



# Connecting the Entire Healthcare Eco-System from Urban Large Hospitals to Rural Practices: Enabling Machines and People

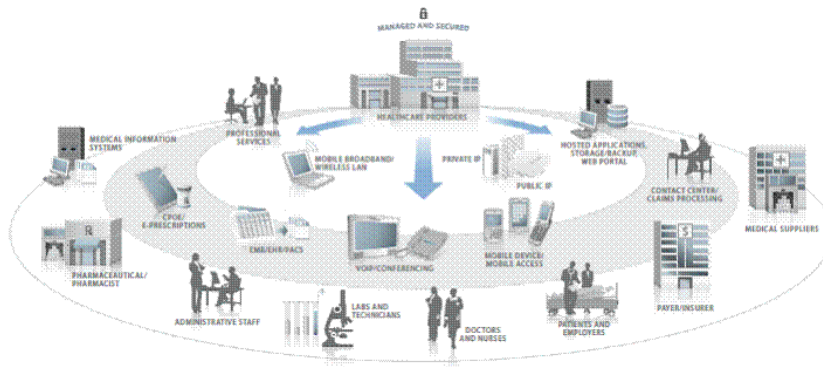
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## Healthcare Today: *The Extended Healthcare Ecosystem*

In today's world, care—and decisions that impact care—aren't limited to examination rooms. Collaboration is required across the extended organization to deliver high-quality, patient-centered care regardless of location.



## A Look at Current Healthcare Trends

- **Toward patients**
  - Increased patient empowerment
- **Toward prediction**
  - From post-symptomatic diagnosis to pre-symptomatic screening
  - Genomic revolution and molecular imaging
- **Clinical convergence**
  - Diagnostic tests
  - Diagnosis linked to therapy
  - Convergence of pharma and diagnostic industries
- **Productivity driven**
  - Payers demand rigorous cost/benefit analysis and health technology assessments
- **Information driven**
  - Integrated, accessible, personalized and actionable patient information



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## Key Healthcare Challenges



### Improve Quality

- Improve service at point of care
- Reduce medical errors
- Improve care coordination for chronic conditions
- Practice evidence-based medicine
- Promote health and wellness

### Control Costs

- Eliminate waste and duplication
- Control administration and delivery costs
- Centralize resources and/or enable cost-efficient delivery of healthcare across an expanded coverage area
- Services

### Increase Access

- Utilize technology to respond to lack of providers in rural, remote areas
- Remote care for aging population, patients with chronic conditions, and those in rural areas
- Deliver service to previously unaddressed markets

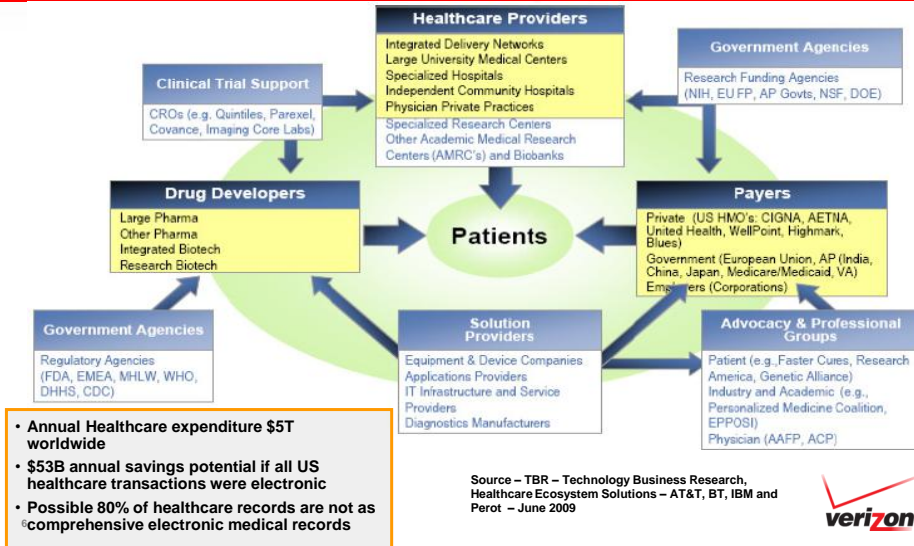
### Compliance

- HIPAA Regulation and HITECH Act forcing Healthcare Companies to focus in Security
- Hackers are increasingly targeting healthcare and medical facilities
- Legislation mandating public notification of security breaches
- Risk of fines and lost of reputation

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## Healthcare is an Ecosystem



## Interoperable Solutions: Enables Connectivity

### Verizon Health Information Exchange

- IHE XDS
  - » HIMSS Connect-a-thon 2011 for NHIN Connect
- NHIN Connect Implementation Group
- Direct Project Implementation Group
- HL7 Continuity of Care Document C32, C32+ (specific to SSA submissions), and C83 (CCD)



