



Rhode Island Regional Extension Center

Vendor Informational Session

April 27, 2010

Agenda

- **Rhode Island Quality Institute Overview**
 - Jennie Chiller, RI REC Program Manager



Who is RI Quality Institute?

- A statewide, multi-stakeholder collaborative with the mission of improving health care quality, safety, and value
- Freestanding Not-for-Profit founded in 2001
- Board comprised of top leaders: hospitals, physicians, health insurers, consumers, business, professional associations and state government
- High levels of participation beyond the Board
 - Several hundred committee members, participants and contributors (See www.riqi.org for the complete list of Committee chairs and members)
- Collaborative reach is wide ranging:

Insurers
Academia
Accounting
Regulatory
Local Government
Hospitals

Pharmacies
Community Health Ctrs
Medicare QIO
Behavioral Health
Legal Firms
Congressional Delegation

Chambers of Commerce
Laboratories
Advocacy Groups
Boards and Associations
Businesses
Physicians and Phy Groups



What makes the RI REC Possible?

- A federal grant, known as the Health Information Technology Act (HITECH), was endowed in 2009 as part of ARRA to help advance the use of health IT in the U.S.
- Meaningful use of Health IT has been shown to improve healthcare quality, safety, and costs
- Investment into Health IT systems and services can create financial, operational, and clinical barriers for providers
- The Regional Extension Center program aims to eliminate and mitigate these barriers and support providers in their achievement of the meaningful use of EHRs
- The primary goal of the Regional Extension Center program is to help *priority* PCPs
- RI Quality Institute was awarded the designation of the RI Regional Extension Center



Why the RI Quality Institute is the RI REC

- **Center of Excellence**
 - RIQI is known in the community representing healthcare stakeholders in Rhode Island
- **Industry Experience**
 - RIQI has success and experience in helping RI providers meet the challenges of health IT
- **State Designated Entity for HIE**
 - Developed a statewide HIE to enable the exchange of healthcare information to patients, providers, hospitals, labs and testing thus improving healthcare quality, coordination and safety



Why the RI Quality Institute is the RI REC (cont.)

- **Community Partners**

- RIQI leverages longstanding collaborative relationships with RI health plans, department of public health, RI Quality Partners and other statewide stakeholders

