NATIONAL
RURAL HEALTH
RESOURCE CENTER

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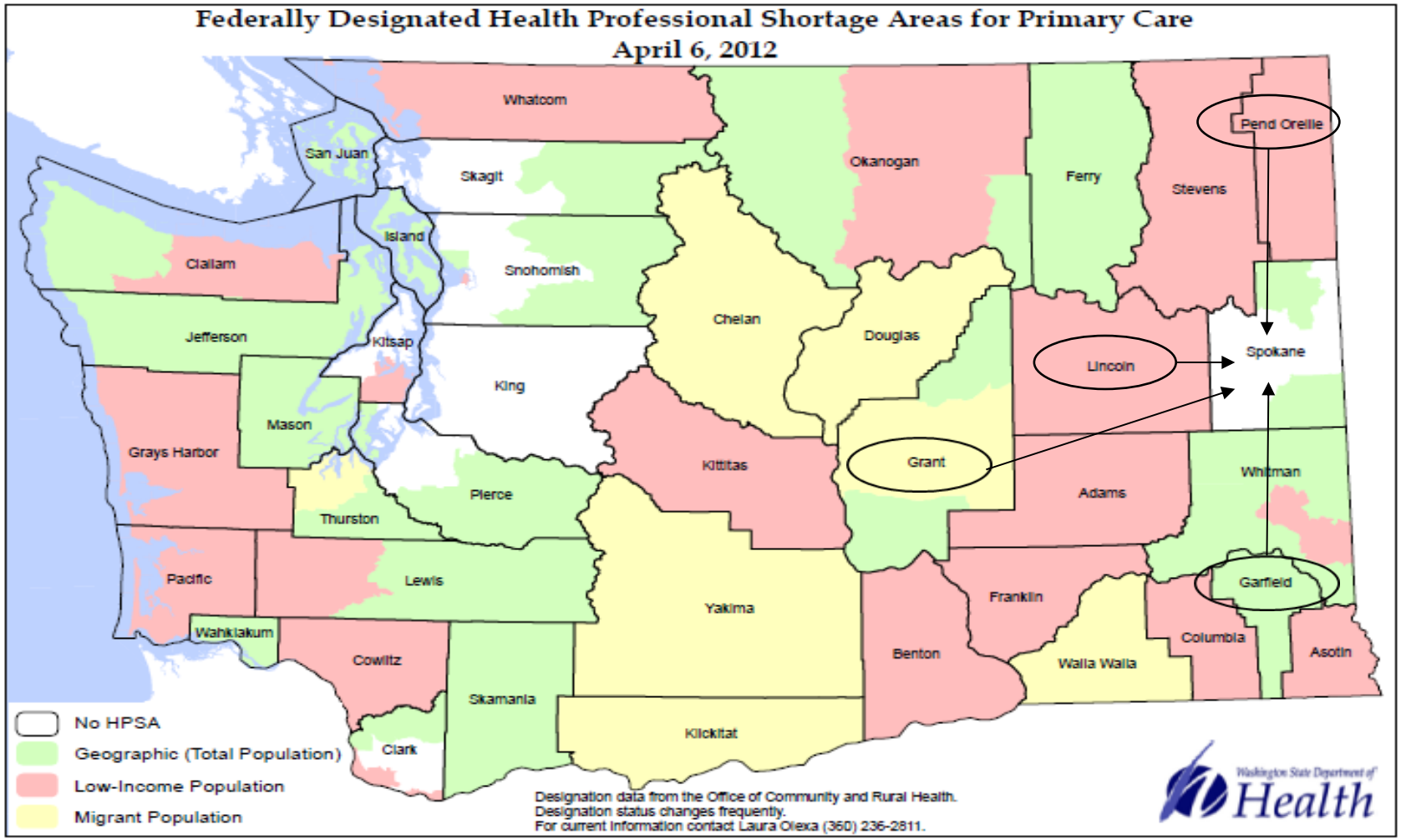
# Leveraging Collaborative Partners and Programs to Increase Network Value

