



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%
 - (Ignoring initial capital investments)
 - Save the “system” money...
 - Increased overall chain s

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

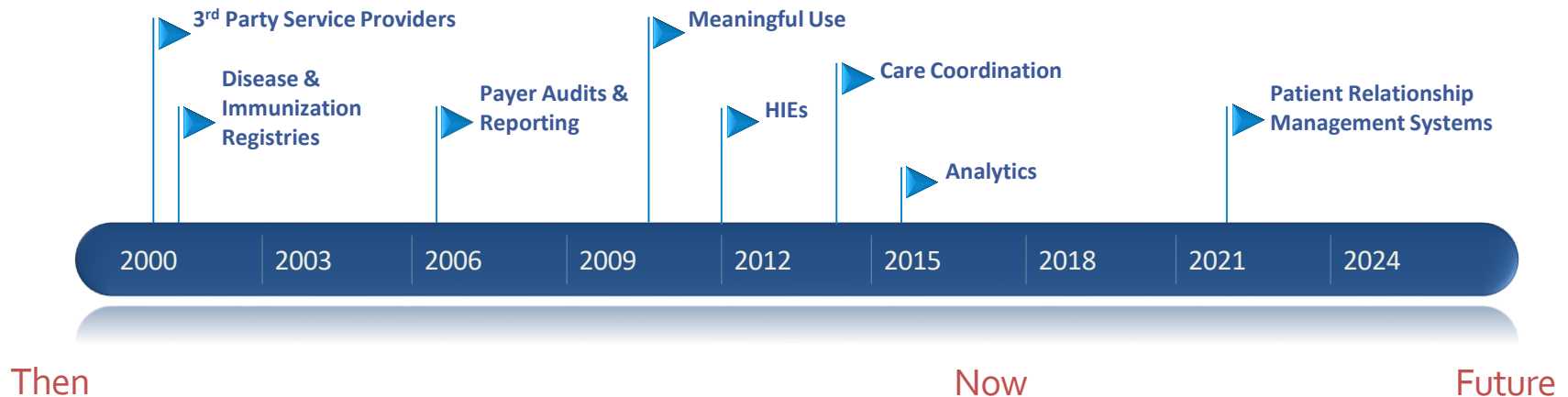
An Means to an End...