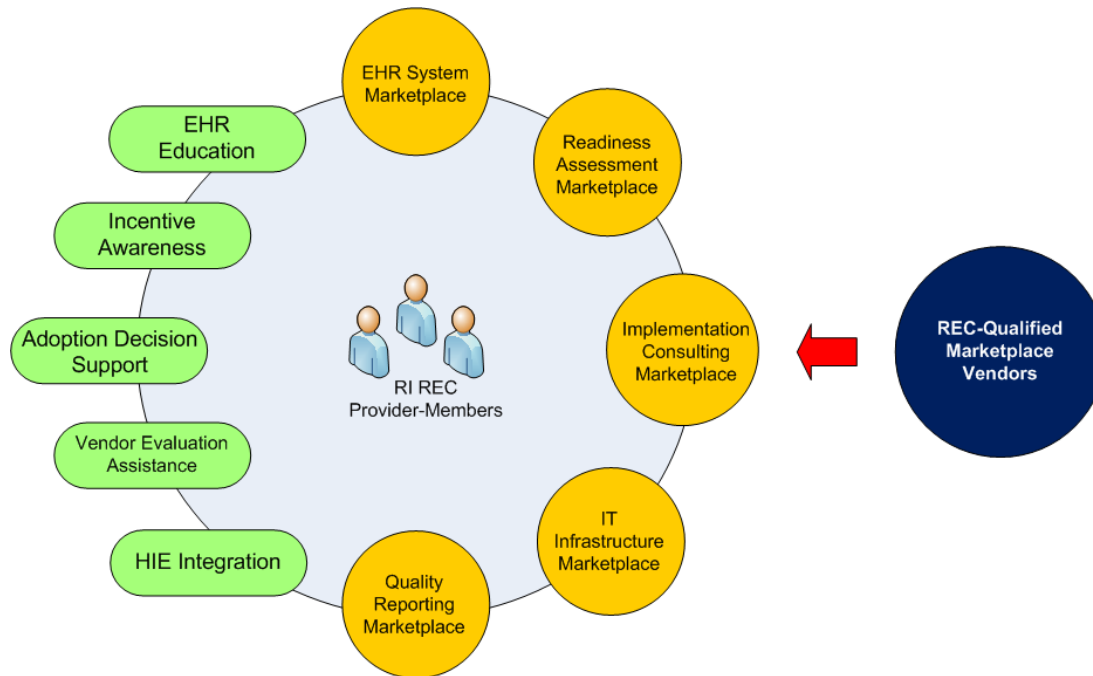
- **Organizational Mission**

- Invested in connecting all key stakeholders to drive the future of healthcare – healthcare leadership, patients, providers and public interest



What is the RI Regional Extension Center (RI REC)?

The Rhode Island Regional Extension Center (RI REC) is a local, vendor-neutral service provided by the Rhode Island Quality Institute. The Regional Extension Center provides valuable assistance to healthcare providers as they transform their practice through the meaningful use of EHRs.



Value of the RI REC

- **Provides objective one-on-one support for EHR adoption**
 - Guidance with technical decision making, workflow planning and single or multiple vendor relationships
- **Creates a qualified vendor marketplace that eases the vendor selection process**
 - Standardizes services
 - Promotes transparency for pricing and interface development
 - Saves time and minimizes disruption to the practice
- **Helps practices qualify for federal, state and payer incentives**
 - Positions them to be eligible for future funding opportunities through services and the use of reporting tools



Value of the RI REC (cont.)

- **Decreases the costs and risks of implementing EHRs**
 - By working with implementation consultants and vendors to coordinate services, data sets and interfaces
- **Shares best practices**
 - Using technology to support care processes that expedite EHR adoption and integration
- **Keeps practices aware of major initiatives**
 - Policies and updates that impact patient care activities

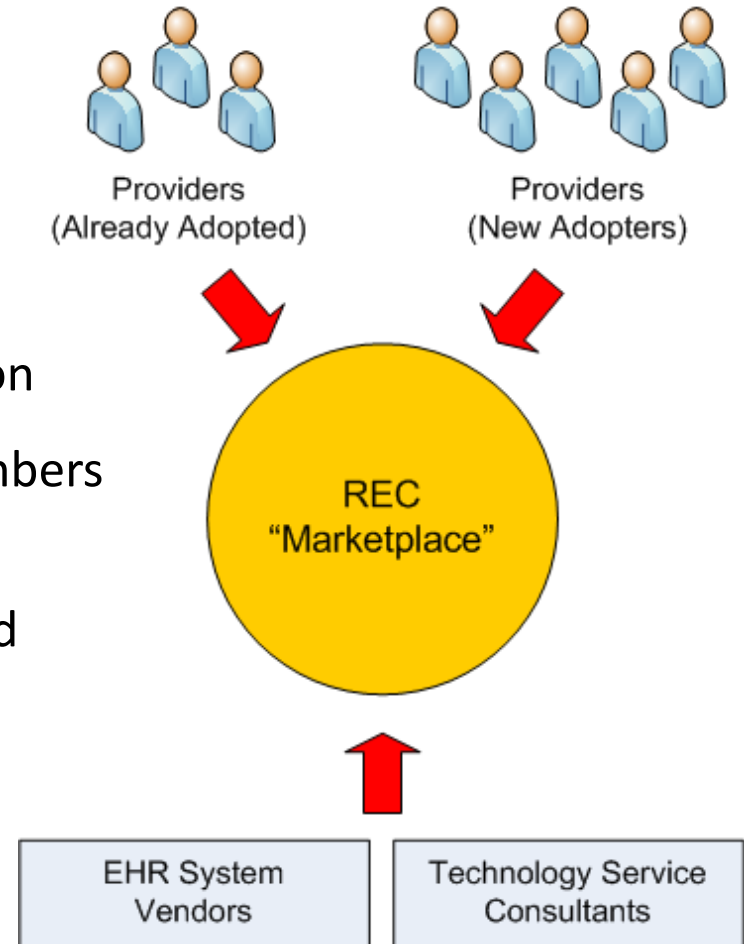


RI REC Marketplace Model

- **Qualified Vendor Marketplace**

- Vendors “qualified” through:

- Application to participate
- Minimum standards of functionality and implementation
- Discounted pricing for REC members
- Agreement to operational procedures, key deliverables and reporting
- Use of REC-standard contracts with providers



RI REC Marketplace Model (cont.)

