



**Analytics in Motion:
Patient/Practice/Population
Solutions**

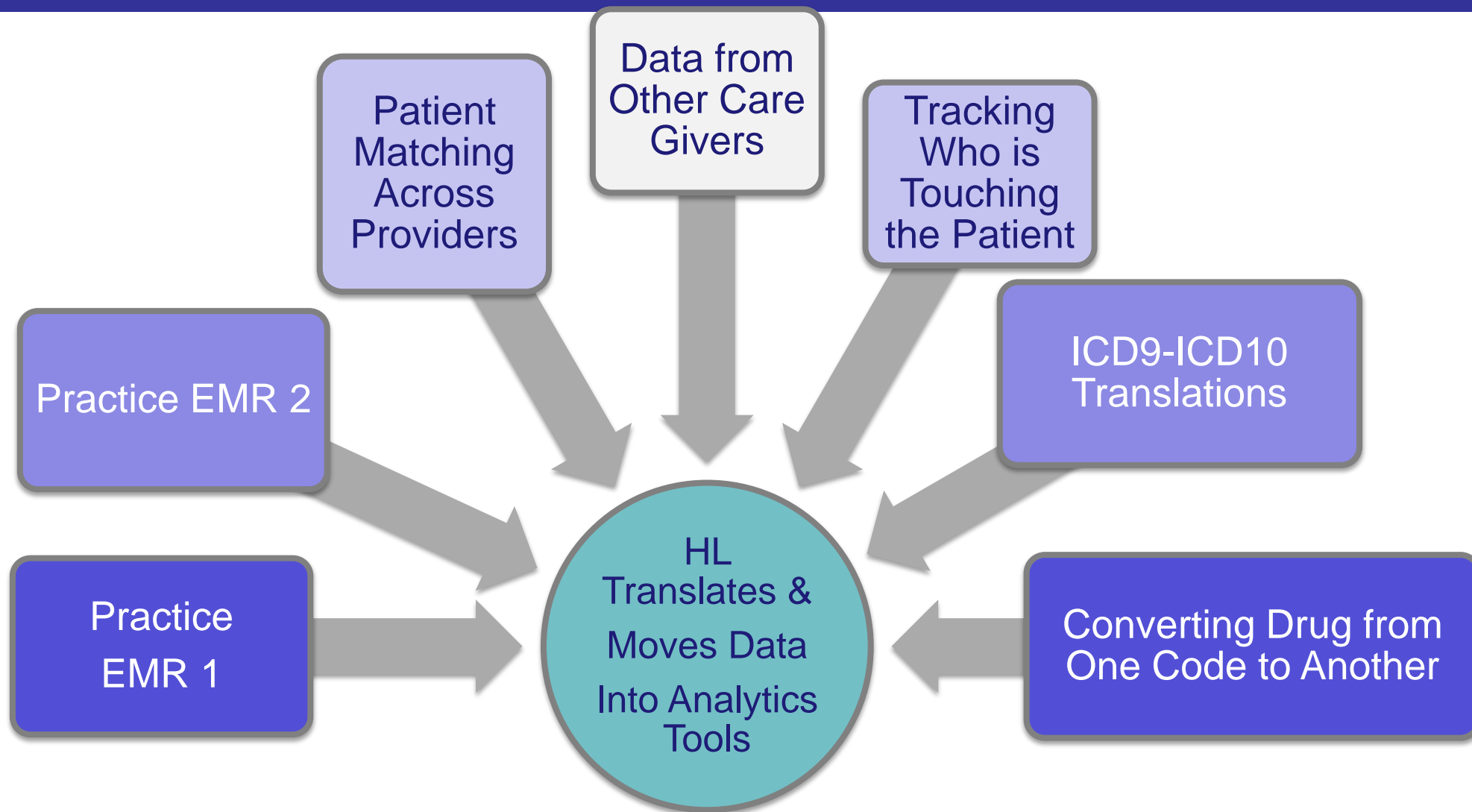
Analytics Landscape

- ACO's having mixed success
- Patient Center Medical Home initial results positive
 - Comprehensive Primary Care initiative in Cincinnati (CPCi)
- CMS/CMMI have made it clear that pay for quality:
 - 30% in 2016
 - 50% in 2018
- Important for support staff to prepare for new workflows

ID Patients Across Eco-systems

Potential Customer	Needs We have Seen
Physicians	Currently doing this today, part of Axolotl Results Delivery
Health Plans	Moving from commercial plans Medicaid – want attribution to PCMH or other risk program
Employers	Jumping into focused care management
Other supporting entities	Many – visiting nurse associations, TPAs, Kroger pharmacists
PCMH or P4P	Have a financial risk for patients that are touched by some other provider or care giver
Health systems	Want to understand readmissions to other hospitals

Translating and Pushing Data into Analytics Tools



Analytics Tools

- Target Audience
 - Health systems, ACOs, integrated networks, P4P, registries, clinically integrated networks (CIN), PCMH, etc.
- Analytics problem
 - Want to integrate non-system providers into their program
 - Need HL analytics to plug into or complement their program
- Common data exchange problems
 - Identification of patients across the eco-system
 - Translation services

Translation Services

- Registries/P4P receiving data from multiple sources requires significant translation – MU doesn't make it happen
 - A1c's out of Allscripts coded different than NextGen
 - One Allscripts implementation different from another
 - Extracting data from EHRs requires adding lots of people or using smart tools

Examples

■ Medicaid

- Required to analyze A1c's. Need identification and translation services – data not routed by physician of record as in an HIE

■ Colorado Plan

- Has P4P registry. Receiving clinical information from practices. Will use info to reduce the cost of FTE's to maintain maps

■ Health System

- Needs to do an ICD9 to IC10 conversion
- Needs to convert correctly coded drugs to another accepted code

■ Clinical Integrated Network

- Needs to get data into EHR and then pull out into 3rd party repository. Needs Patient ID and translation