



# 2019 HIE Technology Priorities

May 16, 2019

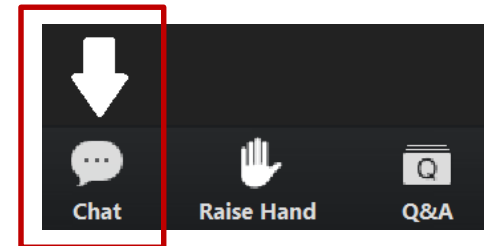
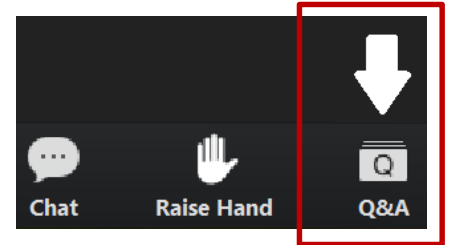
# Agenda

- **Welcome and Introductions**
- **Key Findings Overview**
  - **Kayli Davis**, Manager, Programs & Research, eHealth Initiative
- **Expert Panel Discussion**
  - **Chris Hobson**, MD, MBA, Chief Medical Officer, Orion Health
  - **Joe O'Hara**, MBA, Director of Clinical Innovation, Horizon Blue Cross Blue Shield of New Jersey
  - **Katie Sendze**, MBA, Director, Client Operations and Programs, HealthInfoNet (HIE)
  - **Mike Sims**, CFO, Delaware Health Information Network (DHIN)
- **Q&A**
  - **Claudia Ellison**, Director, Programs & Services, eHealth Initiative



# Housekeeping

- All participants are muted
- To ask a question to be answered by speakers:
  - Use the “Q&A” box found on the bottom of your screen
  - We will address as many as possible after the presentations
- For help with technical difficulties and non-speaker questions:
  - Use the “chat” box and we will respond as soon as possible
- Today’s slides will be available for download on eHI’s Resource page:  
**[www.ehdc.org/resources](http://www.ehdc.org/resources)**