- **Provider will input criteria, and review comparative vendor profiles**
- **Automated email to Process Manager re: these profiles**
- **Process Manager creates Provider RFQ (Request for Quote)**
- **RFQs for providers issued centrally and simultaneously**
- **Interested Vendors provide standard quote: pricing/scheduling**
- **Provider selects Vendors**
- **Providers and vendors contact directly**



Vendor Marketplace Services

- **Readiness Assessment Consulting**
- **EHR Software Implementation**
- **Implementation Consulting**
- **IT Infrastructure Implementation**
- **Training & Launch Support**
- **Meaningful Use Gap Assessment**
- **Quality Data Extraction & Reporting**
- **Quality Improvement Consulting**

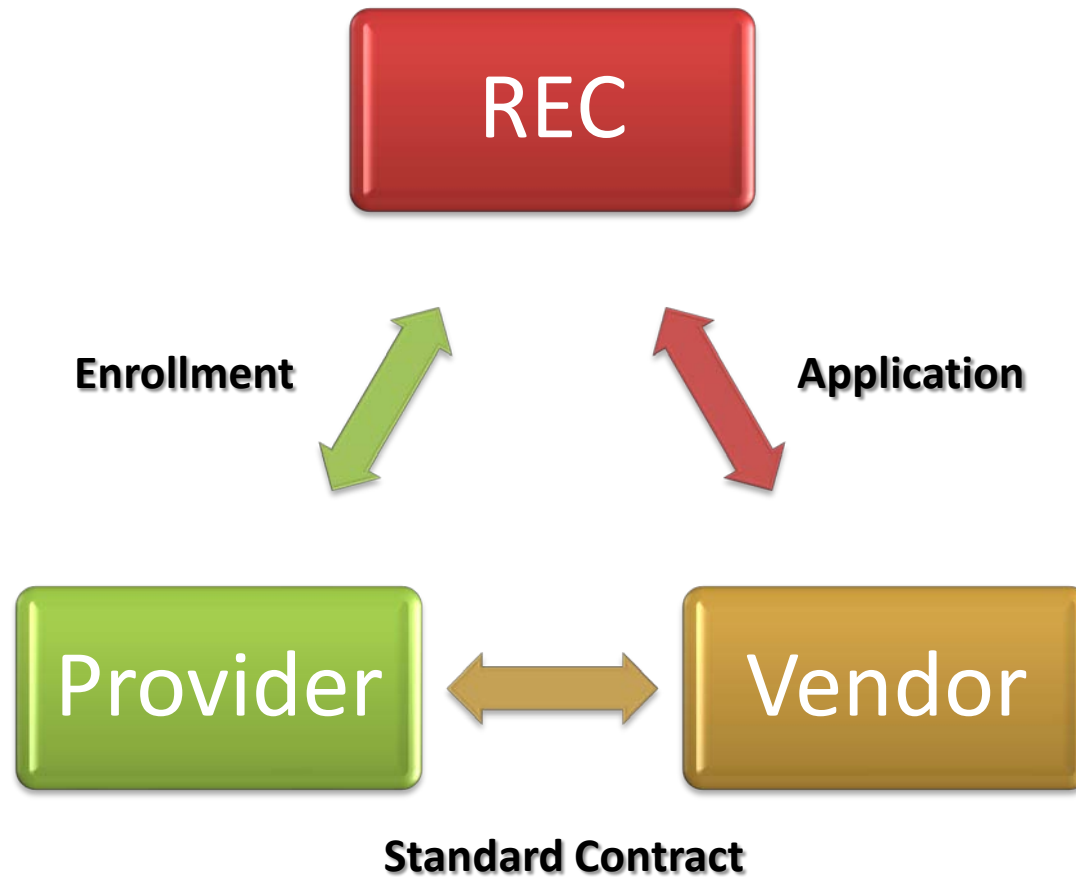


What is Expected of Marketplace Vendors?

