

Healthcare Data Acquisition: The Journey from Flintstones to Jetsons

Presented By:

Terry Ward, Senior Vice President, Solutions - **Apixio**



THE RISE
ASSOCIATION



THE RISE
ASSOCIATION

We are a network of health care professionals addressing the challenges posed by the emerging landscape of value-based care and government health care reform.

OUR MISSION

Our mission is to provide a community for like-minded professionals to come together for networking, education, and industry collaboration to stay ahead and advance their careers.

ONE ASSOCIATION
THREE COMMUNITIES



LEARN MORE AT THE [RISEHEALTH.ORG/MEMBERSHIP](https://risehealth.org/membership)

RISE ASSOCIATION MEMBER BENEFITS

Live Webinars



Quarterly Newsletters



Talent Hub



Solution Partners Directory



User Groups



Discussion Board



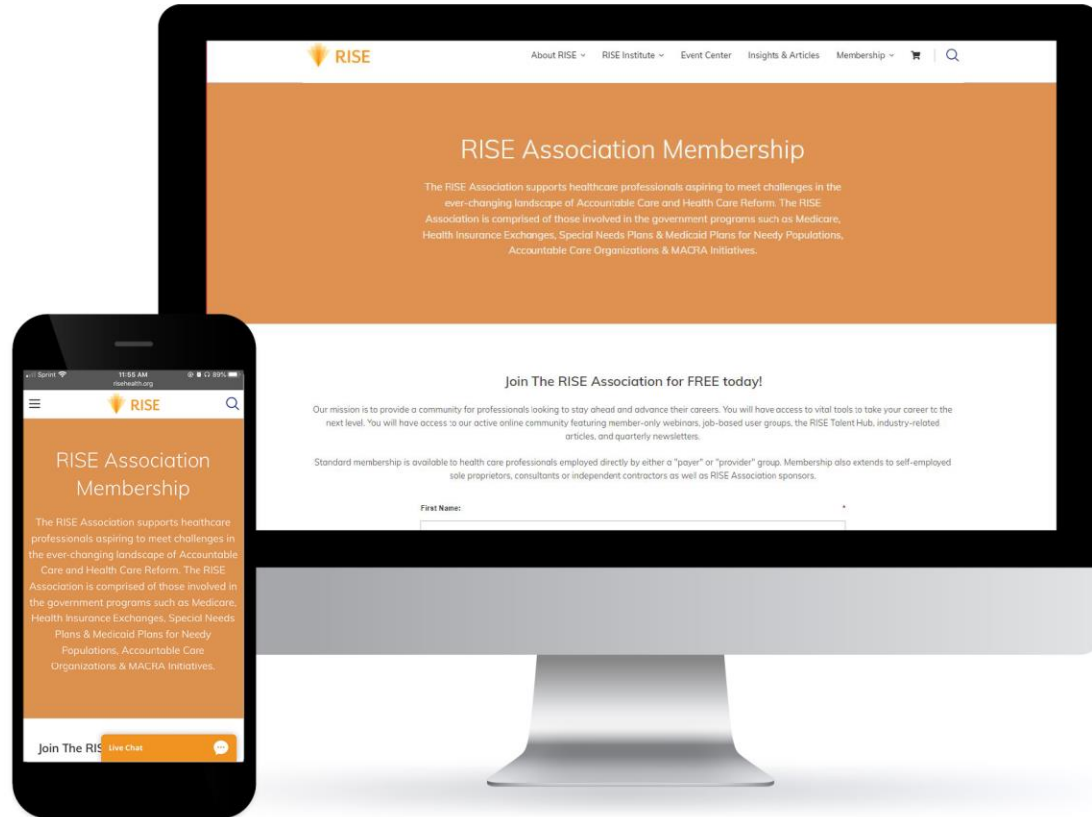
Exclusive Content



Conference Discounts

LEARN MORE AT THE [RISEHEALTH.ORG/MEMBERSHIP](https://risehealth.org/membership)