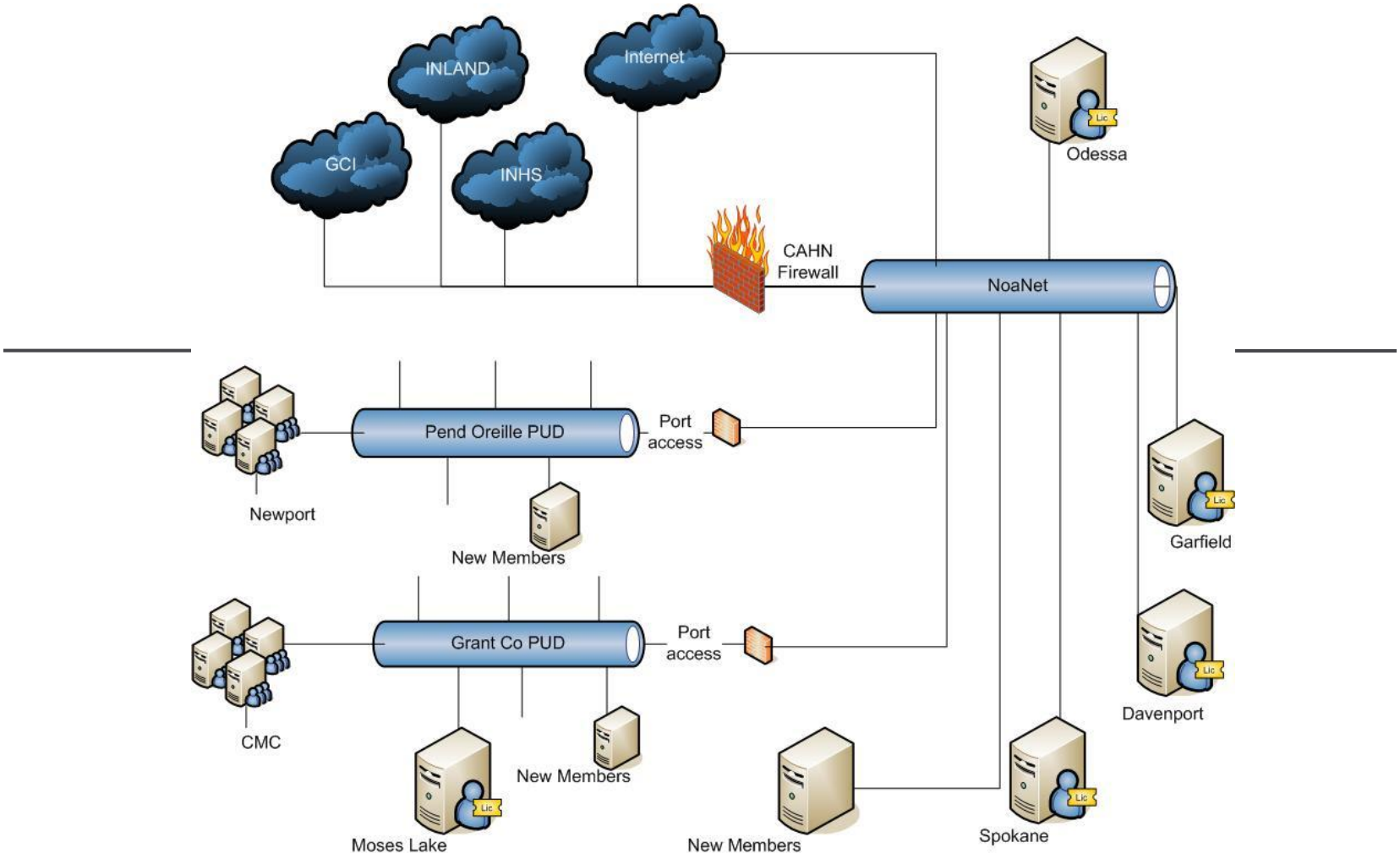
**Rural Health IT Network Development**
**All Grantee Meeting**
**March 20, 2013**