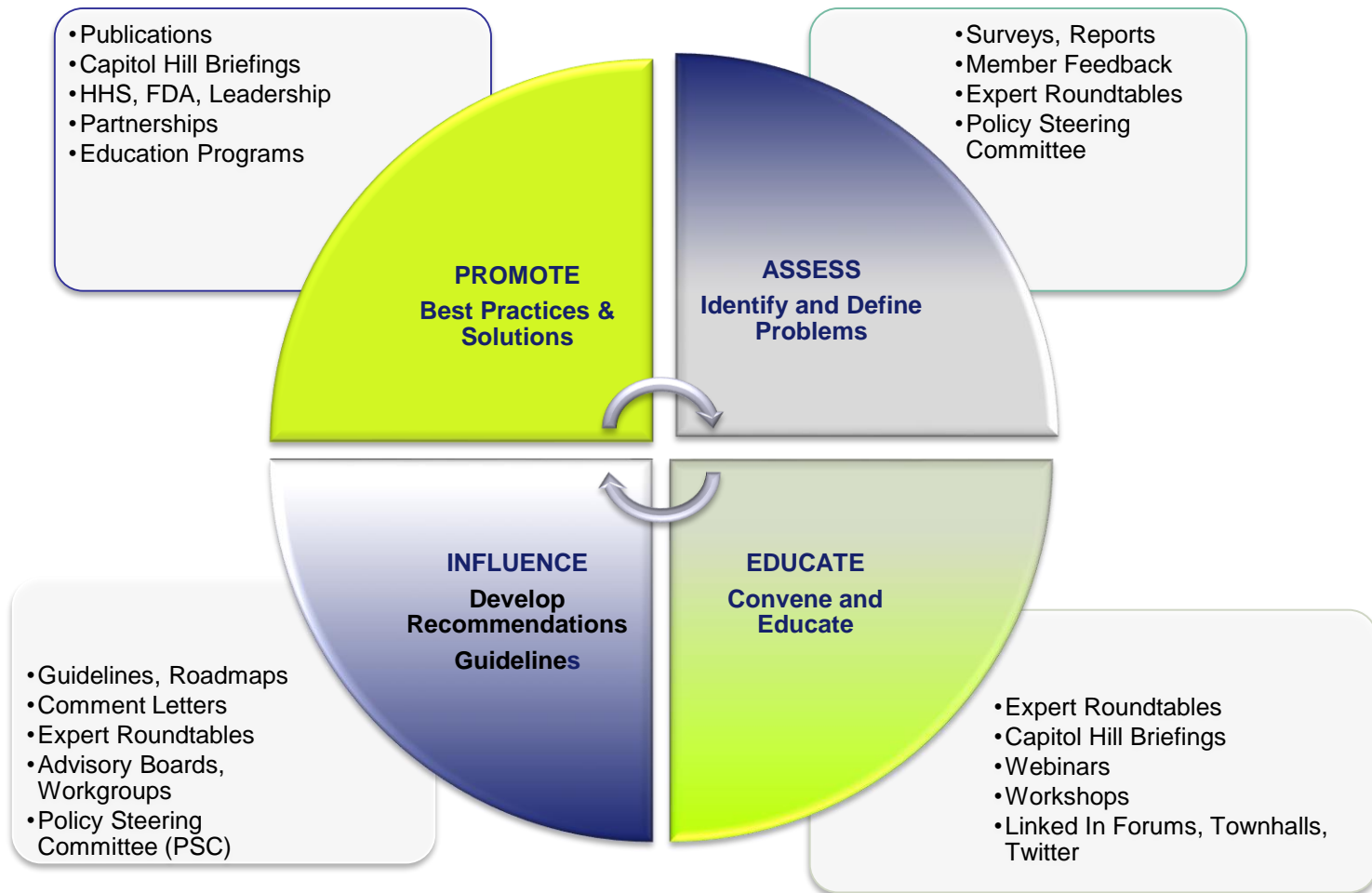


# Our Mission

Convening executives from every stakeholder group in healthcare to discuss, identify and share best practices to transform the delivery of healthcare using technology and innovation.