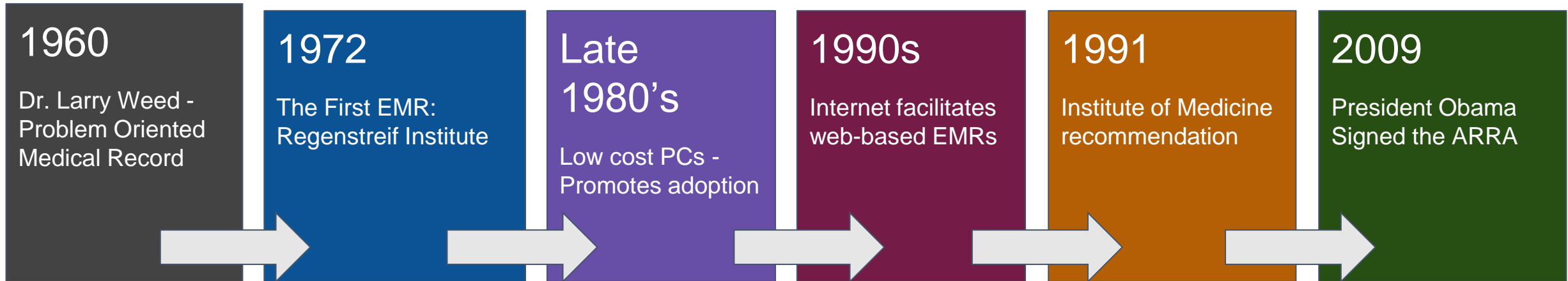
JOIN THE RISE ASSOCIATION **FOR FREE**



**Access Our Virtual
Member Portal Today!**

**LEARN MORE ONLINE AT
[RISEHEALTH.ORG/MEMBERSHIP](https://risehealth.org/membership)**

Data Acquisition: The Beginning



Still a Long Way to Go



There are an estimated **4.1 million clinicians** documenting patient care and data held in more than **100 different EHR systems**. Within these systems, **over 1.2 billion clinical documents are generated annually** but about 60% of clinical data is unstructured and thus underutilized by payers and providers when managing and delivering care.

Top Pain Points our Prospects are Facing



- Complexity of the clinical information landscape
- Capturing data across the various platform
 - Multiple EHRs, HIEs, clearinghouses
 - Employed versus affiliated providers
 - Broad payer network
- Various mechanisms to access chart information
- Ability to access the complete medical chart
- Integration of structured and unstructured information

Today – 70% of physicians are unhappy with their current system, especially specialists

Rapid Evolution - Recent Catalyzing Advances



- Legislation
- Advances in Technology
- Business Demand - Use Cases

Enabling Legislation

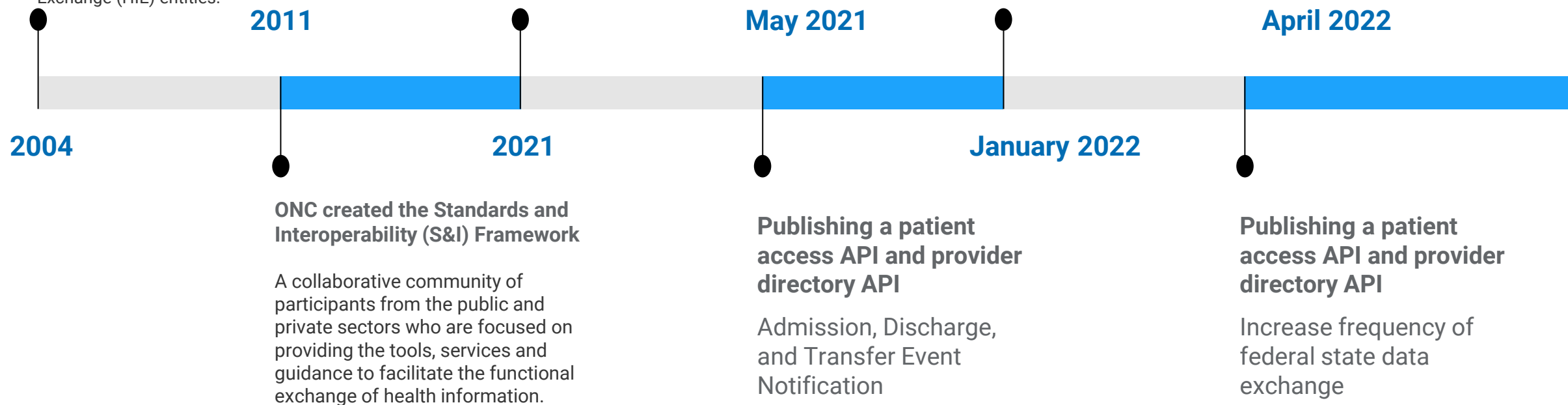
Creation of the Office of the National Coordinator for Health Information Technology (ONC)

One of the first endeavors of ONC was the planning and design of a National Health Information Network as a means to facilitate the exchange of electronic health information among providers and Health Information Exchange (HIE) entities.

