

# EHR STIMULUS TOUR 2009

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# ePrescribing Incentives: An On-Ramp to HITECH

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# Agenda

- › Learning Objective
- › Overview of ePrescribing
- › Stimulus Funding and Electronic Prescribing
- › Overview of ePrescribing Incentives: MIPPA and PQRI
- › The Time is Now to Write and Report on Electronic Prescriptions to Receive Incentives
- › Q&A



# Learning Objectives

1. Gain a more thorough understanding of ePrescribing
2. Understand HITECH Act and the ePrescribing components including Meaningful Use
3. Understand how clients can capture and report on PQRI and CMS incentives now and see how this dovetails with the HITECH Act incentives to be received in 2011
4. Connect To Health: Together with our clients, Allscripts is transforming our disconnected 'healthcare' system into a connected system of 'health'



# Learning Objective #1:

- › Gain a more thorough understanding of ePrescribing



# Allscripts Solutions

<i>Medicare Certified Solution</i>	<i>Comment</i>
Allscripts MyWay	EHR-integrated prescribing
Allscripts Professional EHR	EHR-integrated prescribing
Allscripts Enterprise EHR	EHR-integrated prescribing
Allscripts Misys EMR	EHR-integrated prescribing
Allscripts Document Management	DM-integrated prescribing
Allscripts ePrescribe	Standalone prescribing



# Incentives Tied to 'Meaningful Use'

~~Allscripts EHR +  
ePrescribe:~~

~~not using Rx  
feature or not fully  
deployed~~

~~Allscripts EHR +  
ePrescribe:~~

~~Using Rx feature  
but not sending  
electronically~~

Allscripts EHR +  
ePrescribe:

Sending  
electronically and  
reporting to  
Payers/Medicare

# Electronic Prescribing: The Market

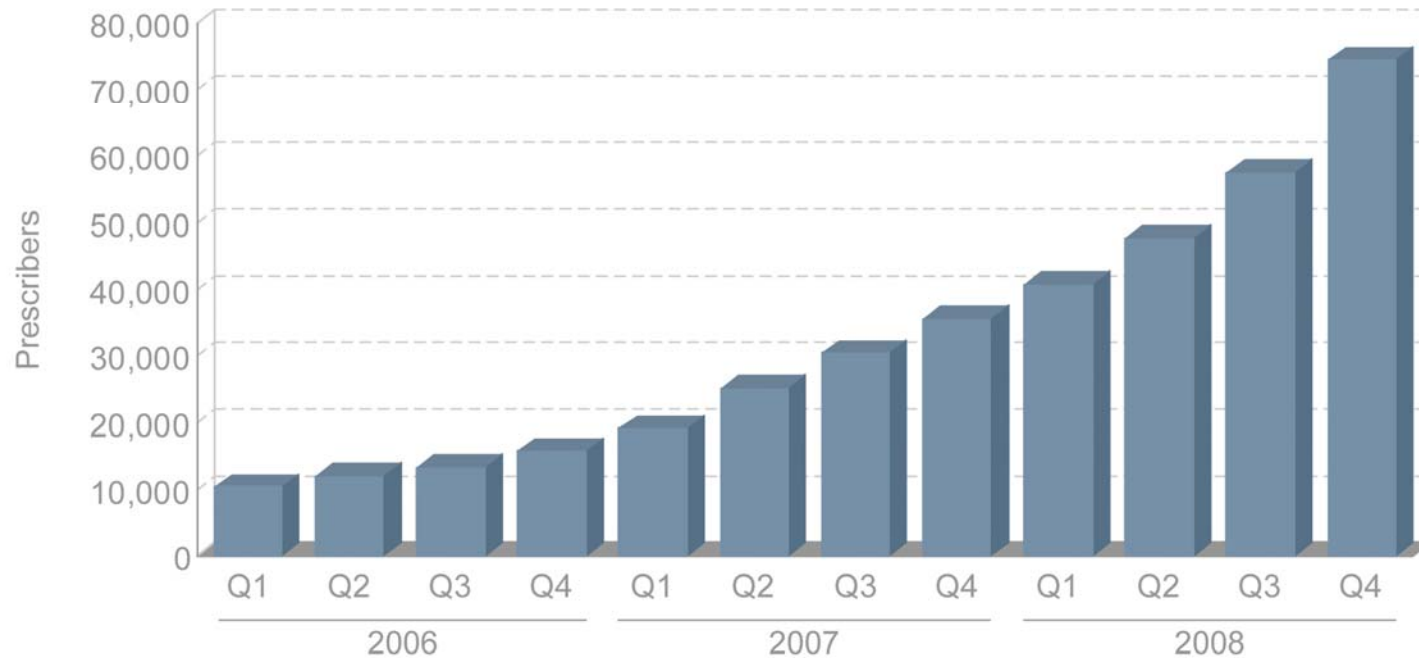
Total E-Prescribing Message Volume



Source: Surescripts and The 2008 National Progress Report on E-Prescribing ([www.surescripts.com/report](http://www.surescripts.com/report))