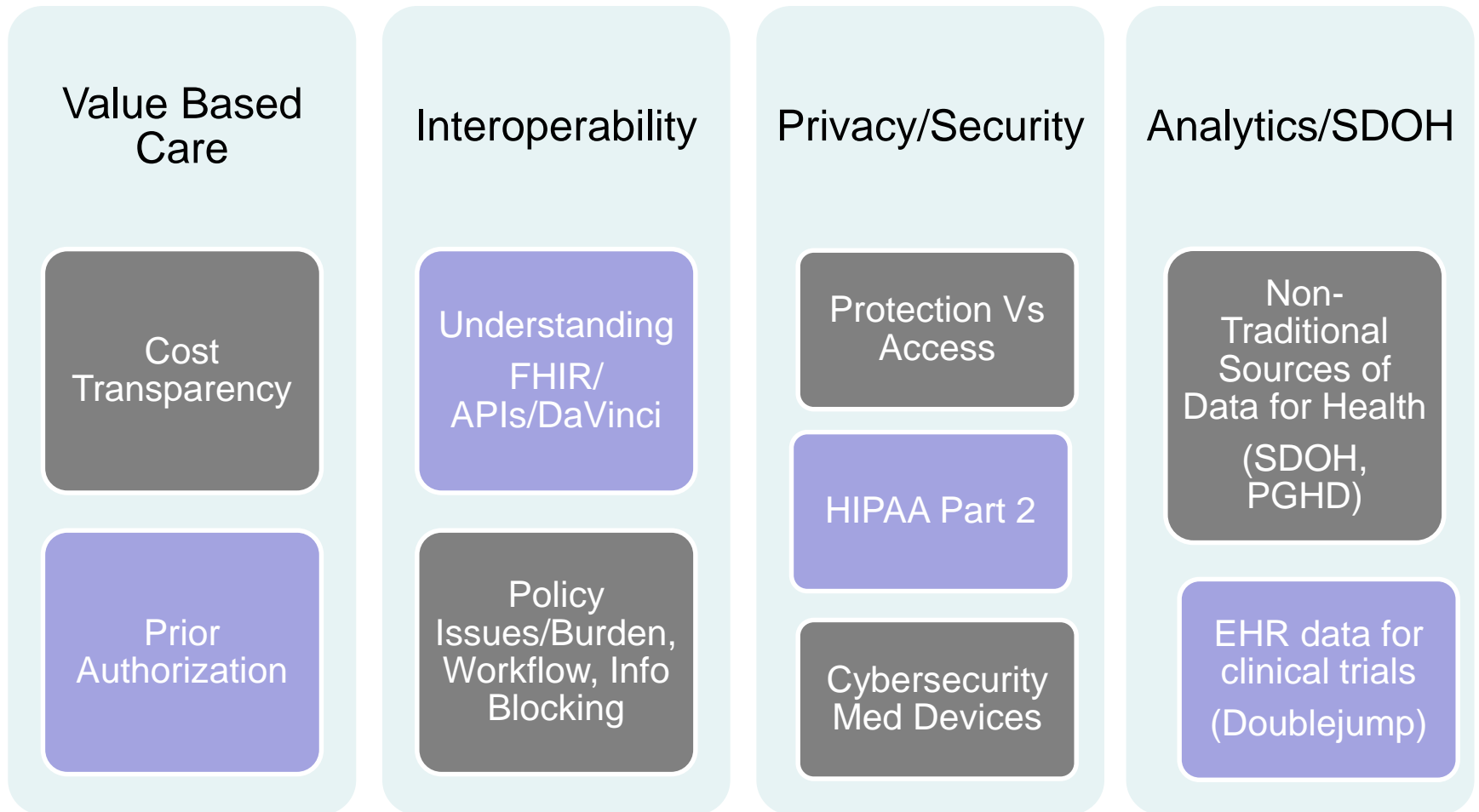
# Our Work



# Our Members



# Current Areas of Focus





# eHealth Resource Center

## [www.ehidc.org/resources](http://www.ehidc.org/resources)

- eHealth Resource Center available with best practices & findings identifying and disseminating best practices
- Online Resource Center: Over 600 new pieces of content, 125 best practices added this year





# New Report

## 2019 Survey on HIE Technology Priorities

### 2019 SURVEY ON HIE TECHNOLOGY PRIORITIES

THE STATUS OF HEALTH INFORMATION EXCHANGE IN 2019



eHealth Initiative Foundation  
[www.ehdc.org](http://www.ehdc.org)

[www.ehdc.org/resources/2019-survey-hie-technology-priorities](http://www.ehdc.org/resources/2019-survey-hie-technology-priorities)



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# **Key Findings Overview**

2019 HIE Technology Priorities

# ABOUT THE SURVEY



# eHI: Tracking HIE since 2004

eHealth Initiative was the first organization to field a comprehensive survey assessing the current state of data exchange in the U.S.

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**JAMIA**  
Journal of the American Medical Informatics Association

[J Am Med Inform Assoc.](#) 2005 Mar-Apr; 12(2): 107–112. PMID: PMC551542  
doi: [10.1197/jamia.M1680](#) PMID: [15561785](#)

Communities' Readiness for Health Information Exchange: The National Landscape in 2004

[J. Marc Overhage](#), MD, PhD, FACP, FACMI, [Lori Evans](#), MPP, and [Janet Marchibroda](#), MBA

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**2012 REPORT ON HEALTH  
INFORMATION EXCHANGE:  
SUPPORTING  
HEALTHCARE REFORM**



**Migrating Toward Meaningful Use:  
The State of Health Information Exchange**

A Report Based on the Results of the eHealth Initiative's 2009  
Sixth Annual Survey of Health Information Exchange

**eHEALTH INITIATIVE**  
Real Solutions. Better Health.

# Survey Focus in 2019

- Based on results from the 2019 Survey on HIE Technology Priorities, this report examines Health Information Exchange perspectives on:
  - Adoption of new technology
  - Integrating clinical and claims data
  - Types of data being exchanged
  - Business drivers and priorities
  - Challenges associated with the items above



