



**Purchasing & Assistance
Collaborative
for Electronic Health Records
(PACeHR)**

HIMSS Briefing
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PACeHR Mission and Vision

Mission

Foster EHR adoption and information sharing by leveraging web-based technologies, economies of scale, aligned metrics and strategic partnering

Vision

Every Arizona clinician will have access to an affordable, interoperable, CCHIT-certified, web-based electronic health record solution, including support, services and products



PACeHR Fast Facts

- Start-up Medicaid Transformation Grant (2008)
- EHR solicitation February 2009
- Incorporated non-profit *501(c)(3)* June 2009
- Broker for software and services
- All Arizona providers eligible
- Revenue from monthly fees, grants, HITECH (ARRA) and in-kind
- First EHR contracts September 24, 2009
- Pilot Kick-off October 22, 2009
- Executive Director November 18, 2009

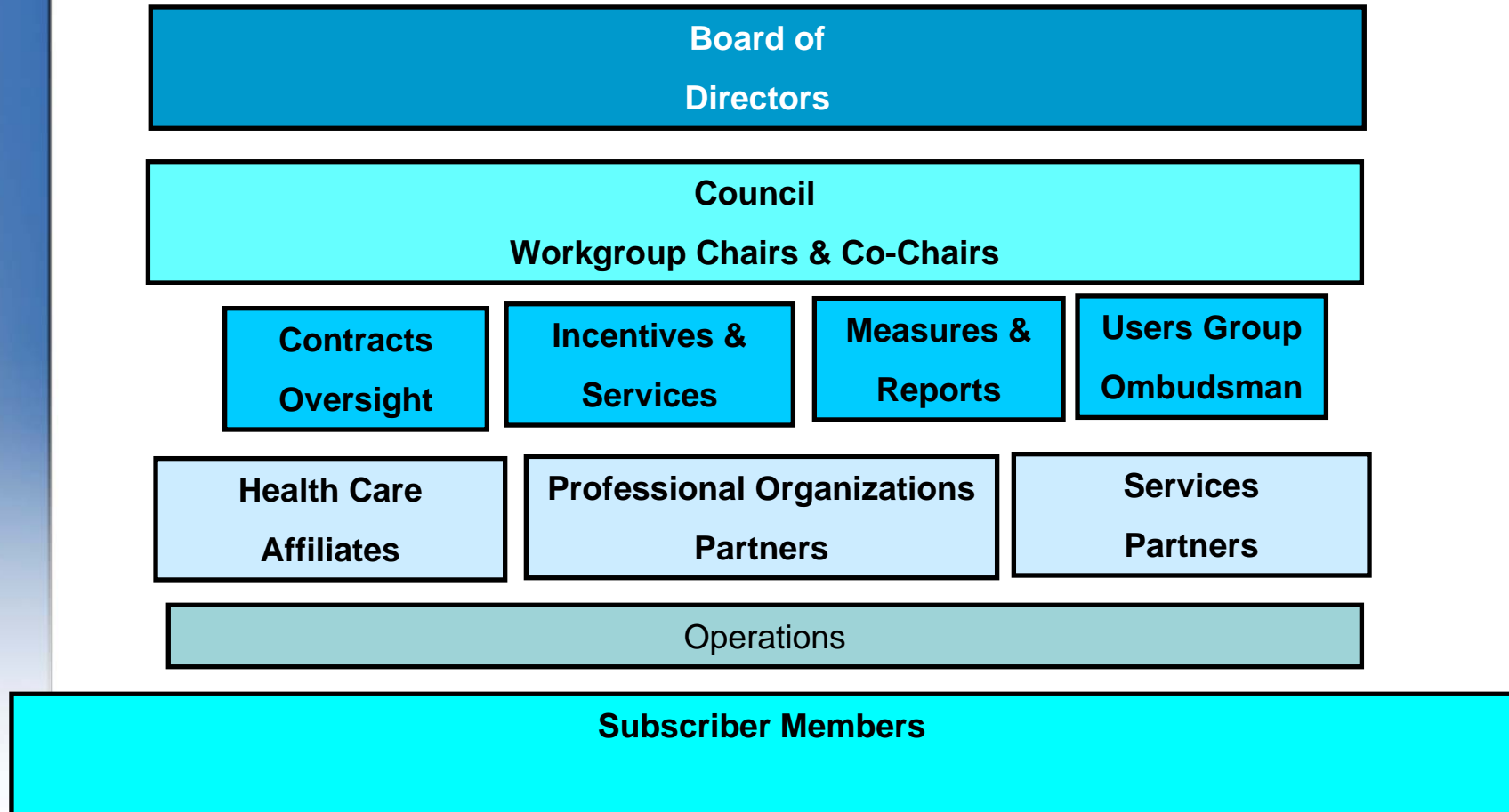


PACeHR Value Proposition

- Assist providers with selection, acquisition, installation and contract negotiation of affordable EHR systems
- Provide user support services that enable clinicians to achieve meaningful use EHRs in their practices, health facilities and managed care organizations
- Improve quality, safety and operational efficiency while managing overall costs