# EASTERN WA CRITICAL ACCESS HOSPITAL NETWORK

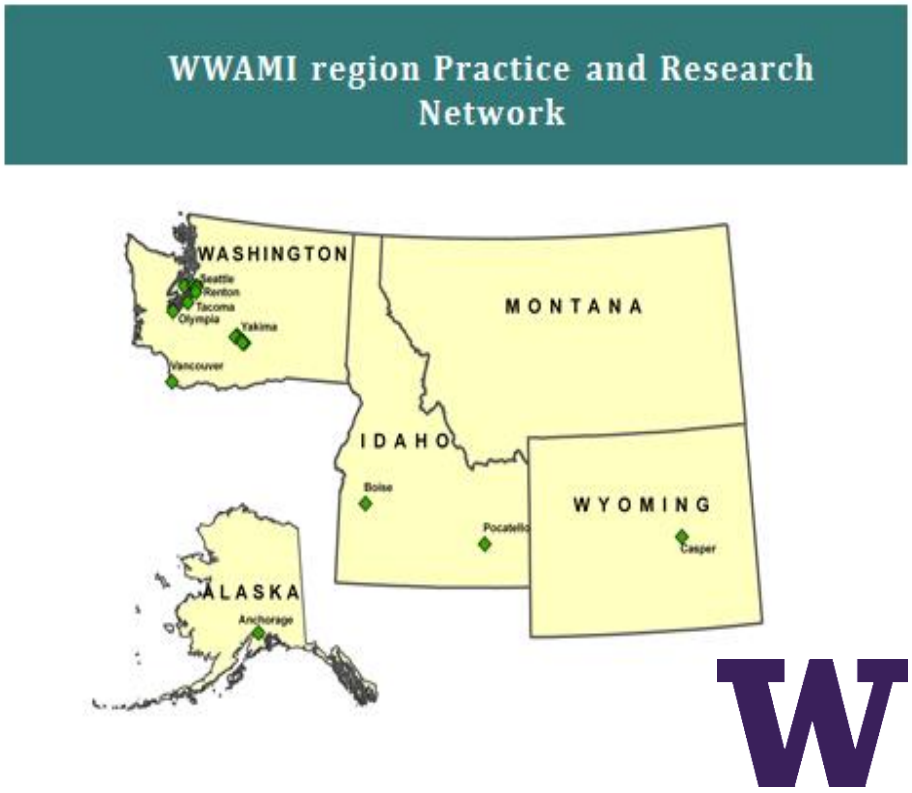
5 Critical Access Hospitals, 10 Rural Health Centers.