### Medical Data Exchange

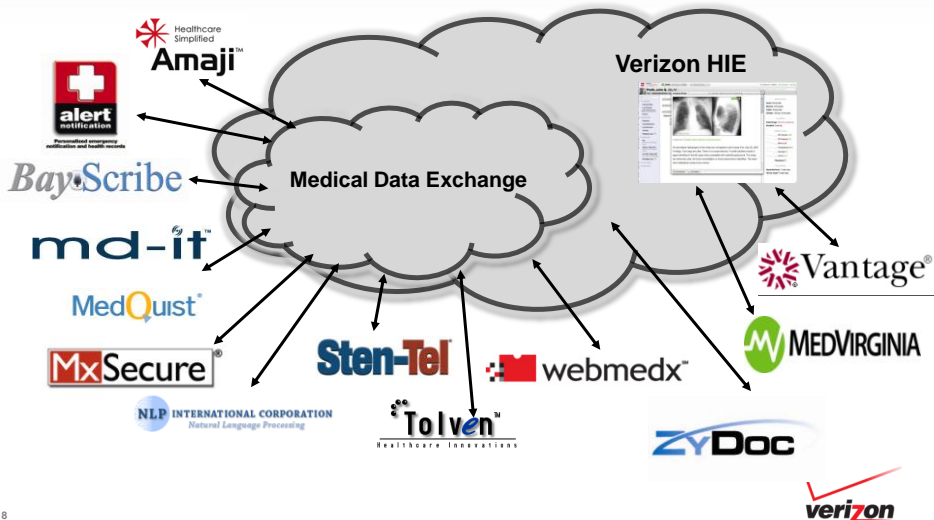
- IHE XDR
  - » HIMSS Connect-a-thon 2011 for XDR
- Direct Project Implementation Group



### Members of HL7 and Health Story Project



## Accelerating the Sharing of Patient Information



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## Leading the Country in NHIN Activities

- **First to the NHIN** processing SSA disability determination requests for four acute care facilities **recovering an annualized \$2.1M for a health system** treating a population of 1 million patients.
- Flagship customer MedVirginia chaired and **co-authored the DURSA**.
- **First to CMS via the NHIN** participating in the C-HIEP project enhancing the ability for communication and **coordination of care across multiple settings**.
- **VA/DOD VLER via the NHIN**. Participating in connecting the VA/DOD Virtual Lifetime Electronic Record (VLER) to private healthcare entities in Tidewater, VA.



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## Virtual Lifetime Electronic Record

- On April 9, 2009, President Obama directed DoD and VA to create a Virtual Lifetime Electronic Record (VLER) that:

*“will ultimately contain administrative and medical information from the day an individual enters military service throughout their military career and after they leave the military.”*

-President Barack Obama

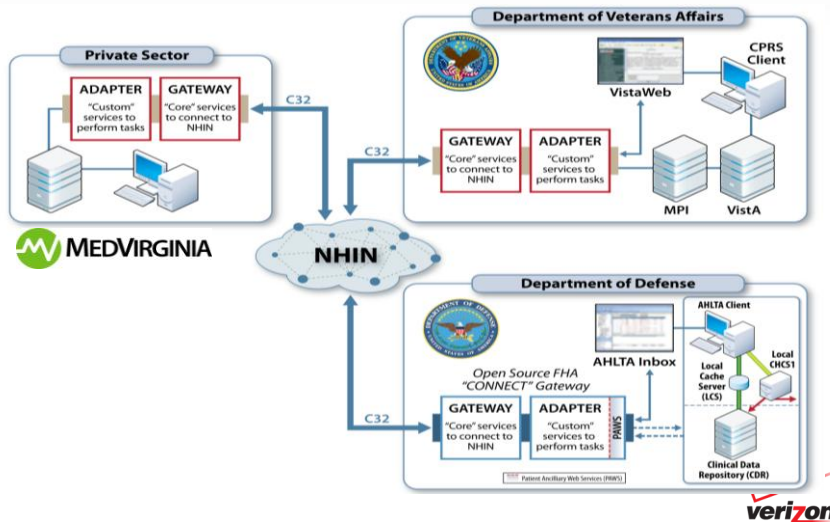


Source: Washington Post, April 9, 2009

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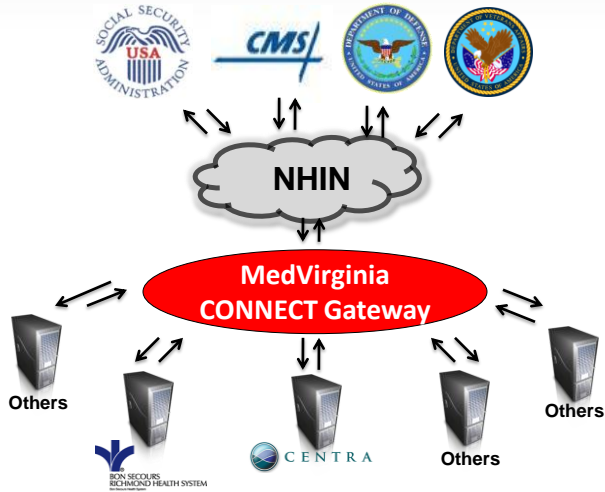
## The VLER Solution



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## The Value of Verizon + MedVirginia



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