- 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

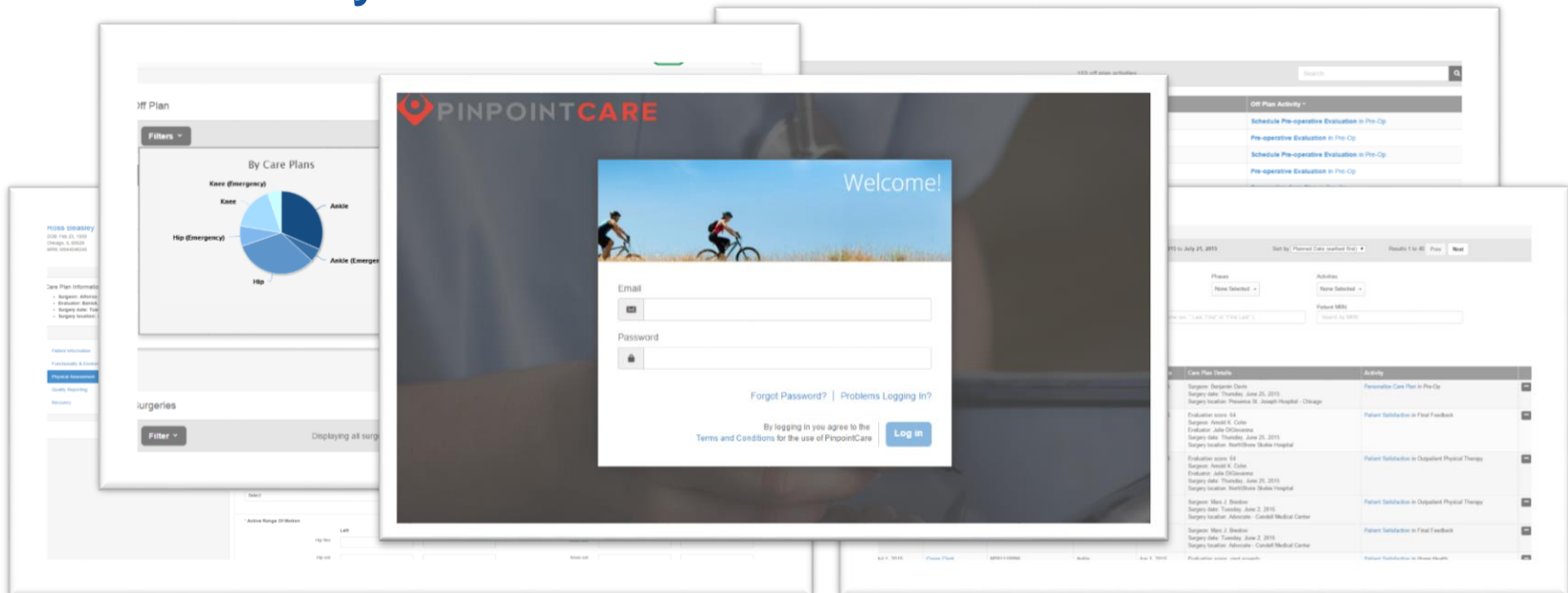


Galen's Strategy

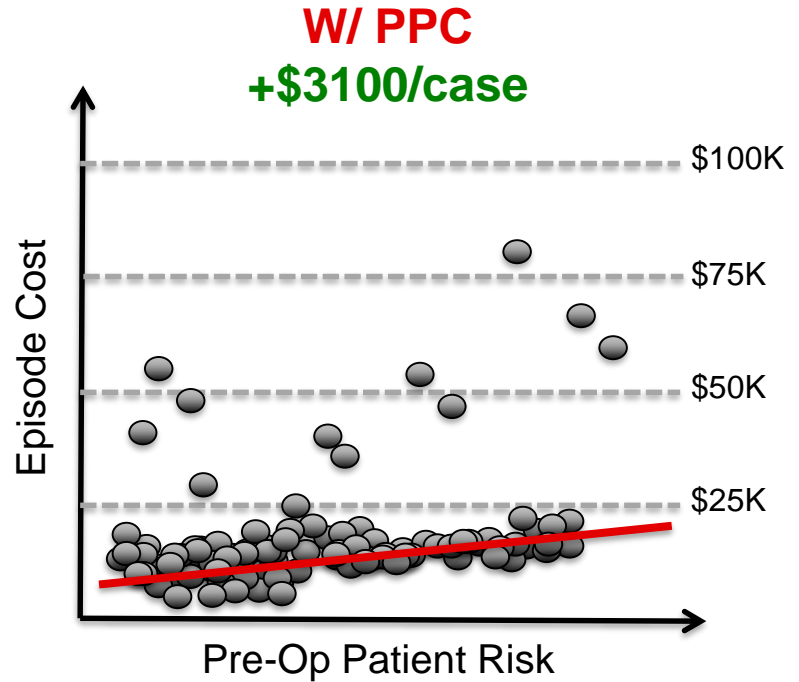
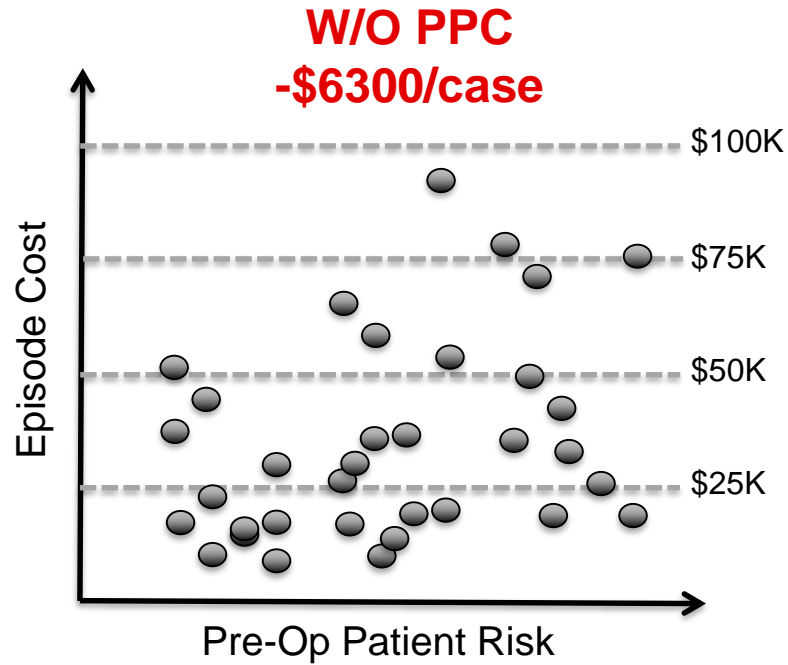
- External Solutions – Internal Data
- Minimize organizational IT impact
- Don't be bound by the EMR
- Embrace the Cloud