# CENTRALIZED REGIONAL DATA EXCHANGE WITH COMMON DISEASE REGISTRY (CINA)

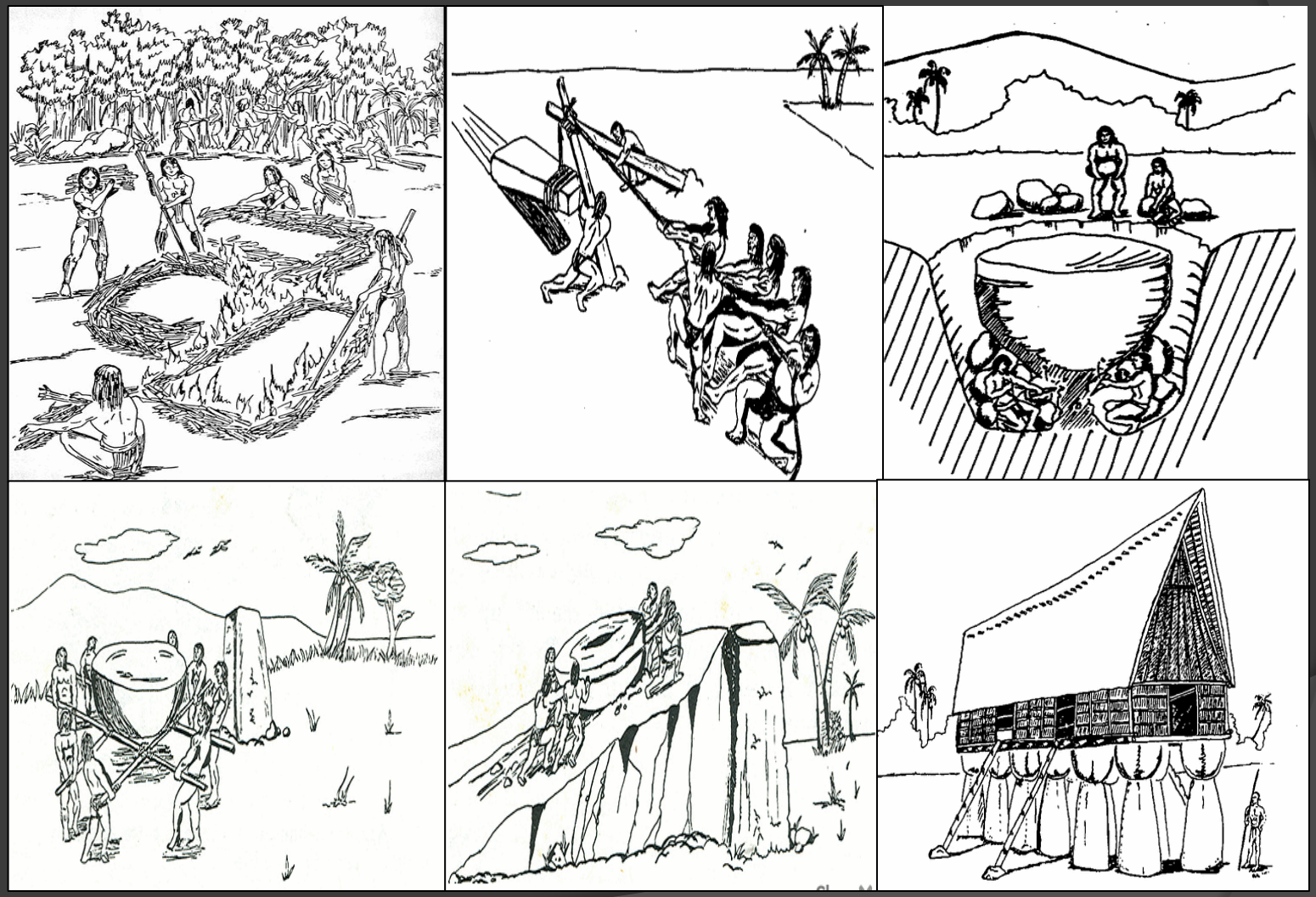


# Washington, Wyoming Alaska Montana, Idaho (WWAMI) Sites LIVE with CINA

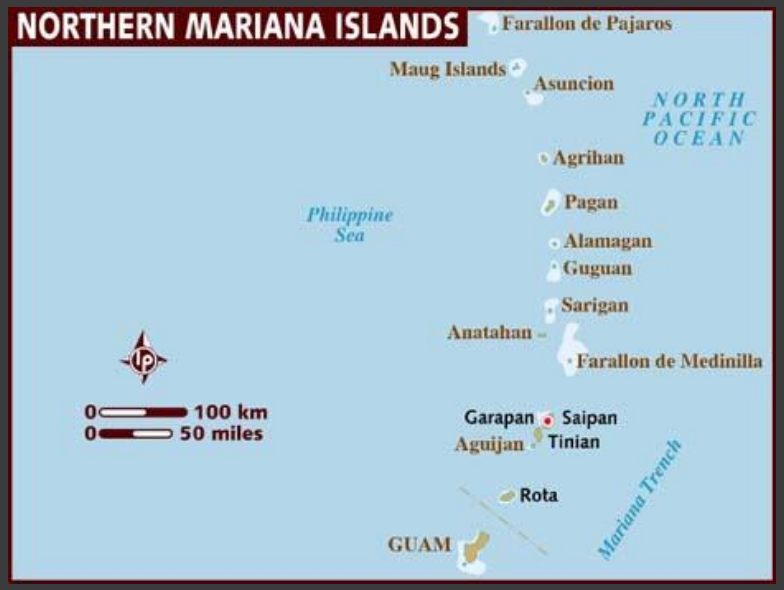



1. Increase sustainability
2. Broad regional partnerships
3. Increase visibility
4. Engage physician leadership

# UNIFIED MARIANAS AND PACIFIC
# A VISION FOR IMPROVED HEALTHCARE



# WHO WE ARE…




Quick Facts:

