# HEALTHCARE SOLUTIONS

#### **CONNECTED CARE**

Unlocking the value of data

#### The Broken Promises of the EMR

- They will save money
  - Save the healthcare organization money...
    - In-patient cost increases of 6% to 10%
    - Ambulatory cost increase of 2% to 3%

(Allignoring initial capital investments)

- Save the "system" money...
  - o Increased overallchins

#### The Broken Promises of the EMR

- They will dramatically improve care
  - Early studies show little difference
    - Best practices met (in-patient)
      - 87.8% for advanced EMR usage
      - 86.7% for basic EMR usage
      - 85.9% for no usage
    - Quality Metrics (ambulatory)
      - No statistical difference between paper and EMR

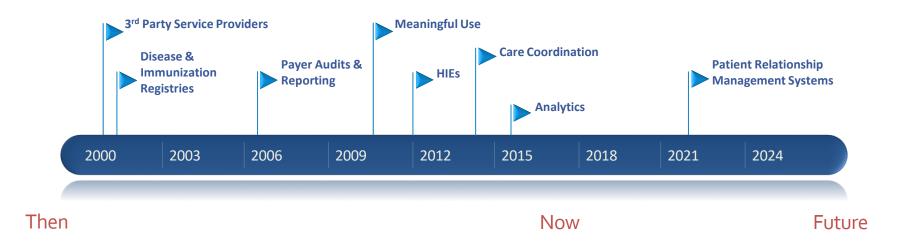
#### An Means to an End...

- Structured data gathering
- Facilitate large scale "clinical" trials
- Prerequisite for essentially everything else

#### Poorly Suited to Unlock the Data

- Largely designed for data entry
  - Workflow Tacked On
  - CDS Tacked On
  - [Everything Else] Tacked On
- Don't play well with others
  - Interface Hell
  - Few, if any APIs
  - Complex, "evolved" data schema
- Inherently a multi-platform, multi-vendor problem
  - Clinical (EMRs, care partners)
  - Claims (Clearinghouses, Payers)
  - Billing (PM, FMS CRMs)
  - Biometrics (Remote Patient Monitoring, IoT)
  - HR / Administrative (Peoplesoft, time tracking, etc.)
  - Financial
  - Genomic Data
  - Analytical (Risk analysis, population definitions, etc.)

### The Journey to Life Outside the EMR



#### **Galen's Strategy**

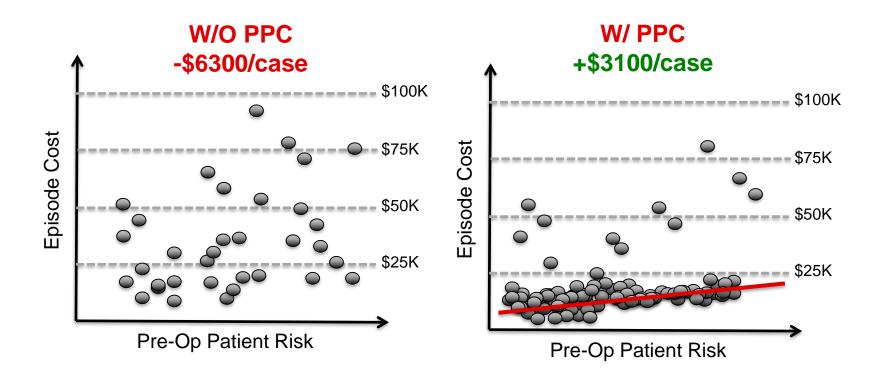
- External Solutions Internal Data
- Minimize organizational IT impact
- Don't be bound by the EMR
- Embrace the Cloud

#### PinpointCare

- Bundle Payment Care Coordination
- Workflow & Analytics
- Entirely External to the EMR

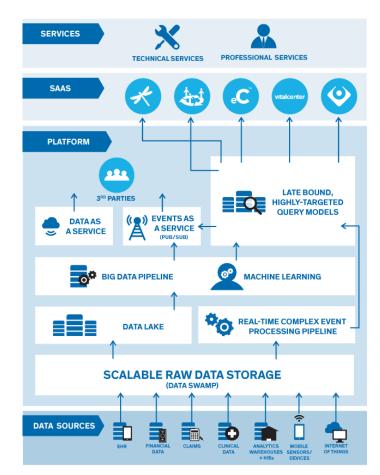
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#### PinpointCare

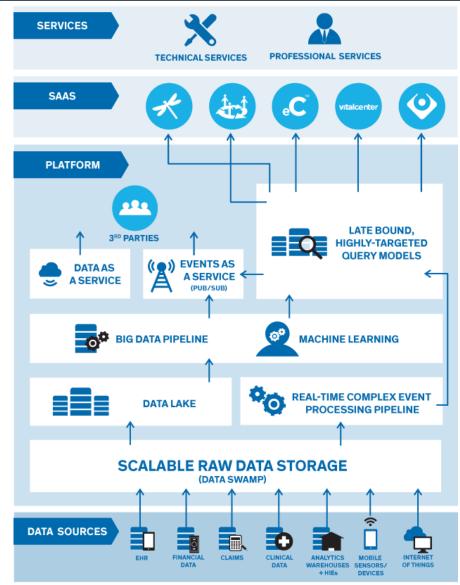


#### The Connected Care Platform

- Universal Connectivity
  - Any Source\*
    - Relational (SQL, Oracle, etc.), files (scans, images, exports, etc.), HL7, CCD, APIs,
  - Vendor Agnostic
- Software as a Service
  - VitalCenter Online
  - eCalcs Online
  - TeamFlow
  - Dragonfly
  - Predictive Analytics & Machine Learning
- Platform as a Service
  - Conversions
  - Data as a Service
  - Events as a Service



HEAITHCARE



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## **MUCH MORE THAN I.T.**



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