CMS Interoperability and Patient Access Final Rules

Publishing a patient access API and provider directory API

Enabling payer-to-payer exchange

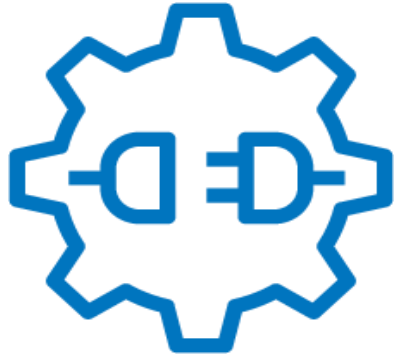


Technical Advances



- Unlocking the EHR platform
 - Cloud based access
 - Collaboration and development programs
- Interoperability standards
 - HL7
 - FHIR/APIs
 - Smart on FHIR
- Partnerships and 3rd party solutions
 - EHR integration
 - Data stewards

Fast Healthcare Interoperability Resources



- Utilized to pull information from various platforms and pushing/returning of insights
- FHIR creates a common set of APIs to communicate and share data across platforms facilities in a manner that each platform can understand.
 - Data exchange standard maintained by the Health Level Seven International (HL7)
- SMART (Substitutable Medical Applications, Reusable Technology) on FHIR is a platform architecture for creating portable FHIR apps



EHR Integration Partners



Influencing Success - Business Landscape

- Confirm the targeted business use cases and key stakeholders
 - Information demand/requirements
 - Care continuum
 - Retrospective
 - Prospective
 - Targeted value based initiatives
 - Risk, quality, care coordination, population health...
- Quantify the provider network
 - Contract types - Share risk
 - Data incentives - Existing or opportunity to develop
 - Composition
 - Technical maturity
 - Other considerations

Influencing Success - Information Landscape

- Information Landscape
 - EHR platforms, HIEs/RHIO, clearinghouses
 - Platform architecture
 - Cloud-based
 - Athenahealth - CCDA
 - Provider/On Premise
 - Epic - FHIR API
 - Technical access
 - Electronic interface - HL7, FHIR
 - Files transfer

- Collaborative and 3rd Party Partners
 - Integration with EHR platforms
 - Pulling - Extracting of chart information
 - Pushing - Integrate insight into the EHR platform
 - Information consolidation
 - Workflow management

Three Levels of Engagement

Command and Control

1. Deploy platform architecture that anticipates the business and data requirements
 - a. Support VBC initiatives - *Push versus Pull*
 - b. Access and security
 - c. Longitudinal data requirements

1. Define a comprehensive interoperability/engagement strategy
 - a. Define the different modalities of data acquisition
 - b. Leverage electronic access to maximize retrieval
 - i. The industry is getting close to 80% electronic retrieval solutions and continuing to move away from manual processes.

1. Access to the appropriate expertise
 - a. Need to know interoperability space and can orchestrate their partners
 - i. Direct versus through partnerships
 - ii. Success will be influence by understanding the details