# Electronic Prescribing: The Market

Prescribers Routing Prescriptions: Quarterly Growth



Source: Surescripts and The 2008 National Progress Report on E-Prescribing ([www.surescripts.com/report](http://www.surescripts.com/report))

# Allscripts is the Prescribing Leader

- › 7.8 scripts in September 2009 alone
  - up from 6.9 million in August 2009
- › On road to over 100 million scripts over next 12 months
- › Only vendor with both EHR-integrated and standalone prescribing solutions
- › Surescripts Gold-certified
- › Planning Surescripts Premier certification in 2010



# Allscripts is the Prescribing Leader

- › Allscripts partnered with Iowa Health System to launch ePrescribe Iowa (*October 12, 2009*)
- › Allscripts e-prescribing Tool Offered on New AMA Web Solution (*July 14, 2009*)
- › Allscripts Clients Win Half of National 'E-Prescriber of the Year' Awards (*June 24, 2009*)
- › Allscripts selected for Vermont statewide ePrescribing Initiative (*September 24, 2009*)
- › Allscripts Ranked No. 1 in Electronic Prescription Routing for 2nd Consecutive Year (*April 30, 2009*)



# 3 Step-Process

- › Regardless of whether EHR-integrated or standalone, simple 3 step process:
  1. Select a patient
  2. Select medication(s)
  3. Select destination



# 1. Select Patient



**Patient:** Tullman, Bob [edit](#)      **Gender, DOB:** M, 01/01/1952 (57 Y)      **Patient ID:** AHS360  
**Active allergies:** **Amoxicillin - Oral, Penaten - External, Penicillin V Potassium - Oral** [edit](#)  
**Active problems:** ACUTE SINUSITIS, DIABETES MELLITUS, HYPERTENSION NOS, PURE HYPERCHOLESTEROLEM [edit](#)  
**Active medications:** Allegra, Ambien, Amoxicillin, Atacand, MetFORMIN HCl, NexlUM, Warfarin Sodium, Zocor  
**Retail pharmacy:** CVS/PHARMACY #2464, 989 BURNT TAVERN RD, STE #2 BRICK, NJ 08724, (732) 836... [edit](#)  
**Mail order pharmacy:** DFL MAIL ORDER #6006, 4284 NEW GETWELL ROAD MEMPHIS, TN 38118

KMMC Family Practice [Change](#)  
Dr. Wagener



[Patients](#) | [Tasks](#) | [Reports](#) | [Settings](#) | [Tools](#)

Last Name:  First Name:  Patient ID:  [Search](#) [Add Patient](#)

[Review History](#) | [Select Dx](#) | [Select Med](#)

Patient ID	Patient Name	DOB	Phone Number	Street Address
<input type="radio"/> AHS543	Boyette, Bryan	03/17/1977	269-373-1243	123 Main St.
<input type="radio"/> AHS626	Gomez, Brian	06/15/1980		
<input type="radio"/> AHS1	Krupa, Jerome	08/21/1952	847-577-6784	1329 Yale Ave
<input type="radio"/> AHS664	Krupa, Rene	09/24/1952		
<input type="radio"/> AHS661	Mayer, Hannelore	12/12/1932		
<input checked="" type="radio"/> AHS360	Tullman, Bob	01/01/1952		400 Commerce Drive

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[Tools](#)

Enabled Tools:

Care360  
A MedPlus Solution

MxSecure  
Transcription Services and Software for Clinics



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# 2. Select Medication



**Patient:** Tullman, Bob      **Gender, DOB:** M, 01/01/1952 (57 Y)      **Patient ID:** AHS360      **KMMC Family Practice** [Change](#)  
**Active allergies:** **Amoxicillin - Oral, Penaten - External, Penicillin V Potassium - Oral**      **Dr. Wagener**  
**Active problems:** ACUTE SINUSITIS, DIABETES MELLITUS, HYPERTENSION NOS, PURE HYPERCHOLESTEROLEM  
**Active medications:** Allegra, Ambien, Amoxicillin, Atacand, MetFORMIN HCl, NexlUM, Warfarin Sodium, Zocor  
**Retail pharmacy:** ★ CVS/PHARMACY #2464, 989 BURNT TAVERN RD, STE #2 BRICK, NJ 08724, (732) 836...  
**Mail order pharmacy:** ★ DFL MAIL ORDER #6006, 4284 NEW GETWELL ROAD MEMPHIS, TN 38118