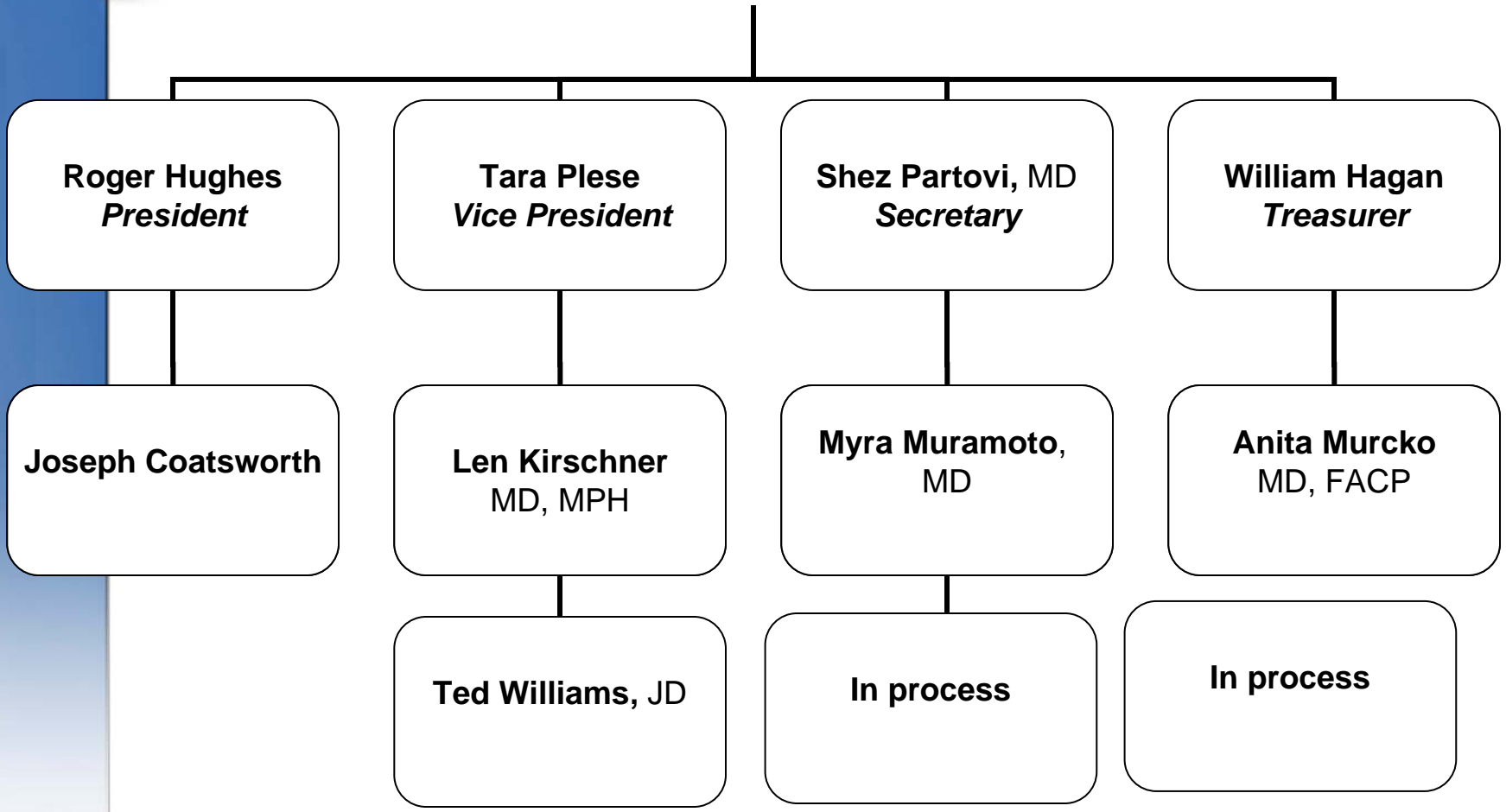


Organizational Structure





Board of Directors





Welcome new Executive Director

Kristin Raffaele

- Over 15 years in high tech and healthcare
 - Marketing, Sales and Business Development
 - Started with PACeHR November 18, 2009
- Prior executive positions
 - Vice President, iMedica Corporation
 - Director of Marketing, Lucent Technologies
 - Executive, GE Healthcare (Centricity Healthcare Information Technology)