# Methodology

- Survey open February 19 – April 12, 2019
- Invited through email and phone
- Required to answer whether organization facilitates exchange of health information as an HIE
- 20 multiple-choice questions
- Follow-up interviews with three participating organizations to review results
- Industry snapshot and non-scientific



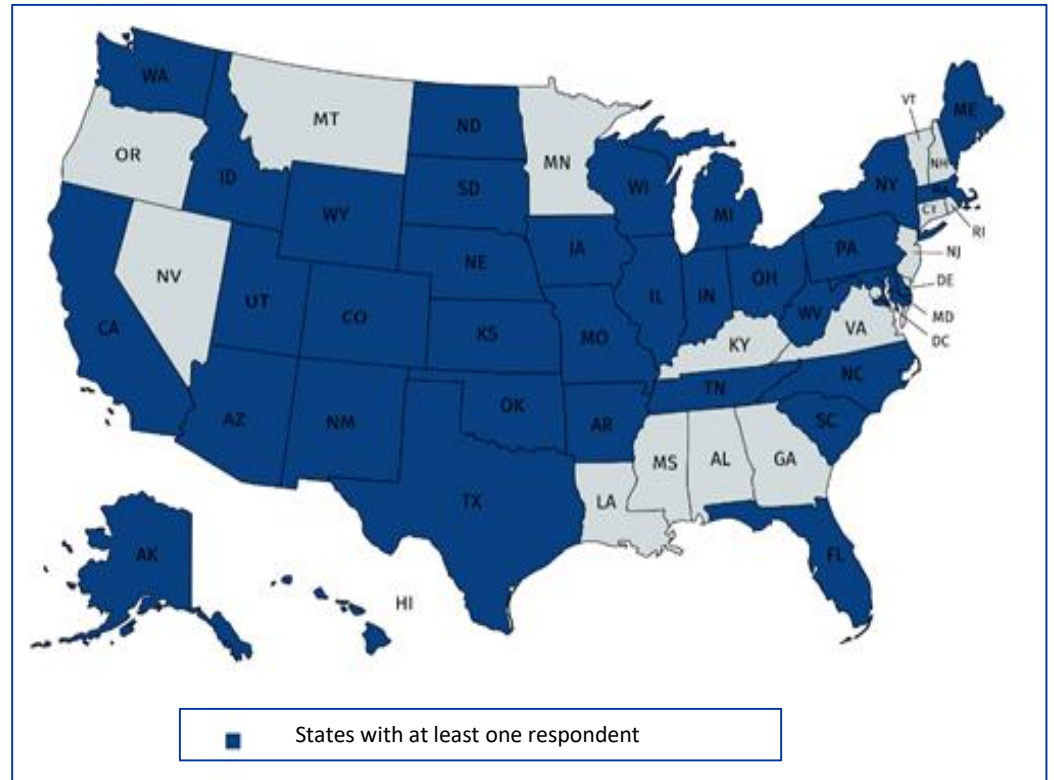


# RESPONDENT DEMOGRAPHICS



# Survey Respondents

- 53 U.S. based HIE organizations
- 35 states
- Types of HIEs:
  - Regional/Community (60%)
  - State-designated (38%),
  - Private/proprietary (23%)
  - Hybrid (4%)



Location of HIE Headquarters



# BUSINESS DRIVERS AND PRIORITIES



# Top Business Drivers in Adopting Technology

What are your organization's top business drivers in the adoption of technology in the next two years? (choose up to 3)

Business Drivers	%	#
Desire of stakeholders to manage risk and deliver on value-based care contracts	58%	31
Easier integration through APIs, FHIR, etc	47%	25
Provide clear value to end users such as care transition management and medication reconciliation	47%	25
Incentives from government agencies including CMS, state, and local authorities	34%	18
Increased demand for population health analytics tools	32%	17



# Top Priorities in Next Two Years

What are your organization's top priorities in the next two years? (choose up to 3)

