

Healthcare market consolidation and the lack of EMR interoperability

Opportunity

Care environment disruption due to M&A impacts hospital top line revenue. Lack of interoperability is a multi billion opportunity.

Failure of IT integration (EMR) leads to disruption of care environment directly connects to healthcare institute top line revenue.

Rip-n-Replace is not a viable option due to its cost, and above all disruption of care environment.

- There is no EMR integration strategy due to lack of interoperability among vendors.
- Showcase on an integrated EMR solution on handful of healthcare systems suggests rip-n-replace approach. It is simply not cost effective, and creates care environment disruption.

Solutions

Focus on patient care data with an open multi-point integration bus connecting diverse EMR via web services

Real-time patient data exchange supported by unified patient-centric data model insulates the diverse EMR implementation from care environment.

Collaborative platform capable of connecting, retrieving and correlating patient data from multiple EMR sources provides the base for future healthcare interoperability.

- Real-time, open data integration based on IaaS (Information as a Service) connects multiple EMR legacy data sources.
- Leverage IT advancements from other vertical as a base, a collaborative platform is created for healthcare applications.

Drivers for Change

- Care environment disruption
- Efficiency and cost containment
- Open, collaborative platform

Proactive versus reactive EMR integration planning while insulating care environment disruption (hospital revenue impacts) from M&A activities.

IT integration cost reduction, avoiding care environment disruption (due to integration) to ensure stable revenue while open up the collaborative platform for future healthcare solutions

- Current choices of no integration (filling efficiency gaps with manual processes) or EMR Rip-n-Replace (high cost / multi-year) are not good alternatives for healthcare IT to address healthcare M&A.

Upwards trends on hospitals mergers and acquisitions:

- AHA / Trends on overall healthcare market (2012)
- Becker's hospital review

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- Lack of EMR interoperability is not only an efficiency issue, or a quality care issue, or even an issue of care providers clamoring for better diagnosis solutions. It is a real impact on healthcare system revenue due to its disruption, given the rate of healthcare market consolidation.

Root causes

- Lack of patient medical data interoperability
- Standard definition focuses on the semantics of data definition but not the collaborative environment among EMR providers.
- Multiple data duplication layers put the foundation for other challenges in healthcare: data privacy and synchronization.
- Failure to focus on what should be exchanged for patient care versus the total EMR data, which includes revenue, billing, and internal hospital operations.

Solutions

- Zoeticx Patient-Clarity platform is embedded with Dynamic Medical Messaging System® (DMMS) capable of delivering messages from triggered events / rules.
- Healthcare next-gen applications developed on top new modern technologies powered by Zoeticx collaborative platform, insulated from diverse, legacy EMR solutions.
- Healthcare IT has the choice to leverage existing EMR deployment while addressing needs from care providers for an efficient, cost effective care environment.
- It would be a choice when to engage a rip-and-replace, partial or full on an EMR deployment to further consolidating billing and revenue while avoiding service disruption for care environment; therefore, minimizing impacts on hospital revenue.

Drivers for change

- Creating a collaborative platform on top of diverse EMR data sources, healthcare IT frees up innovative solutions aiming at improving efficiency, patient care quality, and cost containment from diverse EMR solutions.
- Leveraging IT integration due to M&A to prepare healthcare institutes for future generation of healthcare applications, leveraging cloud and mobile.