Community Effort

- Started with Arizona Health-e Connection Roadmap (2005)
- Provider focus groups (2007/8)
- Arizona Medical Board Survey (ASU-CHIR)
- Stakeholder organizations
 - Letters of interest
 - Evaluation Panel volunteers
 - EHR Demonstration Days participation



Provider Partners

- Arizona Medical Association
- Arizona Osteopathic Medical Association
- American College of Physicians-AZ
- American College of Obstetricians and Gynecologists
- American Academy of Pediatrics-AZ
- American Academy of Family Physicians-AZ
- Arizona Nurse Practitioner Council
- Arizona State Association of Physician Assistants
- Arizona Latin American Medical Association
- Maricopa and Pima County Medical Associations
- Arizona Dental Association
- Arizona Health Care Association



Key Partners

- Arizona Health e-Connection
- Health Services Advisory Group
- Arizona Hospital Association
- Medical Group Management Association
- Arizona Public Health Association
- Arizona Rural Health Association
- Arizona Department of Health Services
- Government Information Technology Agency
- Arizona Health Information Management Assn.
- Jimenez Consulting
- AHCCCS and AHCCCS health plans



PACeHR Program

- Certified (CCHIT) web-based EHRs
- Standard, pre-negotiated master contract
- Affordable comprehensive monthly subscription
- Interfaces with core services providers
- “Meaningful use” guarantee
- Discounted hardware, software, services; loans
- Pre and Post-implementation assistance
 - Needs assessment and workflow re-engineering
 - Training and implementation assistance
 - User Group and Peer Network
- Collaborative measures design, maintenance, reports and streamlined incentive delivery

