



Using the Medicaid Program to Facilitate Health Information Exchanges

Presented by:

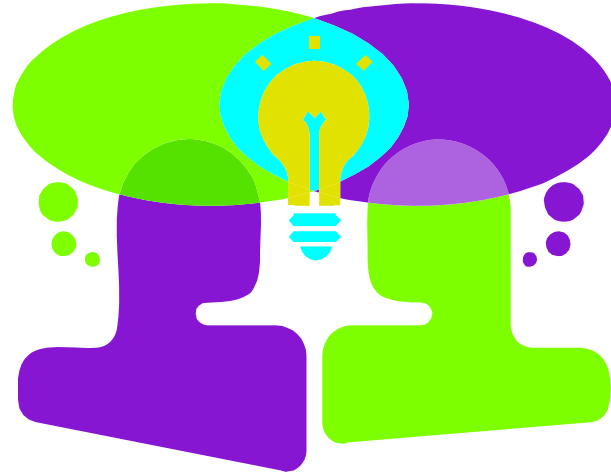
Barry T. Berberich

Bull Services

2007 MMIS Conference

San Diego, CA

**The HIE / HIT “Trend”
is One Thing...**



**But What’s the Driving
Business Purpose of
This Trend?**

Major Policy Goals Within State Medicaid Programs...

- **Improve Health Outcomes**
- **Cost Savings**

HIT/HIE will generate more data, but we need to use that data to create more knowledge – of trends, impacts, and future needs

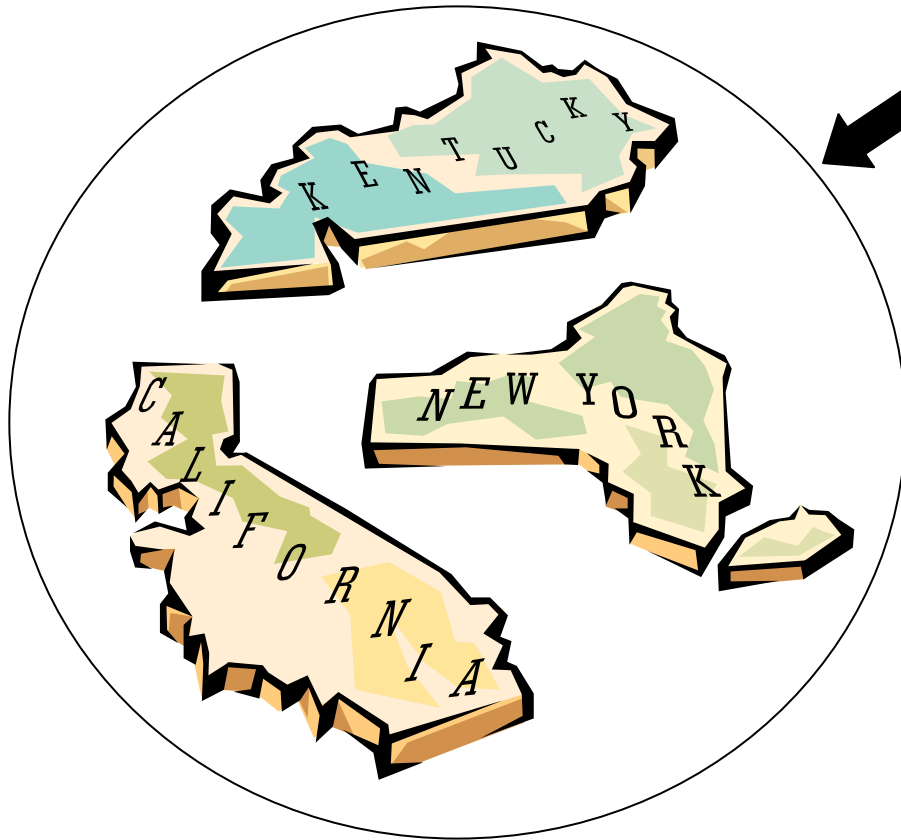
And to Achieve These...

- **Improve Health Outcomes**
- **Cost Savings**

We Need These...

- **Accurate, reliable data**
- **Relevant information**
- **Confidentiality Protections**

First, Consider the Medicaid Landscape...



60 Million beneficiaries – Entire Populations of New York, California, Kentucky combined!

Comparison: 42 million in Medicare and 50 million in Social Security

Program covers **1 in 5 Americans**

A huge “sample” when thinking about nation-wide health care issues:

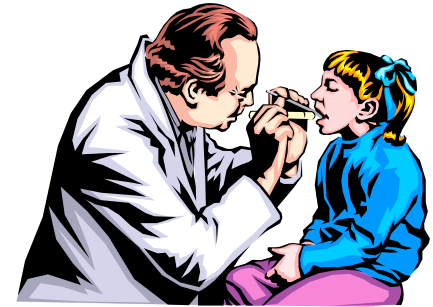
- Disease management
- Long-term care
- Prescription drugs
- Etc.

And Don't Forget the Cost...

\$320,000,000,000

- Can you say, “A third of a trillion dollars?”
- **\$6,000 annually per recipient nationwide**
- **Funded by taxpayers**
- **Program cost, complexities mandate that we reduce costs and improve health status of the population!**

If We Do HIE Right....



- **Improving Health Outcomes**

- Disease Management Protocols for chronic conditions
 - Have children received their immunizations?
 - Have seniors with diabetes visited the ophthalmologist as recommended to assess the risk of diabetic retinopathy?
 - Did the person diagnosed with developmental disabilities have his or her medications reviewed at regular physical?
- Long-Term Care assessments and projections
- Identifying trends, areas of improvements for chronic disease
- Prescription drug utilization

If We Do HIE Right....

- **Reducing Costs**

- Not draconian, but related to more focused and targeted care
- Some possibilities
 - Inpatient avoidance
 - Home care- more focused understanding of patient needs
 - Nursing facility avoidance – by addressing community care needs
 - Reduce ER visits – better monitoring and management
 - Administrative savings – efficiencies from reduced paper for providers and others
 - Eliminate duplication of services by multiple providers
 - Provision of care in lower cost and more appropriate settings

The Bottom Line....

- Appropriate and careful sharing of Medicaid data will have positive impact on care provided to patients
- But – **it's about more than technology**: **MUST** also be analyzed to assess:
 - Impact of health care policy- *is the policy working?*
 - Need for changes in policy and approach
 - Future trends – *can we predict demand and gaps in services?*
 - All within confidentiality framework

(Otherwise it will be a great exercise having limited impact)
- Analyzing the data will provide policy makers, providers, and patients the capability to share future health care delivery approaches

Well-managed HIE = improved health outcomes, more cost effective care, better quality of life