



# GALEN

HEALTHCARE SOLUTIONS

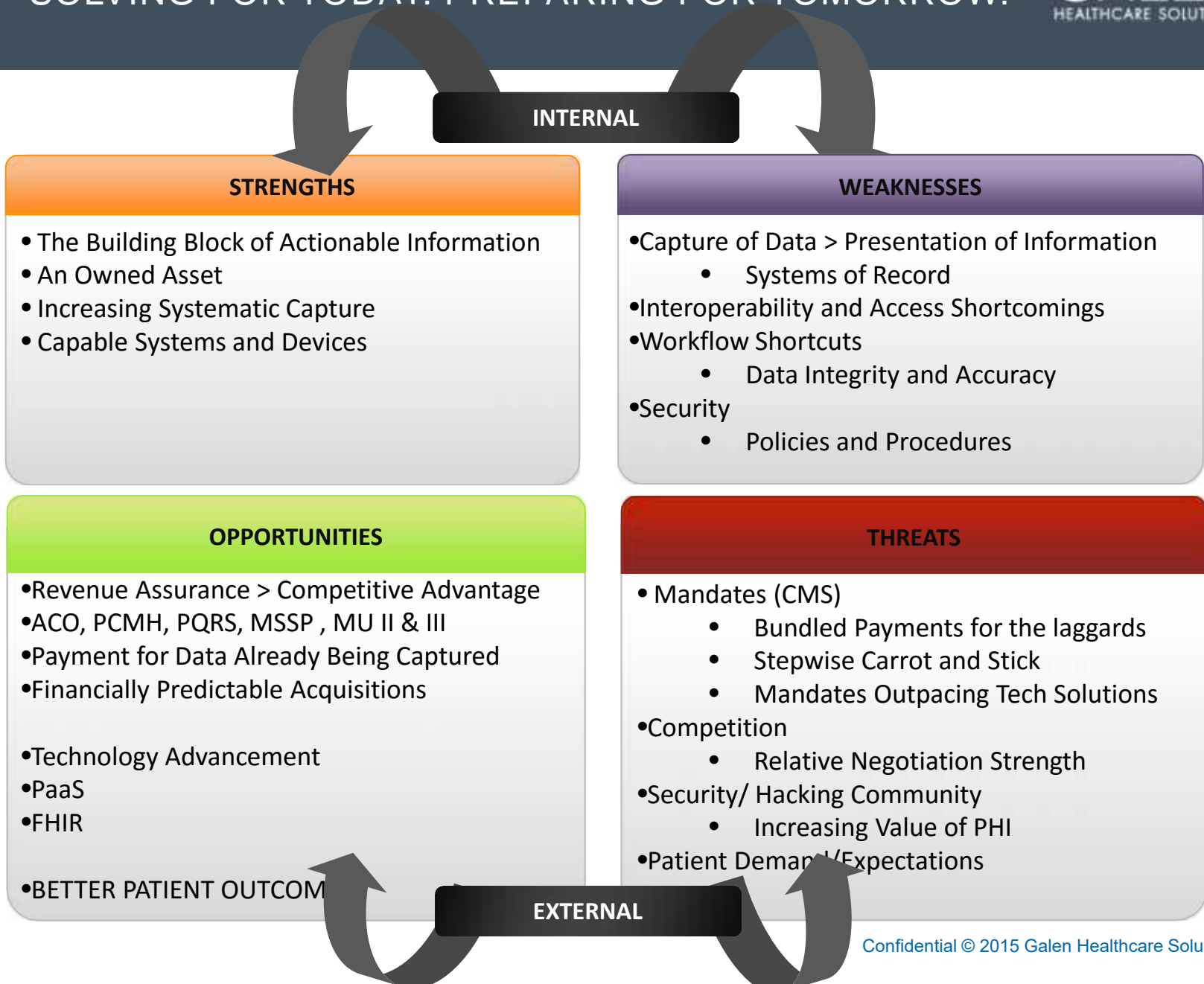
## DATA LIQUIDITY

Organizational Value & Implications

## **KEY DISCUSSION POINTS**

- Data as an Asset
- An Examination through 'SWOT'
- Internal & External Forces
- History & Best Practices





## Strengths

- The Building Block of Actionable Information
- An Owned Asset
- Increasing Systematic Capture
- Benefits to Multiple Constituents
  - Person, Place, SoE, Context

## Weaknesses

- Capture of Data > Presentation of Information
  - Systems of Record
  - Interoperability and Access Shortcomings
- Clinical Workflow Integration
  - Accuracy
- Ability to Consume
  - Education & Adoption
- Security
- Budget?

## Opportunities

- Revenue Assurance > Competitive Advantage
  - ACO, PCMH, PQRS GPRO, HEDIS, NQF , MU II & III
  - Payment for Data Already Being Captured
  - Financially Predictable Contracts
- Providing the Fuel to PHM/CNM
  - Improve Care Coordination
  - Reduce Variability
  - Optimize Resources

## Threats

- Mandates (CMS)
  - Bundled Payments for the Laggards
  - Stepwise Carrot and Stick
  - Mandates Outpacing Tech Solutions
- Competition
  - Relative Negotiation Strength
- Security/ Hacking Community
  - Increasing Value of PHI
- Patient Demand/Expectations

## **ORGANIZATIONAL CHANGE**

- Demand for Information
- Reimbursement
- Data Governance
- Learning from History
- Identifying the Essential
- Moving Forward Amidst Uncertainty





## Demand For Information

- Increasing Constituents
  - Internal Reporting
  - Finance/ Contracts
  - Providers
  - Patients
  - Researchers
  - Caregivers
- Greater Frequency
- Systems of Engagement
- For the CIO's....How Have You Been Impacted?

## Organizational Reimbursement Impacts

- New/Increasing Dependence On Patient Compliance
  - Marketing
  - Education
  - Patient Engagement Technology
  - Caregiver Integration
- Physician Comp Changes
  - Value-Based Payment Modifiers as Pass Through?
  - Org Comp Changes?
  - Unintended Consequences

## Data Governance Implications

- Organizational Awareness
- Security/Privacy/Compliance
- Audit & Reporting
- Risk Management
  - Choice of the source of Truth
  - Balancing Reward

## Learning from History

- Organizational and Behavioral Change  
vs.  
IT Project

- Job Function Evolution/ Addition
  - Chief Care Transformation Officer
  - Chief Marketing Officer
  - Chief Care Coordination Officers
  - Data Curator

## Identifying the Essential

- Beginning with the End in Mind (Ocean Boil)
- Mandated as Meaningful
  - Sets the Minimum Requirement?
    - CMS GPRO, CCJR – Hip and Knee DRGs
- Organizationally Meaningful
  - Unique Patient Populations
  - Organizational Initiatives
- Information to Impact Patient Behavior

## Moving Forward Amidst Uncertainty

- Technology as an Enabler
  - Integrity
  - Scale
  - Presentation Flexibility
- Integration
  - FHIR
  - Technology with Open APIs / SDKs
- Collaboration

# MUCH MORE THAN I.T.

**GALEN**  
HEALTHCARE SOLUTIONS

SOLVING FOR TODAY.  
PREPARING FOR TOMORROW.

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