PinpointCare

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

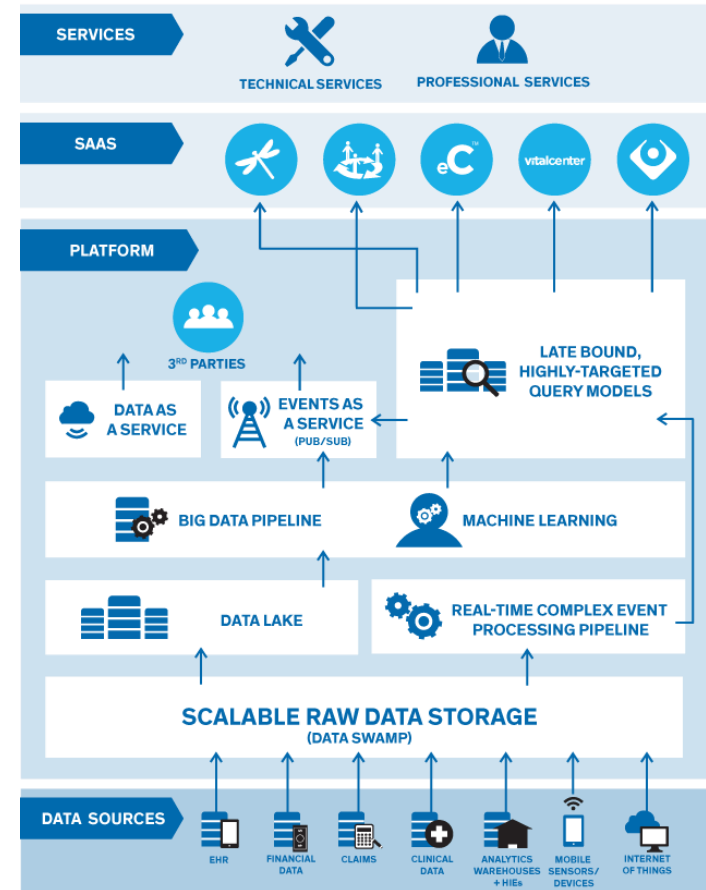


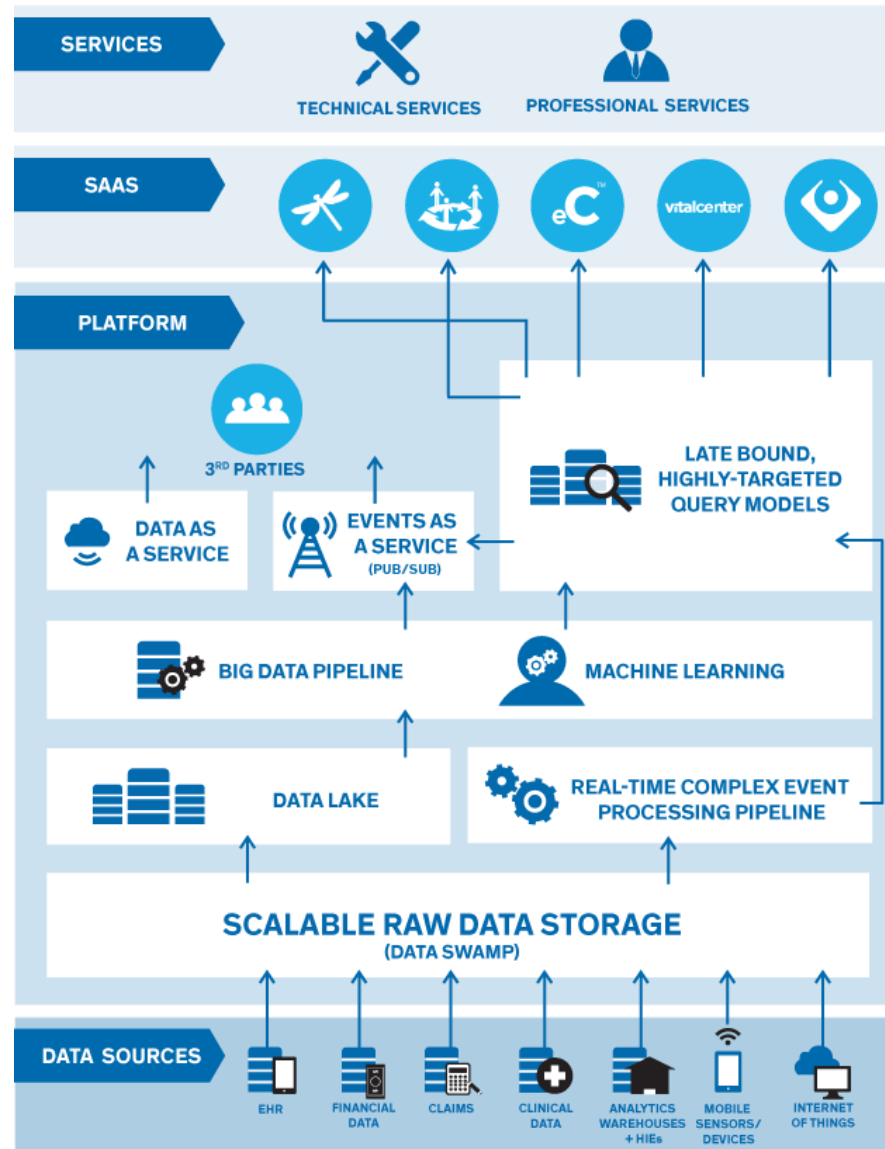
PinpointCare



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





SOLVING FOR TODAY. PREPARING FOR TOMORROW.



teamflow

Dragonfly

eCalcs

VC VitalCenter

Search by Name or MRN

Emily Nguyen

Settings • Logout

SHOW: My Favorites All Reports

Issues Assigned To Me

PCMH Huddle

HCC Category Review

Care of Older Adults

Resolved Issues

COMPLIANT

NOT COMPLIANT

520

2,496

798

202

656

87

453

104

589

127

BCS COL CDC CBP

PHYSICIAN PERFORMANCE

Dr. Jonathan Greenberg

42 of 46 patients compliant

98%

Dr. Melissa Warren

38 of 42 patients compliant

94%

Dr. Jonathan Greenberg

36 of 41 patients compliant

90%

Dr. Melissa Warren

35 of 39 patients compliant

89%

SORT: Custom

Refine by Name or MRN

Jonathan Fitzgerald

MRN: 54112 AARP Medicare Complete

DUE BY JAN 15, 2015

Jennifer Solenz

MRN: 22143 Humana Medicare

DUE BY JAN 15, 2015

Ricardo Diaz

MRN: 55414 BCBS Medicare

DUE BY JAN 15, 2015

Nancy Pelli

MRN: 21786 UHC

DUE BY JAN 16, 2015

Susan McCormick

MRN: 31387 Aetna

DUE BY JAN 17, 2015

Ralph Jones

MRN: 50121 Cigna

DUE BY JAN 17, 2015

Amy Przyski

MRN: 18723 AARP Medicare Complete

DUE BY JAN 17, 2015

Jason Hightower

MRN: 11767 Humana Medicare

DUE BY JAN 18, 2015