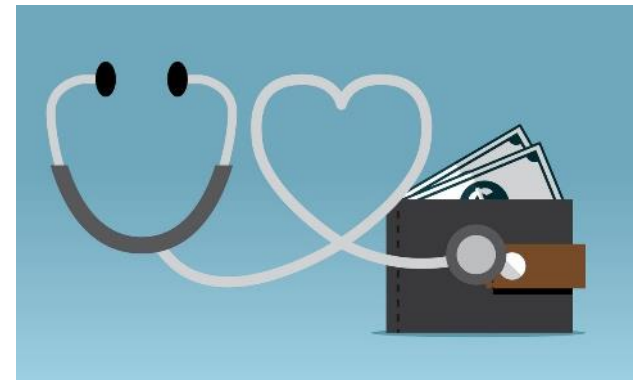
Priorities	%	#
Enhance interoperability	47%	25
Support value-based care	43%	23
Integrate EHR and HIE workflows	40%	21
Integrate non-traditional types of data like genomics and social	34%	18
Enhance care coordination	34%	18
Long term sustainability, financial viability	32%	17



# Key Finding:

## Value-Based Care is a Major Driver

- 92% somewhat agree or completely agree that **value-based care influences their decisions about technology adoption**
- 58% see the desire of stakeholders to manage risk and deliver on value-based care contracts as a top business driver
- 43% chose supporting value-based care as a top priority



# Is Sustainability No Longer an Issue?

- Only a third (32%) in 2019 survey listed long-term sustainability and financial viability as a top priority
- In 2005, 84% of HIEs considered developing a sustainable business model a very difficult or moderately difficult challenge



