

Enabling Healthcare Transformation

Are you a provider, payer, RHIO, or other NGO that wants to introduce innovation to change?

Do you want new perspectives for your key initiatives?

Do you want to update and cascade your IT Strategy?

Do you want to identify and win more grant funding to subsidize your IT investments?

Do you want help establishing governance or managing change?

Do you need physician input to shape your products or initiatives?

SI Delivers Strategic:

- *Insight*
- *Intelligence*
- *Initiatives*
- *Innovation*
- *Impact*

 **strategic interests**
strategic vision + thinking + relationships

Strategic Interests (SI) can help your organization transform to effectively participate in the new business of healthcare and accelerate innovation to accomplish your key objectives.

Unencumbered by politics, or "the way it has always been done", we provide a unique perspective based on decades of experience helping organizations identify, evaluate, and execute initiatives to solve problems and capture opportunities.

Strategic Impact: Enabling Transformation

SI addresses the strategy, technology and change management to enable your organization to transform:

- **Population Health:** Define and deploy methods and tools to improve outcomes and reduce unnecessary procedures, readmissions and costs for high-risk patients
- **Payment Reform:** Ability to thrive with new reimbursement models such as bundled payment, risk and value-based contracts, managed care, and MACRA/MIPS; to gain upside and avoid penalties
- **Strategic IT Plan:** Develop, cascade and execute an IT strategy enabling the transformation with IT priorities and plans to utilize data & content to improve financial and clinical performance
- **Funding:** Seed Transformation Initiatives by optimizing CMS program funds & services like Meaning Use (MU) & Practice Transformation (PTN), and obtaining grant funding
- **Innovation:** Effectively introduce technologies that enable transformation such as Health Information Exchange (HIE), Care Management, Business Intelligence/Analytics, Telehealth, Patient Generated Data, Imaging
- **Patient Engagement:** Enhance patient compliance, satisfaction, and outcomes with analytics-based effective outreach and communication
- **Lower IT Costs:** Platform consolidation and creative IT sourcing

Guiding Your Transformation – Pop Health

Unique areas of expertise include our ability to define and deploy the programs and technologies that enable you to effectively manage the health of your patient population. Your own Population Health Roadmap.

Based on your unique situation we can help define, select, implement and deploy the ideal Population health solutions.

Summary of Engagements

Strategic Interests has helped numerous health systems successfully plan, design, purchase, implement, and deploy HIT systems to address population health, improve care, and reduce costs.

Unity Health System



Population Health / HIE / Grant Management

SI helped Unity win a \$6.5 million grant through NY State to transform how care is provided to patients with chronic diseases. SI successfully managed the program that introduced systems, process and mindset to collaborate on the care for patients that are treated in multiple facilities by providers within Unity and the Community. SI helped Unity select and implement innovative applications including an HIE, decision support systems for disease management, and patient outreach and engagement. As a result, Unity was able to reduce the number of patients with HA1C > 9 by 14% and reduced readmissions.

Rochester Regional Health



HIE Roadmap, Deployment, Adoption & Maintenance

SI worked with Physician, IT, and administration leadership to define and manage the roadmap of activities surrounding the Health Information Exchange of Rochester Regional Health. This created a single, longitudinal record of clinical care provided by all providers consisting of data aggregated from Cerner, NextGen, Epic, Medent, Allscripts and Answers on Demand EHRs, with effective linkages with the public HIE for the community, the Rochester RHIO to aggregate data from labs, radiology centers, other hospitals, and specialists. SI helped define consolidated needs, budgets, and initiatives to leverage the Rochester RHIO to meet the strategic needs of RRH, helped negotiate vendor contracts, and managed technical deployment. SI also identified creative ways to utilize the information within the HIE to improve care and lower costs, and drive widespread adoption.

Flagler Hospital and First Coast Health Alliance (FCHA)



HIE Community Assessment & Prioritization:

SI is helping Flagler Hospital and the First Coast Health Alliance develop and deploy a private health information exchange (HIE) to the community providers of the ACO. SI performed an assessment and prioritization of community based physician practices and identified process changes required to ensure high quality of data within the HIE. SI has analyzed data produced by existing EHRs and identified issues that need to be resolved to successfully deploy the HIE. SI is currently managing analysis, design, and clinical deployment to the practices, and is playing a leadership role on communication and change management activities.

Finger Lakes Performing Provider System - FLPPS



Population Health – IT Enablement for DSRIP (Delivery System Reform Incentive Payments)

SI is helping FLPPS to develop and execute a plan for the partners that comprise FLPPS to select, deploy, and integrate IT systems to effectively participate in DSRIP. SI is helping ensure that partners have EHR, Care Management and Population Health systems with interoperability through the RHIO to manage care for patients, collaborate with other providers, identify patients at risk, and manage clinical and psycho-social needs. This will enable FLPPS to accomplish clinical and financial objectives, including the reduction of unnecessary ED visits and hospital readmissions.