Approaches to Drive Demand for HIE and Enable Health Information Exchange: Medicaid Stakeholder Perceptions from the Evaluation of the State HIE Program Across Ten States
State HIE Program: Goals and Objectives

Broad charge to the states in the Funding Opportunity Announcement (FOA)

“to facilitate and expand the secure, electronic movement and use of health information among organizations according to nationally recognized standards.”
State HIE Program: Guidance to states

• Enable all forms of exchange capabilities most appropriate to the environment (i.e., Direct, query-based exchange, etc)

• States are encouraged to fill “gaps” in HIE options available to providers seeking to achieve meaningful use

• States could play a role in facilitating services through means including leadership, governance, stakeholder engagement, and policy levers

• Focus on sustaining information sharing efforts between different stakeholders

• Assure adherence to standards, privacy and security
# Overall Evaluation: Aims and research questions

<table>
<thead>
<tr>
<th>Evaluation Aims</th>
<th>Key Research Questions</th>
</tr>
</thead>
</table>
| AIM 1: Characterize the approaches taken to enable HIE and how they evolve over time | • What approaches did states take to enable HIE?  
• What was the rationale for the approach?  
• What are the major challenges with implementing a specific approach? |
| AIM 2: Characterize how HIE efforts progress and identify the other factors that contribute to success | • What is the baseline level of HIE across states?  
• How does this progress across the duration of the program?  
• What factors contribute to greater depth and breadth of information exchange over time? |
| AIM 3: Assess Program Effectiveness | • How effective was the state HIE program?  
• What is the overall impact of the program? |
We aimed to obtain stakeholders’ understanding of …

• states’ HIE efforts;
• program effectiveness;
• enablers and barriers for engaging stakeholders in HIE;
• implementation experience; and
• challenges and enablers for statewide HIE efforts.

In this evaluation, we…

• spoke with Medicaid, public health, provider associations, health centers, HIOs, IDNs, labs vendors, and consumer groups.
• Selected states based on variation in population, geography, approach to HIE, SDE status, and use of Direct.
• conducted 84 discussions (93% rr) between Sept – Dec 2011.
## Discussions by stakeholder type

<table>
<thead>
<tr>
<th>Stakeholder Type</th>
<th>FL</th>
<th>IL</th>
<th>IN</th>
<th>MD</th>
<th>MA</th>
<th>MN</th>
<th>MT</th>
<th>OH</th>
<th>OR</th>
<th>RI</th>
<th>TOT</th>
</tr>
</thead>
<tbody>
<tr>
<td>State Medicaid Director</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>10</td>
</tr>
<tr>
<td>Provider Assoc.</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>10</td>
</tr>
<tr>
<td>Hospital Assoc.</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>10</td>
</tr>
<tr>
<td>Health Centers</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>9</td>
</tr>
<tr>
<td>State Public Health</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>9</td>
</tr>
<tr>
<td>HIO Leaders</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>8</td>
</tr>
<tr>
<td>Clinical Labs</td>
<td></td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>6</td>
</tr>
<tr>
<td>Consumer Groups</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>5</td>
</tr>
<tr>
<td>Integrated Delivery Networks</td>
<td>●</td>
<td></td>
<td></td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>5</td>
</tr>
<tr>
<td>EHR Vendors</td>
<td>●</td>
<td>●</td>
<td></td>
<td></td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>5</td>
</tr>
<tr>
<td>Regional Extension Centers</td>
<td></td>
<td></td>
<td>●</td>
<td></td>
<td></td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>4</td>
</tr>
<tr>
<td>HIE Vendors</td>
<td>●</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>3</td>
</tr>
<tr>
<td><strong>TOT</strong></td>
<td>8</td>
<td>6</td>
<td>8</td>
<td>10</td>
<td>9</td>
<td>9</td>
<td>7</td>
<td>10</td>
<td>10</td>
<td>7</td>
<td>84</td>
</tr>
</tbody>
</table>
Key Findings
Use cases cited by Medicaid Directors vary

- Making available Medicaid claims data (e.g., patient medication history) at the point of care
- Administer the EHR incentive program and distribute payments as soon as possible
- Provide Medicaid claims history data to providers through HIOs
- Obtain patient data to assist the program in data analytics for quality measurement and inform policy
- Merge clinical and claims data to facilitate research about the Medicaid population and sub-populations
Stakeholders find value in involving Medicaid in State HIE efforts

• Half of the Medicaid and public health representatives are positive about the governance. Factors that contribute:
  – Voting rights for Medicaid and Public Health representatives on the board
  – strong leadership, transparency, parsimony, flexibility

• More than half of Medicaid Programs involved with Regional extension Centers in their state by:
  – Coordinating on provider outreach and education
HIE Facilitators

• Factors that facilitate HIE
  – Collaboration between Medicaid, Public Health, and State HIE programs
  – Collaboration between the HIE program and Medicaid to develop SMHP
  – Collaboration on setting up the State EHR Incentive Program
Perceptions of State HIE Sustainability Plans

- Most states (7 of 10) had not finalized plans to ensure sustainability
- Medicaid Directors varied on their opinions on how to sustain HIE.
  - Most Medicaid directors did not include state Medicaid programs as potential funders
  - Proposed private insurance companies and other providers as sources of revenue
Conclusions

• State HIE leadership and Medicaid appear to be collaborating on multiple fronts
• Strong synergies to be gained from collaboration
• The REC has a critical role to play
• Future work should tease out successful examples of collaboration
Thank You!

*insight for informed decisions™*