Powering Critical Business Initiatives

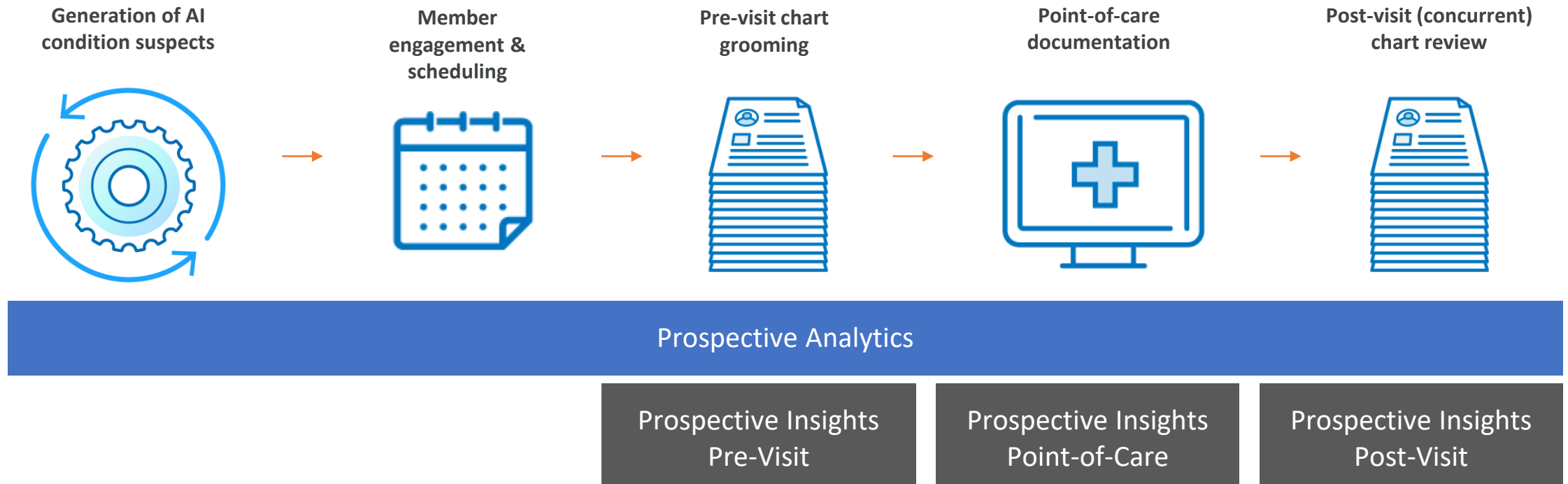


- **Risk:** Risk adjusted reimbursement for government-sponsored health plans and other managed care organizations requires a comprehensive understanding of a member's medical history, acuity level, chronic and co-morbid conditions, medication history, disease interactions, etc., over a period of time
- **Care:** Stratification of a patient or member's risk profile to determine appropriate level or setting of care and flag care plan interventions or redesign based on a combination of medical and socio-economic information
- **Quality:** Ratings and reimbursement tied to documented clinical performance criteria used to incentivize quality care and establish the link between healthcare quality and payment

The primary hurdle in enabling this transition has historically been an ability to efficiently aggregate and analyze member-centric characteristics that impact reimbursement

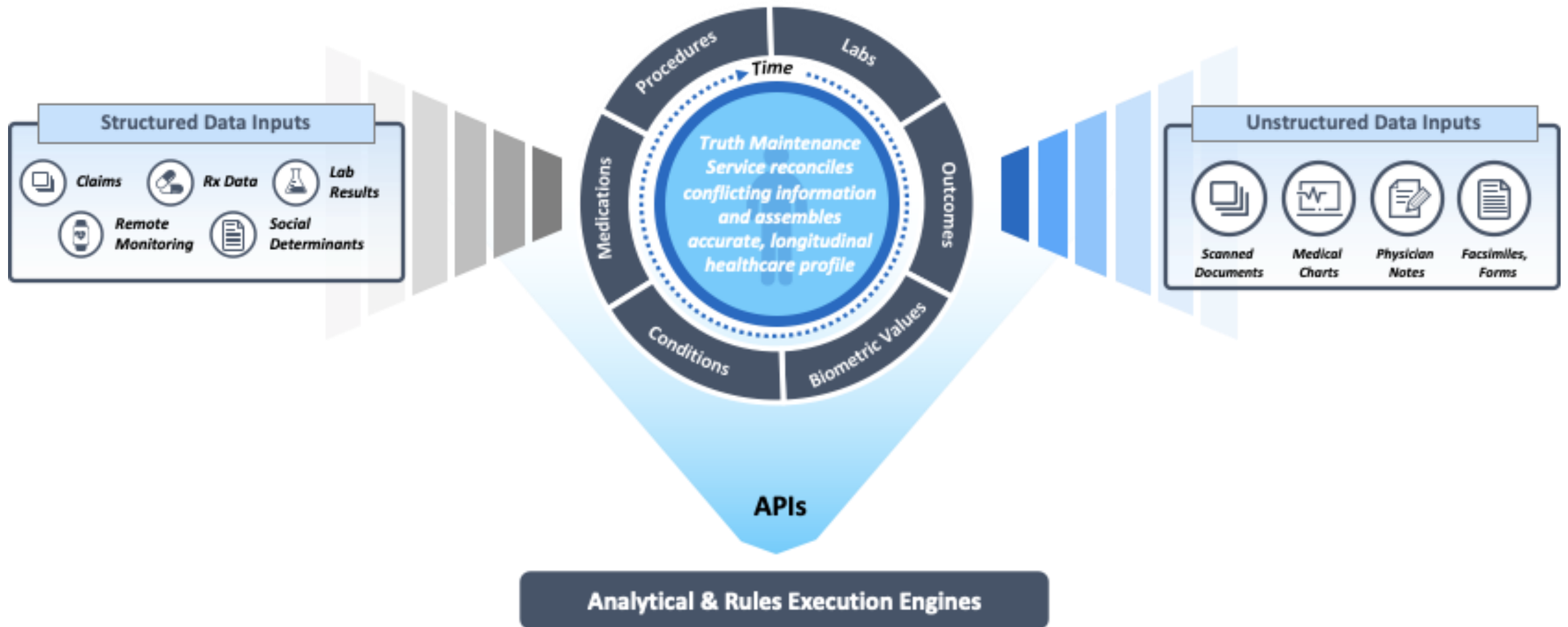
Drive from Retrospective to Prospective

Interoperability and near real-time access to information can support the prospective risk continuum with analytics and workflows integrated into existing processes and systems.



Patient Phenotype

A Longitudinal Care Profile



THANK YOU