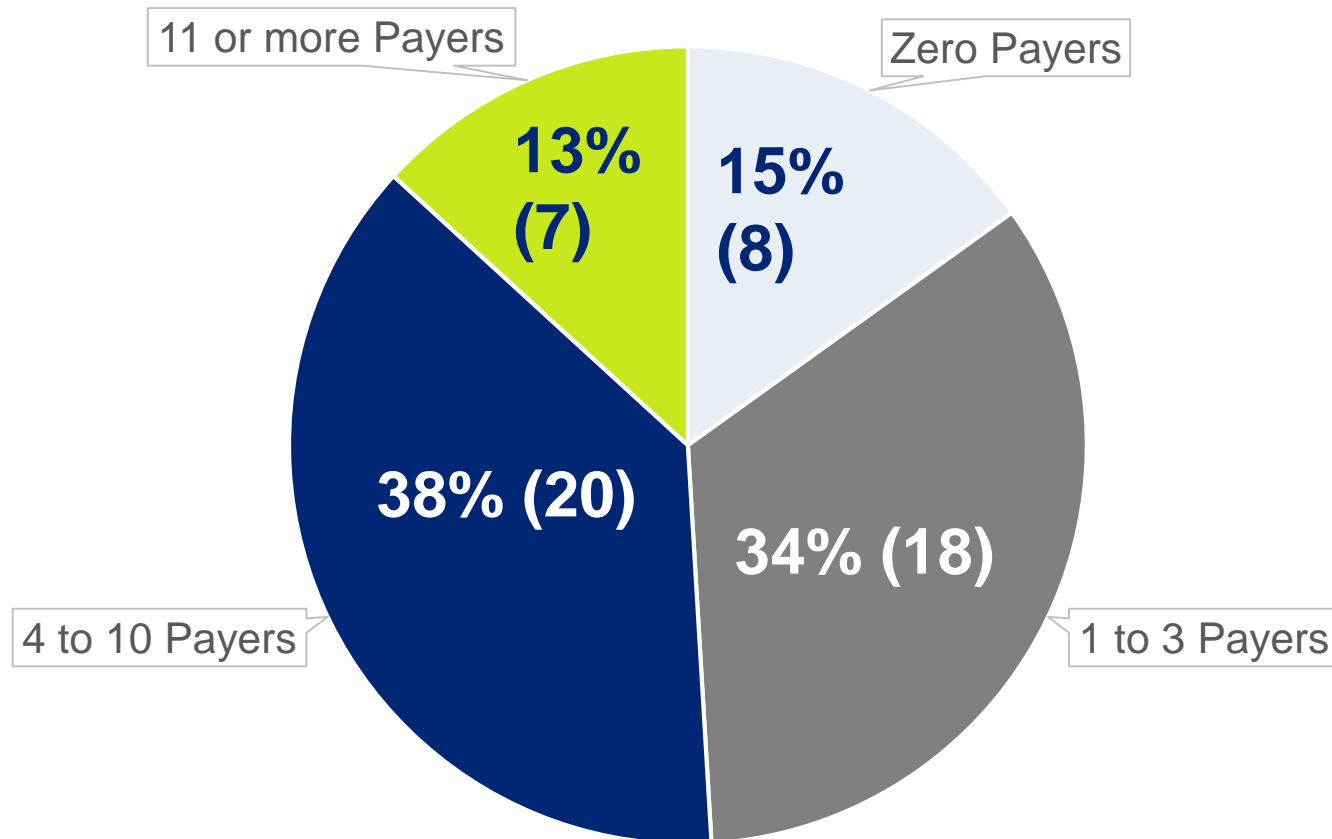


# INTEGRATING CLINICAL AND CLAIMS DATA



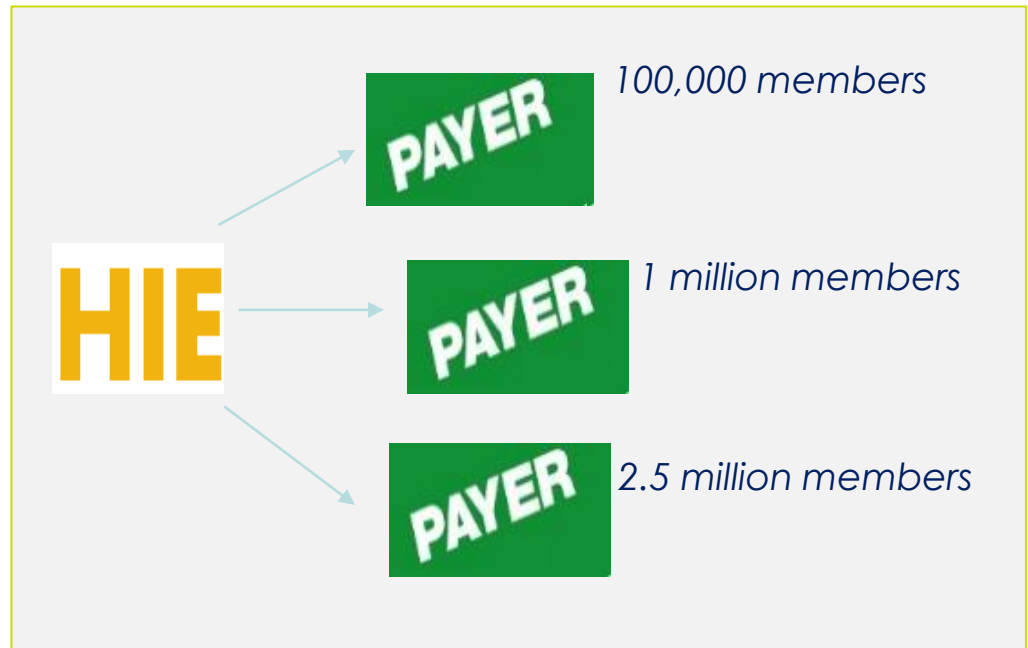
# Number of Payers Participating in Respondents' Exchanges

Number of Payers in HIEs



# Are there differences between HIEs managing different amounts of claims data?

*In this example, the HIE has access to claims data for more than 3 million members from 3 different payers.*



# Number of Members Represented by Payers Participating in HIE

Number of members represented by payers in HIE

3 Million or less

57% (30)

3< to 10 Million

24% (13)

>10 million

0% (0)

\*10 Respondents chose “not sure” and are not included in deep dive analysis



# Key Finding:

## Payers are asking for More Clinical Data



67%

have seen a significant or very significant increase in demand from payers for more access to clinical data