Don Jameson

MRN: 36884 AARP Medicare Complete

DUE BY JAN 19, 2015

James Sentario

MRN: 41992 BCBS Medicare

DUE BY JAN 19, 2015

Angellica Cinquepalmi

MRN: 11277 AARP Medicare Complete

DUE BY JAN 20, 2015

Rocio Villanueva

MRN: 10002 BCBS Medicare

DUE BY JAN 21, 2015

MRN: 54112

Jonathan Fitzgerald

MALE - 58 Year Old (Dec. 1, 1956)

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MRA SCORE 3.0

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MEASURES

VIEW GUIDELINES

Adult BMI Assessment 1

Comprehensive Diabetes Care 3

HbA1C Poorly Controlled

10% as of September 10, 2014

LDL Poorly Controlled

160mg/dL as of November 14, 2014

Eye Examination Near Due

Complete as of March 21, 2014

Blood Pressure Satisfactory

130/90 mmHg as of October 24, 2014

Foot Examination Complete

Complete as of February 14, 2014

Nephrology Assessment Complete

Complete as of April 16, 2014

Tobacco Use & Cessation Treatment Complete

Complete as of November 14, 2014

Medicare Risk Adjustment

Issue History

COMMENTS

CLICK TO COMMENT

HIT ENTER TO ADD COMMENT

10:42AM - December 10, 2014

Dr. Shuster said: Please follow up with John to make sure his HbA1C and LDL are being controlled.

NEXT PATIENT APPOINTMENT

9:00 AM - Monday, January 17, 2015

MUCH MORE THAN I.T.



**SOLVING FOR TODAY.
PREPARING FOR TOMORROW.**

GALENHEALTHCARE.COM