$20 BILLION

EMR ADOPTION (BASE VS. CERTIFIED) 1

CAPITAL INVESTMENT PRIORITIES OVER NEXT 3 YEARS 2

The Widening EMR Gap: Valuable Asset vs. Required Repository

Although the 2009 American Recovery and Reinvestment Act gave health systems a financial incentive to achieve Meaningful Use of EMRs, many healthcare organizations have struggled to capture value. As the capabilities and sophistication of EMRs continue to grow, there is a widening divide between healthcare organizations that harness the capabilities for a competitive advantage and those that are crippled by poor usability, workflows and adoption.

Clinical Optimization Goals & Benefits

• Improves revenue cycle management and defect in revenue systems.
• Treats 30-50 minutes of care per patient.
• Reduce patient care work load by 15%.
• Improve patient engagement.
• Reduced average patient length of stay by up to 15%.
• Improved ICHIS (EHR) annually.
• Replaces handwritten notes with EHR.

50% OF ALL HEALTHCARE ORGANIZATIONS will be using EMR by 2018 3

Replacement vs. Clinical Optimization

200% INCREASE FROM 2014

Doctors for replacement include:

Single-dose injections
Integrate system access care networks (e.g. a radiation system)
Better opinion utilization
Clinical Optimization – Improving patient care through

Types of Clinical Optimization

• Clinical optimization: Captive, waste, non-value, non-churn, non-profits, marketing, non-revenue.
• Financial optimization: Revenue cycle, financial, IT, marketing.
• Strategic optimization: IT, software, systems, technology.
• Operational optimization: Supply chain, revenue cycle, risk management, data analytics.
• Administrative optimization: Human resources, clinical, information management.
• Clinical optimization: Captive, waste, non-value, non-churn, non-profits, marketing, non-revenue.
• Financial optimization: Revenue cycle, financial, IT, marketing.
• Strategic optimization: IT, software, systems, technology.
• Operational optimization: Supply chain, revenue cycle, risk management, data analytics.
• Administrative optimization: Human resources, clinical, information management.

Clinical Optimization Effort & ROI Matrix

Learn how we do it at www.galenhealthcare.com/emr-clinical-optimization/