Choose Medication    Patient History  My History  All Meds

Coverage: Horizon Blue Cross Blue Shield of New Jersey (Mail)

Medication And Sig		Quantity	DAW	Refills	Days
<input type="radio"/>	☹️ ⚠️ Zocor , 20 MG TABS, TAKE 1 TABLET AT BEDTIME.	DD,DT 30	<input type="checkbox"/>	5	30
<input checked="" type="radio"/>	☹️ ⚠️ Zocor , 40 MG TABS, TAKE 1 TABLET DAILY IN THE EVENING.	DD,DT 20	<input type="checkbox"/>	0	20

**Formulary Alternatives**

Drug Name	Status
Lipitor	😊 <sup>1</sup>
Lovastatin	😊 <sup>1</sup>
Pravastatin Sodium	😊 <sup>1</sup>
Simvastatin	😊 <sup>1</sup>
Zocor	☹️

**Formulary Notes**

No formulary notes available.

**Help With This Screen**

\*Brand drugs are in **BOLD**



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# 3. Select Destination



**Patient:** Tullman, Bob      **Gender, DOB:** M, 01/01/1952 (57 Y)      **Patient ID:** AHS360  
**Active allergies:** Amoxicillin - Oral, Penaten - External, Penicillin V Potassium - Oral  
**Active problems:** ACUTE SINUSITIS, DIABETES MELLITUS, HYPERTENSION NOS, PURE HYPERCHOLESTEROLEM  
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Dr. Wagener



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Script Pad

This patient is eligible for mail order benefits.

- Select Med
- Choose Patient
- Change Pharmacy
- Process Script Pad ▶

Medication & Sig	Destination
Zocor 40 MG - QUANTITY 20.00 Tab - REFILL 0 - TAKE 1 TABLET DAILY IN THE EVENING. - 20 Days	Send to Pharmacy <input type="button" value="Remove"/> <input type="button" value="Edit"/>

- Send to Pharmacy
- Send to Mail Order
- Print
- Send to Assistant
- Patient Reported

[Patient education materials are available. Click here to print.](#)

Help With This Screen

**Review Script Pad:**

This page allows you to review your script(s) for accuracy prior to processing them.



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# Learning Objective #2:

- › Understand HITECH Act and the ePrescribing components including Meaningful Use



# Stimulus Funding and ePrescribing

- › Healthcare organizations of all sizes are already utilizing Electronic Health Records and ePrescribing to provide safer, more cost effective care
- › This is happening NOW
- › Start with what we know works, bring everyone to an acceptable standard, and build with an aggressive roadmap



# What's Working Today? ePrescribing

- Patient Safety/Clinical Quality
  - Ensures crucial information on patients and medications is delivered at the point of care including prior med history (Surescripts)
  - Prevents overprescribing, drug interactions and handwriting errors
- Cost Management
  - Allows a physician to understand cost ramifications of a prescription
- 68 Million Prescriptions routed electronically during 2008 -- Driven by successful CMS/PQRI incentives
- Enables physicians and their staff to make informed decisions
- The On-Ramp to the Electronic Healthcare Highway



# Stimulus Funding and ePrescribing

**If you start now...**

**EHR  
Stimulus  
Funding**

**\$44,000\*  
over 5 yrs.**

**+**

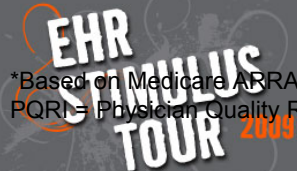
**ePrescribe  
Incentive**

**\$3,000-5,000/yr.  
estimate**

**+**

**PQRI  
Incentive**

**\$3,000 - \$5,000/yr.  
estimate**



\*Based on Medicare ARRA incentives  
PQRI = Physician Quality Reporting Initiative

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# Stimulus Funding and ePrescribing

- › \$36 Billion in Incentives Require Proof of "Meaningful Use" which is defined in three ways:
  - Use of a certified product complete with ePrescribing capability as determined appropriate by the Secretary of HHS
  - The EHR technology is connected for the electronic exchange of Personal Health Information
  - Complies with submission of reports on clinical quality measures



# How To Be 'Meaningful'

- › Draft came out June 16 – lots of suggested changes, with 900 comments submitted by the industry
  - Current draft encourages people to get their feet wet with most basic EHR functionality (i.e. med reconciliation, physician order entry, lab transmission), but actual thresholds are likely to be very low for 2011
  - Priorities include finding the balance between small practices & early adopters, and bringing the patient into the health IT experience
  - CMS will issue final in Fall; unlikely to come out until towards end of the year, maybe even Jan 2010