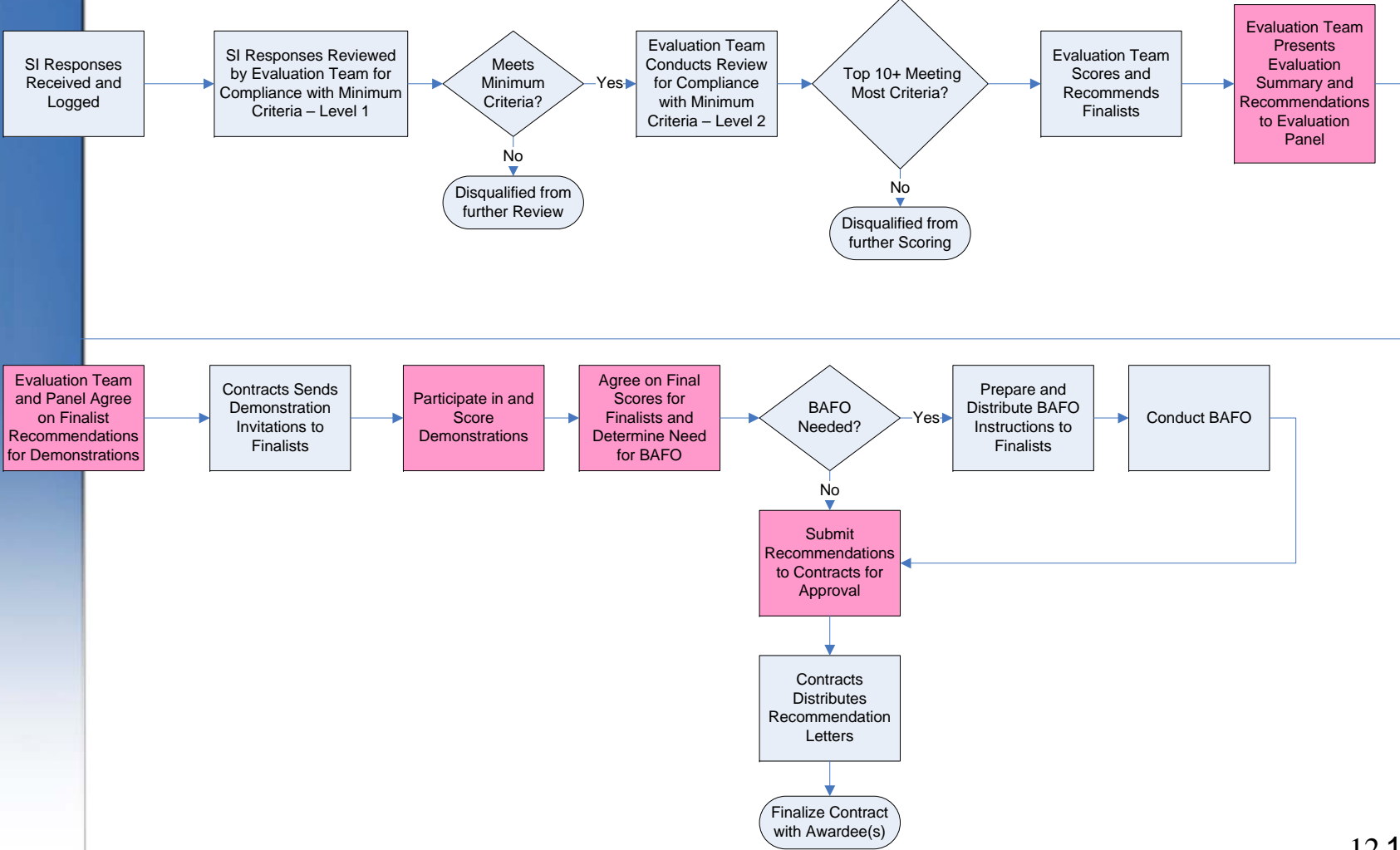


Requirements

- Third-party-hosted solution
- Secure, HIPAA compliant
- Standards-based, interoperable
- Software patches and upgrades
- Supports multiple inputs and remote access
- Disaster recovery and business continuity
- Service level agreements with penalties
 - Performance and system availability
 - Customer service
 - Advocate/ombudsman activities



Robust Selection Process





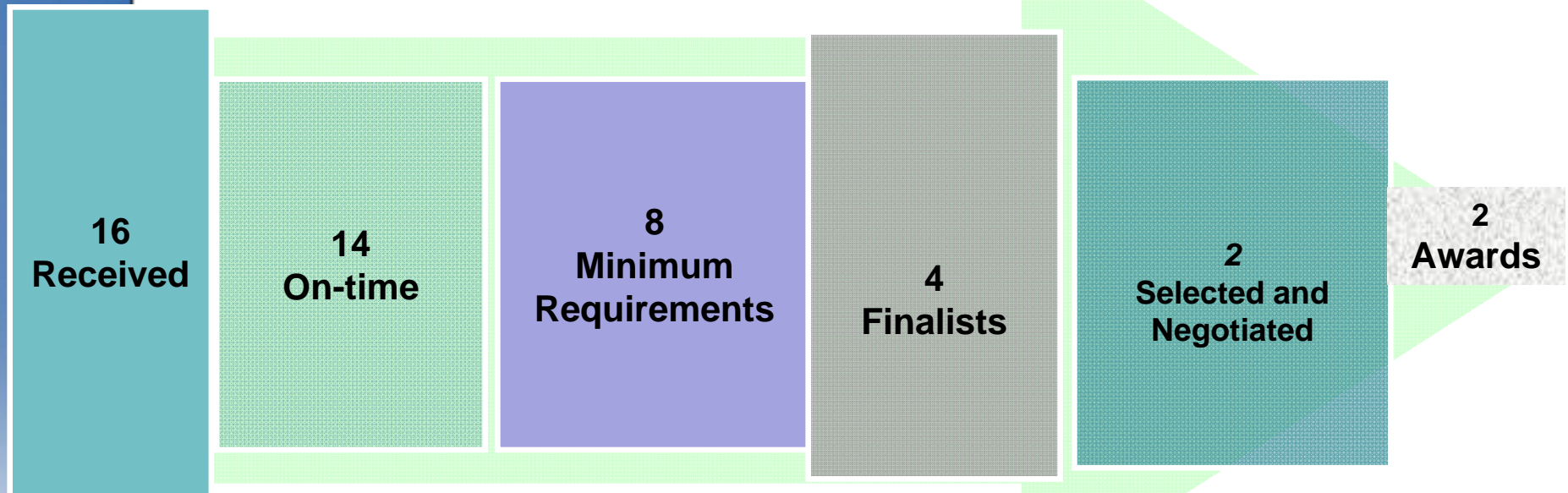
Minimum Criteria

CCHIT; e-Rx; interfaces; reporting; web; on-line training; flexible contract; PM

PACeHR - Purchasing Assistance Collaborative for electronic Health Record
 SUMMARY --- Offeror's Minimum Entrance Criteria
 LEVEL 1

