice



Source: The authors

NEJM Catalyst (catalyst.nejm.org) © Massachusetts Medical Society

Key Insights

from a survey of 500 physicians

- 50% of physicians would like to hear from pharma partners on a daily, weekly, or monthly basis
- 38% CHANGED PRESCRIBING HABITS DUE TO COVID-19
- +159% VIDEO CHAT
- >30% decrease in prescribing both NSAIDs and steroids
- 42% OF PHYSICIANS WERE INTERESTED IN PATIENT TREATMENT PROTOCOLS FOR COVID-19
- VIDEO CHATTING AND TELEMEDICINE SAW THE LARGEST UPTICK IN ADOPTION
- +106% TELEMEDICINE
- 58% average increase in remote conferencing

Keys to Digital Data Exchange Readiness

- Data management requirements
- Data infrastructure
- Security measures
 - User management
 - Validation
 - Audit trails
 - Access controls



Data Exchange Readiness

Internal Owners

- Who drives data exchange decisions?
- Who oversees data management & permissions?
- Who needs to receive data and for what purposes?
- Who has access to the data and in what format?

Interoperability Standards Pushback

Epic Leads Almost 60 Health Systems Against Interoperability Rule

Major health system executives co-signed Epic's letter in a fight against the interoperability rule, citing privacy risks for patients.



Pushback against transparency, patient data plans in ONC's roadmap



Healthcare Applications Supported by Digital Data Acquisition



Prospective &
Concurrent Risk
Adjustment



Telehealth
Assessments & Care
Gap Closures



Quality Measurement
Activities



RWE-Based Clinical
Decision-Making



Public Health
Reporting & Disease
Management

Q&A



THANK YOU