# Meaningful Use Focus

- › Outcomes.....not software
- › Feasibility
- › Manage populations
  - Ability to pull patients by conditions
  - Send reminders to patients by condition
- › Report quality conditions
  - % diabetics with HbA1c's in range
  - % hypertensives with BP in range
  - % mammograms for 50+ women



# Learning Objective #3:

- › Understand how clients can capture and report on PQRI and CMS incentives now and see how this dovetails with the HITECH Act incentives to be received in 2011



# Two Basic Approaches to ePrescribing...

- › Stand-alone ePrescribing
- › ePrescribing within an EHR

Both are eligible for Medicare Incentives



# Overview of Electronic Prescribing Incentives: MIPPA

- › Provides real financial incentives to physicians to electronically prescribe by 2012 with a Carrot/Stick approach
- › Provides penalties to those who don't beginning in 2012

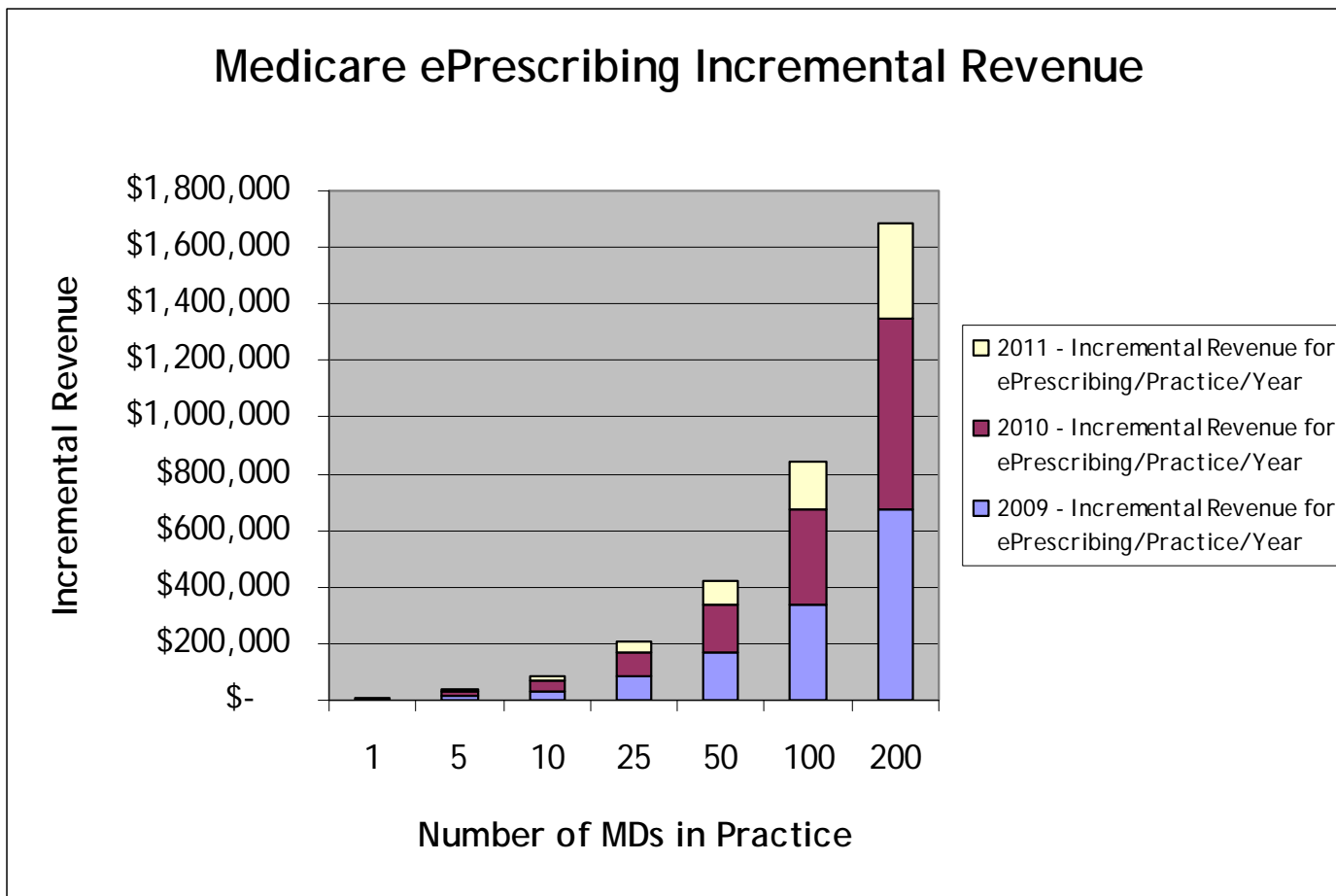
	Incentive	Penalty
<b>2009</b>	2%	None
<b>2010</b>	2%	None
<b>2011</b>	1%	None
<b>2012</b>	1%	1%
<b>2013</b>	0.5%	1.5%
<b>Beyond</b>	None	2%