#	OFFERER NAME	OFFEROR PRODUCT NAME	MINIMUM CRITERIA #1 SI REFERENCE Scoring Yes = 1 (Green) No = 0 (Red)	MINIMUM CRITERIA #2 SI REFERENCE Scoring Yes = 1 (Green) No = 0 (Red)	MINIMUM CRITERIA #3 SI REFERENCE Scoring Yes = 1 (Green) No = 0 (Red)	MINIMUM CRITERIA #4 SI REFERENCE Scoring Yes = 1 (Green) No = 0 (Red)	MINIMUM CRITERIA #5 SI REFERENCE Scoring Yes = 1 (Green) No = 0 (Red)	MINIMUM CRITERIA #6 SI REFERENCE Scoring Yes = 1 (Green) No = 0 (Red)	MINIMUM CRITERIA #7 SI REFERENCE Scoring Yes = 1 (Green) No = 0 (Red)	MINIMUM CRITERIA #8 SI REFERENCE Scoring Yes = 1 (Green) No = 0 (Red)	TOTAL MINIMUM CRITERIA SCORE
			CCHIT Certification: The proposed product offering must be CCHIT certified in 2007 or 2008	Product must provide e-Prescribing and could be implemented as a stand-alone module	Product must provide the capability to do Interfaces, Inbound and Outbound	Product must provide Health Outcome Measures through data extracts or reports (standard & Adhoc)	Product must be a hosted web-based solution	Offeror must provide web-based Training	Offeror must allow contracts directly with providers	Product must provide E&M Coding	
			Exhibit E: Specifications & Requirements - Functional Section 1	Exhibit E: Specifications & Requirements - Functional Section 7	Exhibit E: Specifications & Requirements - Functional Section 23	Exhibit E: Specifications & Requirements - Functional Section 26	Scope of Work	Exhibit E: Specifications & Requirements - Offeror Section 3	Attachment C: Collaterals FAQ 6	Exhibit E: Specifications & Requirements - Functional Section 6	
1	<Enter Offeror Name #1>	<Enter Offeror Product Name #1>	1	1	1	0	0	0	0	0	3
2	<Enter Offeror Name #2>	<Enter Offeror Product Name #2>	1	1	1	0	0	0	0	0	3
3	<Enter Offeror Name #3>	<Enter Offeror Product Name #3>	1	1	1	0	0	0	0	0	3
4	<Enter Offeror Name #4>	<Enter Offeror Product Name #4>	1	1	1	0	0	0	0	0	3
5	<Enter Offeror Name #5>	<Enter Offeror Product Name #5>	1	1	1	0	0	0	0	0	3

Products Selection Summary





PACeHR Selects Technology Partners

FOR IMMEDIATE RELEASE

Alliance with e-MDs and Noteworthy Medical Systems

PHOENIX, Ariz. – Sept. 30, 2009 – The Purchasing & Assistance Collaborative for Electronic Health Records (PACeHR) today announced the selection of **e-MDs** and **Noteworthy Medical Systems**, Inc. as technology partners to provide accessible and affordable electronic health records (EHR) to small and medium-sized group practices in Arizona.

The partner agreement will help drive EHR adoption and, thereby, enable clinicians to qualify for financial incentives in accordance with the federal Health Information Technology for Economic and Clinical Health (HITECH) Act, as well as strengthen the foundation for statewide health information exchange (HIE.)