- Located in the North Pacific Ocean (3/4 between Hawaii to the Philipines)
- Total Area – 464 SQ KM (2.5 times larger than Washington D.C.)
- Consist of 14 islands
- Population of 53,883 (Census 2010)
- Time Zone +10
  - Hawaii -10 (+4 Hours)
  - Pacific -8 (+7 Hours)
  - Mountain -7 (+8 Hours)
  - Central -6 (+9 Hours)
  - Eastern -5 (+10 Hours)

- Stakeholders:
  - Commonwealth Healthcare Corporation
  - Kagman CHC – CO-Applicant with Section 330
  - Tinian and Rota Health Centers
  - Private Pharmacies
  - DLS Laboratory in Hawaii
  - Pacific Basin Telehealth Resource Center
- Challenges:
  - Geographic Location and Time Zone Differences
  - Economic
    - Medicaid Program
    - Medically Indigent Program
  - Resource
    - Financial
    - Personnel
    - Availability and Pricing of Goods and Services
      - Telecommunication
      - Fuel
  - Transition from DPH to CHCC
    - Organizational
    - Financial

# WHAT WE'VE ACCOMPLISHED…

Acquired external funding and assistance from programs/department agencies

- Marianas Public Land Trust - $1.5 Million
- CNMI Office of Homeland Security - $110,000 (Cybersecurity Grant)
- HRSA Rural Network Development Program
  (CHC Hospital, Tinian Clinic, Rota Clinic, Kagman CHC, Others)
- FCC Program
  - Pacific Broadband Telehealth Demonstration Project (FCC Healthcare Connect)
  - Rural Healthcare Program – Telecom links to Rota and Tinian and Internet Access
  - In 2005, FCC change the rule for "all rural states" - Positively impacted Pacific Territories (CNMMI, Guan, American Samoa included)
    - 50% Discount on Telecommunication Services Circuits and for Internet Access
- Health Information Exchange
- State Medicaid Agency (SMHP) – First in Pacific Region to have approved plan, SLR, and 1st Eligible Hospital and Eligible Provider to register and attest … late in comparison to US 1st in Pacific
- NMC & CUC - (Interisland Connectivity utilizing NMC Microwave towers)
- Public Health
  - **Well Defined Strategy for Public Health Interfaces for Immunization, Laboratory Reporting, Syndromic Surveillance, Chronic Disease Management System, and Data Warehouse – CNMI will work with Guam and University of Hawaii on Surveillance and Interface**
  - **CHCC Corporate Office for Quality and Compliance to be involved in MU and Quality Initiatives**

# eBHIN Overview

- Regional Health Information Organization
- Serving 3 BH Regions of Nebraska with HIE Services for 20 organizations so far
- Application Service Provider Model
- HRSA RHITND Grant Focus on Region 1 – Behavioral Health Authority BH Network
- Planning for Statewide Expansion – growth to 50+

# Network Value – Lessons Learned

## Set and Agree on expectations at beginning

- Advantage of leveraging costs
- Trade off in shared application configuration

## Establish Clear Roles

- Clarify decision making criteria (i.e. centralized administration)
- Independent investments (i.e. contract limitations)

## Intentional Team Building

- Regular Touch Points with Executive Director for updates
- Take time to build trust – highlight team strengths

# Network Value Statement

| Service | Fees | Retail/yr. | Savings |
|---|---|---|---|
| System Administration | $ 46,132 | $ 95,000 | $ 48,868 |
| Senior Engineer | $ 38,848 | $ 80,000 | $ 41,152 |
| Help desk | $ 21,852 | $ 45,000 | $ 23,148 |
| | $ 106,832 | $ 220,000 | $ 113,168 |
| Savings to Fees Value Ratio | $ 1.06 | | |
| | | | |
| **Implementation Costs** | **Network Cost** | **Retail Cost** | **Savings** |
| Licensing | $ 971,200 | $ 1,176,000 | $204,800 |
| Project Manager – Deployment | $ 220,000 | $ 320,000 | $100,000 |
| Equipment/Servers & Infrastructure | $ 337,215 | $ 592,290 | $255,075 |
| | $ 1,528,415 | $ 2,088,290 | $673,043 |
| Percentage Savings | 32% | | |

# Questions?

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