# Sample Calculation for Family Practitioner

Patients Per Day	24
% of Practice Medicare	33
Medicare Pts/Day	8
Revenue per Patient	\$85
Practice Days/Year	250
Current Medicare Revenue/Year	\$170,000
% Increase with ePrescribing in 2009	2
<b>Incremental Revenue gain per MD/Year</b>	<b>\$3,400</b>



# Medicare ePrescribing Incremental Revenue



# CMS Qualified ePrescribing Solution

- › Allscripts ePrescribe™ and the Allscripts EHR family are CMS qualified electronic prescribing solutions because they can:
  - Generate a medication list incorporating medication history, if available
  - Select medications, transmit prescriptions electronically and conduct safety checks
  - Provide information on lower cost alternatives
  - Provide information on formulary or tiered formulary medications, patient eligibility and authorization requirements received electronically from the patient's drug plan



# How Do Physicians Receive Their Incentive Payment?

- › Eligibility
  - Professionals must report on at least 50% of eligible patients
  - Incentive will be received on all claims if reporting is done on at least 50%
  - Must use a CMS qualified application
  - <http://www.cms.hhs.gov/ERxIncentive/>
- › G-Codes: One of these three must be used on the Superbill
  - All prescriptions were sent electronically (G8443)
  - No prescriptions were written (G8445)
  - Didn't write them electronically due to an exemption (i.e. controlled substances) (G8446)
- › Reporting Periods
  - One year in length. Payment will be received after the reporting period
- › Proposed rule change to allow for registry reporting in 2010



# How Do Physicians Receive Their Incentive Payment?

- › The e-prescribing measure's denominator codes for professional offices and outpatient services must represent at least 10 percent of the total of allowed charges under Part B for all such covered services furnished by the eligible professional
- › HCPCS Codes:
  - 90801, 90802, 90804, 90805, 90806, 90807, 90808, 90809, 92002, 92004, 92012, 92014, 96150, 96151, 96152, 99201, 99202, 99203, 99204, 99205, 99211, 99212, 99213, 99214, 99215, 99241, 99242, 99243, 99244, 99245, 99381, 99382, 99383, 99384, 99385, 99386, 99387, 99391, 99392, 99393, 99394, 99395, 99396, 99397, G0101, G0108, G0109
- › Proposed changes to include prescribing in long term care facilities



# Systems Must Use Standards

- › To the extent possible, electronic prescribing systems for 2009 should be compliant with the Medicare Part D standards which went into effect 4/1/09
  - The standards refer to the version of messaging that the e-prescribing program uses to send the information over the prescription network
- › It is similar to an update of a particular software product
- › As part of Surescripts vetting process, all vendors who are listed on the Surescripts website meet the 2009 Part D standards for the functions they provide

<http://www.surescripts.net/certification-status.html>

# Overview of Electronic Prescribing Incentives: PQRI

- › Created by CMS Physicians Quality Reporting Initiative (PQRI) in 2007
- › Financial incentives for eligible professionals to participate in voluntary quality reporting
- › Bonus payment of 2% of total allowable charges for covered services
- › Claims based and registry based reporting



# P4P: Promising but Challenging

- › Manual processes are impractical
  - Constant changes in rules and measure definitions
  - Inadequate notice of changes
- › **An Automated Solution** is an essential companion to your EHR to bring transformation to your organization
- › **Clinical Quality Solution (CQS)** provides your physicians with a scalable seat at today's evidence-based reimbursement model table



# PQRI-How to Get Started

- › Determine eligibility
- › Determine which reporting option best fits your practice
- › Review the measures list and select measures to report



# Questions?

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# More Stimulus Education

For more education, a demonstration or a free Stimulus assessment for your organization:

Call  
877-EHR-NOW1

Email  
ehrnw@allscripts.com

Join the Tour  
www.ehrstimulustour.com

Call or Email to receive a customized ROI Calculation or to schedule a product demonstration.

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For FAQs and other summary documents please visit [www.allscripts.com/thetimeisNOW](http://www.allscripts.com/thetimeisNOW).

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