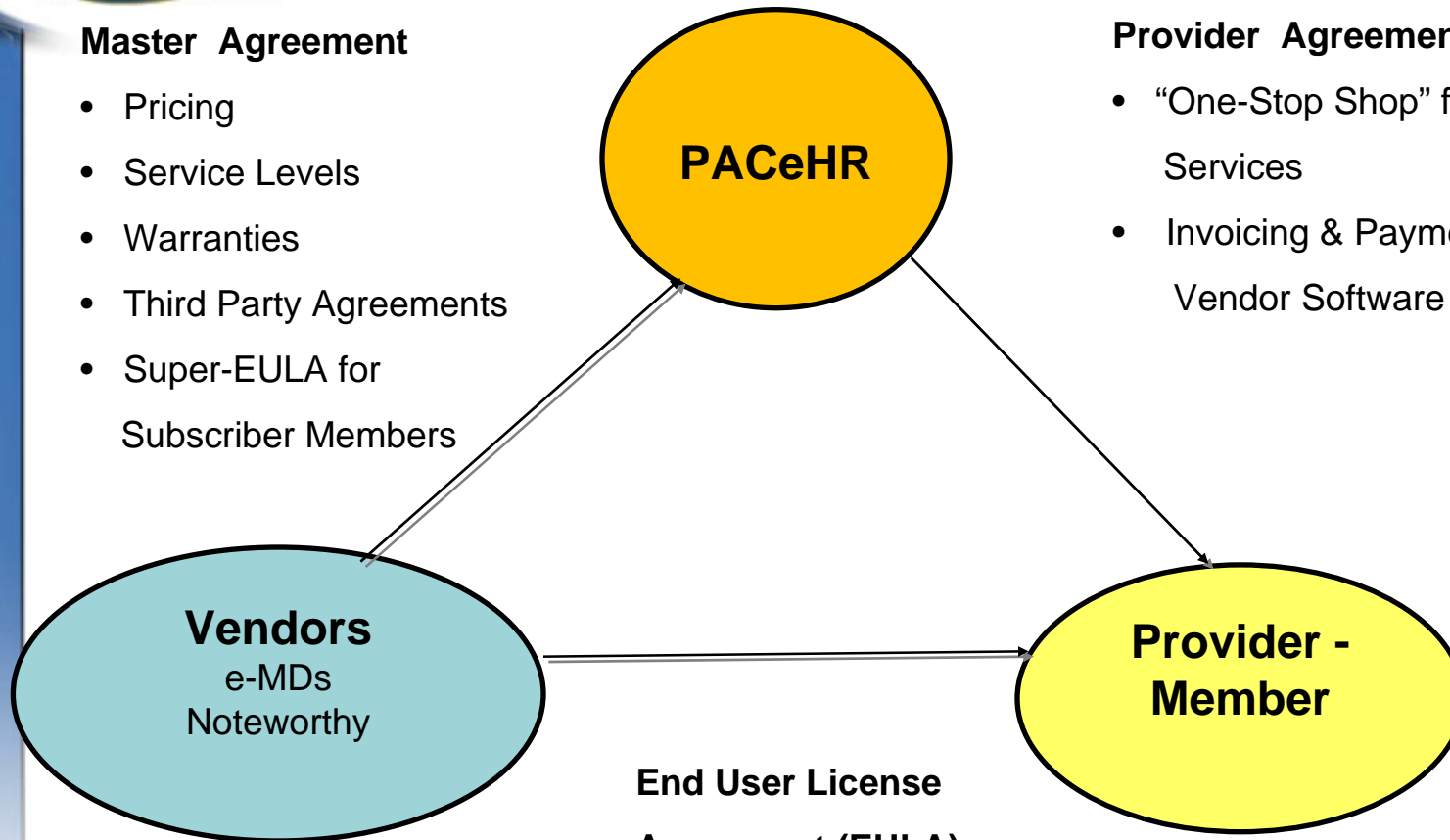
3-way Contract

Master Agreement

- Pricing
- Service Levels
- Warranties
- Third Party Agreements
- Super-EULA for Subscriber Members

Provider Agreement

- “One-Stop Shop” for EHR & Services
- Invoicing & Payment for Vendor Software & Services



End User License Agreement (EULA)

- Provides Software, Services
- Includes Master features



PACeHR: 2010

- Hosted products for primary and specialty care
 - Primary and specialty care (4-6 products)
 - Rural and small hospitals
 - Behavioral health
 - Nursing homes
 - Country public health clinics
 - Correctional health
- Group purchasing for hardware and services
- 2009 Pilot: 7-10 practices
- 2010: 300 practices (~1000 clinicians)
- Regional Extension Center services provider



Regional Extension Centers

Furnish, assist, educate and provide technical assistance to help providers in their geographic areas select, implement and meaningfully use certified EHR technology to improve quality and value of healthcare

- PACeHR is coordinated, consolidated, one-stop shop that moves providers toward successful implementation of EHRs including meaningful use
- PACeHR an anchor for AZ REC...to be continued



AMIA Annual Symposium

Dr. Blumenthal





www.azamie.gov

Moving soon to www.pacehr.com

Thank You!