# Key Finding:

## Majority can Integrate Clinical and Claims Data

- **60%** of respondents overall have the capability to integrate claims and clinical data
- Deep Dive:
  - **85%** over 3 million members group are able to integrate
  - **50%** of 3 million members or less group are able to integrate



# Most Significant Challenges in Integrating Clinical and Claims Data

- **Data quality issues (60%)**
- **Cost of technology (58%)**
- **Availability of qualified staff (53%)**
- **Claims data not available (46%)**
- **Privacy/Security policies that limit transactions (43%)**





# **ADOPTING NEW TECHNOLOGY AND SERVICES**



# Current Capabilities

Services currently adopted by respondents

Type of Service	% Respondents	# Respondents
Provider alerts	77%	40
HIE to HIE exchange	72%	38
Care coordination tools	40%	21
E-referrals/E-consults	21%	11
All payer claims database	15%	8
Medication reconciliation	11%	6
Remote patient monitoring	6%	3



# Key Finding:

## Tech Budgets Likely to Increase






Indicate their technology budgets are likely to increase in the next two years



# Services Likely to Be Offered

What is the likelihood of your HIE offering these services in the next two years?

	 Not likely or Not very likely	 Somewhat likely	 Likely or Very Likely
Care coordination tools	4%	11%	<b>40%</b>
E-referrals/E-consults	6%	28%	30%
All payer claims database	<b>21%</b>	15%	19%
Medication reconciliation	8%	<b>30%</b>	<b>34%</b>
Remote patient monitoring	<b>40%</b>	13%	17%



# Deep Dive: Service Adoption

## Care Coordination Tools

- **Overall:** 40% have adopted
- **0-3 mil:** 33% already adopted; 54% are likely or very likely to adopt
- **3< to 10 mil:** 62% already adopted; 23% likely or very likely to adopt

## Remote Patient Monitoring

- **Overall:** 6% have adopted
- **0-3 mil:** 3% have adopted; 47% are not or not very likely;
- **3< to 10 mil:** 15% have already adopted; 54% not likely to adopt

## All Payer Claims Database

- **Overall:**40%
- **0-3 mil:** 7% have adopted; 50% not or not very likely
- **3< to 10 mil:** 38% have adopted; 25% not or not likely to adopt



# Top Challenges in Adopting New Services

- Percentage rated significant or very significant
  - **Price/Cost** (87%)
  - **Competing priorities** (74%)
  - **Enhanced utilization and optimization of the solution** (72%)
  - Adaptability of the technology (59%)
  - Technical Challenges (41%)



# DATA EXCHANGED





# Most Challenging Data Types

- Percentage of respondents reporting the following data types as difficult to exchange
  - **Social Determinants of Health (52%)**
  - **Behavioral Health (50%)**
  - Advanced directives, living wills, power of attorney documents (46%)
  - Genetics (35%)
  - Medications filled (35%)



# Deep Dive: Data Exchanged

- Exchanging social determinants of health data is difficult for about half of respondents
- There is progress in exchanging radiology images, very few reported them as difficult to exchange
- Medications filled data are somewhat more difficult for those with more members
- Quality reporting data is easier to exchange for respondents with less members
- Behavioral health data is less challenging for respondents with more members



## Key Finding:

Respondents Expect TEFCA to Make a Significant Impact on Interoperability



Predict that TEFCA will have a significant or very significant impact on interoperability



# Panel Discussion



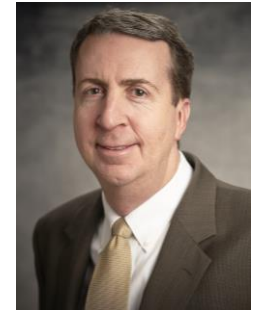
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# Q&A



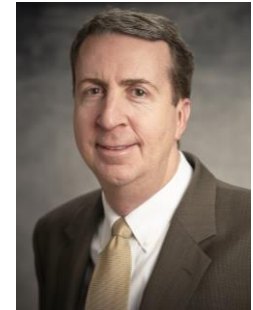
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