DHIN Update for Delaware Health Care Commission

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Chief Executive Officer
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Outline

Strategic Plan – progress in Year 1 (FY22)

Other FY22 Accomplishments

DHIN’s Commitment to Best Practices

Work Planned for FY23
Major Themes of DHIN’s Five-Year Strategic Plan

Maintain our relevance in a value-based payment market
- New sources and types of data
- High quality data (complete, standardized)
- Access to analytics

Strengthen our ties to the State
- Explore new relationships (DEMA, DSAMH, others)
- Re-energize the “public” in our statutory status as a “public-private partnership”

Ensure business sustainability and value-based pricing of our services

Maintain and leverage our current strengths and advantages
- Neutral, trusted not-for-profit
- Face-to-face relationships – our stakeholders and customers are also our neighbors
- Large and comprehensive repository of well-curated clinical and claims data
Strategic Theme 1: New Sources/Types of Data

New Data Types

- Delaware Digestive Care – endoscopy reports
- DSAMH – Behavioral Health and “Part 2” data

New Data Sources

- Encompass Health – first rehab hospital – ADTs now; clinical data to follow
- 33 Skilled Nursing Facilities – ADTs and care summaries
- P3N – ADTs on Delawareans from across all of Pennsylvania
Geographic Sources of DHIN Data (Clinical)

All Data for patients (DE)

Encounter Information on Delawareans (PA, Southern NJ)

Encounter and Care Data for Delawareans (MD, DC, WV)
Strategic Theme 2: Strengthen our Ties to the State

Health Care Claims Data Projects

- Commercial Research Partner
- Delaware State Agency
- DHIN Data Partner
- Federal Government Agency
- INBRE

FY19
- INBRE
- Federal Government Agency
- DHIN Data Partner
- Delaware State Agency
- Commercial Research Partner

FY20
- INBRE
- Federal Government Agency
- DHIN Data Partner
- Delaware State Agency
- Commercial Research Partner

FY21
- INBRE
- Federal Government Agency
- DHIN Data Partner
- Delaware State Agency
- Commercial Research Partner

FY22
- INBRE
- Federal Government Agency
- DHIN Data Partner
- Delaware State Agency
- Commercial Research Partner
Claims Projects For State Agencies (75% of all HCCD Projects)

Notable Projects:
- Child death review (CDRC)
- Rate of HPV vaccines in children 11-12 years old (DMMA)
- CostAware (HCC)
- Traumatic Brain Injury (SCPD)
- COVID & underlying conditions (DPH)
- RAND Hospital Transparency Study (SEBC)
- Trends in cost & utilization (DOI)
DHIN’s margin over the past six years has been 1% -- we are not for profit

DHIN is a “public instrumentality” vs a 501c3 – carries both advantages and disadvantages

Not a State Agency – any State funding must be through a contract with a State agency, or a special appropriation (eg the appropriation to fund the startup of the HCCD)

We’ve had contracts with Public Health, DSAMH, DMMA and HCC in FY22

Contract with DMMA has secured 90/10 Federal Financial Participation for the HCCD
Strategic Theme 3: Business Sustainability; Value Study

Not a 501c3 – as such, we don’t qualify for many charitable grants, including those available for purposes of COVID relief

Received a small ARPA grant that will let us onboard SUN Behavioral Health in FY23

Received a Highmark Blueprint grant to sustain the DMOST registry for two more years

COVID hit the hospitals hard financially, and they provide roughly half of DHIN’s operational revenue – they are now seeking cost reductions and assurance of value for all expenditures
Over $43 million in value provided annually

Community Health Record (CHR)
Results Delivery (RD)
Event Notification Service (ENS)
Clinical Gateway (CG)

With $9-10M in annual operating revenue, DHIN core services return $4 of value across the ecosystem for every $1 in operating revenue
The Value Proposition

Community Health Record
One connection to the CHR saves time and resources.

Requesting & collecting information from multiple sources can require 5 to 10 minutes per chart accession.

The CHR is viewed 71,000 times per day with 180 daily views by the average ambulatory practice.

Value to the ecosystem: $22.3M annually

Electronic Results Delivery

11.9M clinical results delivered annually through DHIN results delivery services (FY20)

One connection to DHIN replaces 1,152 point to point interfaces.

Minimum Annual DHIN Impact on Interface Development, Maintenance, Data Normalization: $9.1M
The Value Proposition

Event Notification Service
Over 1M notifications annually of hospital/ED admissions/discharges
Supports timely follow up and care coordination; shown to reduce readmissions and ED visits
Value in reduction of Medicaid ED visits alone: $7.5M annually

Clinical Gateway
Clinical data matched to patient panels and sent in bulk to the subscribing organization
A population management tool
Panel size of participating ACOs, payers, hospitals total ~ 1.6M members
Minimum Annual impact: $4.2M in cost avoidance
Six Month Pilot with Highmark:

- 47% improvement in member engagement rates
- 64% increase in Care Coordination Enrollment after member engagement
- Overall, 143% increase in Care Coordination Enrollment

Impact:

*Average savings per avoided ED visit: $1,600

**Average cost per avoided hospitalization: $15,200

*Source: For a commercially insured individual under the age of 65, Consumer Health Ratings (2019)

**Source: Agency for Healthcare Research and Quality (2019)
Other FY22 Accomplishments

“CoP” Notifications
Epic SSO – in progress
Parse claims elements into CHR
Parse CCD elements into CHR
St Francis Epic Conversion – in progress
Numerous HCCD projects
Patient consent tool, v2
COVID support for Public Health

“DASH” – pilot school absentee notifications with Nemours and Colonial School District

Message Traceability
Aetna Payer bundle
Document DHIN architecture of all services
Disaster Recovery test
HITRUST Interim Cert
>100 hrs of manual work automated
Upgrade to FHIR R4
New DHIN regulations
New participation contracts
DHIN’s Commitment to Best Practices

DHIN’s 41 employees hold 185 certifications in ITIL & Business Relationship Management
Begin CHR replacement
HITRUST recertification
Expansion of data from Encompass
Onboard SUN Behavioral Health
Onboard First State Orthopedics (imaging reports)
Scale up school absentee reporting ("DASH")
Ongoing HCCD projects
Ongoing COVD work with Public Health

Single Sign On (or similar) to CHR for Epic EHR users
St. Francis Epic conversion
Syndromic Surveillance and Electronic Lab Reporting to DPH replacement for DERRS
TidalHealth interface to DHIN
Ongoing internal projects for improved operational efficiency
Complete the distribution and execution of updated participation agreements