- **Adhere to Operational Procedures of REC**
 - Status updates/reporting, standard milestones, performance measurements
- **Offer Standard Services**
- **Participate in Group Purchasing (preferred pricing)**
- **Use Standard Client Contract**
- **Participate in REC Marketing & Tools**
 - Vendor fairs, collateral, comparative vendor profiles
- **Disclose REC-driven Performance Statistics**
- **Centralized Bid Process**
- **Not to Compete if not Selected by Provider**
- **Maintain Client Confidentiality**



RI REC Relationships



RI REC Provider Tools & Services

RI Payor Incentives
Matrix

IT Best Practices Guide

Incentives Calculator

Standardized Contracts

Vendor Profiles

Meaningful Use Checklist

Vendor Fairs

Cost/Benefit Calculator

Training Plan

Vendor Selection
Checklist

Implementation Plan



What's Next?

- **Request for Information**
- **Community Meeting**
- **Application to Participate**
- **Evaluation and Vendor Selection**
- **Open Doors to Marketplace**



DocEHRTalk.org is the Home of the RI REC

The search for answers is ingrained in every doctor's DNA.

DocEHRTalk.org is a website for physicians and office staff who are searching for answers about **electronic health records (EHRs)**. It is brought to you by the **Rhode Island Quality Institute**, a non-profit organization dedicated to improving the quality, safety, and value of health care and is made possible with the generous support of The Rhode Island Foundation, Blue Cross and Blue Shield of Rhode Island and other partners.

HIT News

Reid Drops Health IT Provision From Senate Job-Creation Bill [Read This Article](#)



PROVIDERS
Get started with RI REC >>>



VENDORS
Learn about RI REC >>>

Join RI's EHR Community

Participate in discussions with innovative RI physicians like yourself

[Join Now!](#)

Already registered with us? [Login >>>](#)

What's New

Here's where you can put some news and updates! It will fit approximately this many characters. Lorem ipsum dolor sit amet, consectetur adipiscing elit. Lorem ipsum dolor sit amet, consectetur adipiscing psium dolor sit amet.

CASE STUDIES



EHR Adoption Results in Enhanced Performance
As a family practitioner and President of RI Primary Care Physicians Corporation, an independent practice association (IPA) in

Cranston, RI, Dr. Al...

[MORE](#)

[Browse more case studies >](#)

MESSAGEBOARD



Why not?

last activity 19 hours 3 min ago

1



Meaningful Use

last activity 1 week 3 days ago

3



If at first you don't succeed...

last activity 1 week 6 days ago

1

[Add your voice to the messageboard >](#)

QUESTIONS & ANSWERS

Current Care vs My EMR Lab Interface

last activity 19 hours 3 min ago

4

Writing C-II Rx for 90 Days (Three 1-month Rx's) - Okay in RI?

last activity 1 week 6 days ago

5

Fears about the patient relationship

last activity 1 week 6 days ago

3

[Ask and answer questions now >](#)



Frequently Asked Questions

- **How do vendors meet providers?**
 - Providers and vendors meet in the Vendor Marketplace where providers choose the products and/or services they are in need of, then select from resulting vendors' comparative profiles
- **What is the application process?**
 - The vendor “Application to Participate” will be completed shortly and sent out to every vendor responding to the recent RFI. Once we receive the completed “Application to Participate”, we will review all responses against our evaluation criteria and best practices specifications.
- **When will we know if we've been selected?**
 - It is our intention to open the Vendor Marketplace to Providers in June. Selected vendors will be notified before that time.



Frequently Asked Questions (cont.)

- **How long is the Application process?**
 - We expect to complete the Application process in approximately 4 weeks including:
 - Distribution of application, response time, “blackout” time
- **Will there be a standardized pricing structure?**
 - We are currently examining several Group Purchasing options and scenarios and the parameters have not yet been finalized

