



Value of Collaboration

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History

- 1979
- Substance abuse / co-occurring treatment facility
- JCAHO Accredited
- Housing Provider (over 600 units)
- Medicaid Provider as well as private insurance
- HUD Continuum of Care Lead Agency
- SAMHSA Grantee
- HRSA Grantee





Why?

- “Homegrown” health record for clinical records
- HUD HMIS for housing
- State HMIS for Block Grant and State funded grants
- GPRA entries
- Consolidation of Data Entry
- Compliance with Medicaid Requirements





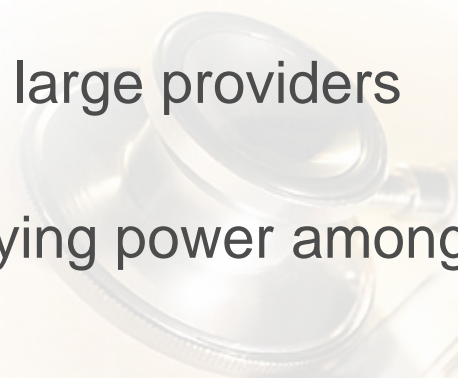
Things for Consideration

- **Which one to choose?**
 - Similar to our current one
 - Willingness to integrate with Inflexxion's ASI-MV
 - Willingness to integrate with State's System
 - Willingness to integrate with HUD's HMIS Venders or become a HUD HMIS Vender
 - Expense of a Certified Electronic Health Record (EHR)



Collaboration

- President of State Association of Treatment Providers
- State's message on reasons to collaborate
- Medicaid requirements forth coming
- Started talks with 2 other large providers
- Discussed benefits of buying power among providers





Collaboration

- **Pros**

- Cost Sharing
- Opening Doors for Smaller Agencies
- Lead in EHR Sharing
- Funders looking for Collaboration
- Demonstrate to State Collaboration
- Ways to get “bigger” without giving up autonomy

- **Cons**

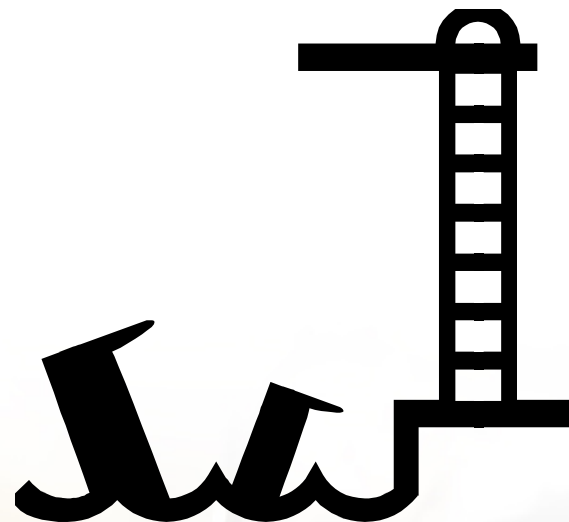
- Others in a “wait & see” is the State is going to fund a certified EHR
- Diversity of providers
- Providers being in “different places” in preparation for Health Care Reform
- Length of time to implement EHR





Take the Leap!

- 1 ½ year later decision made on EHR
- Two large providers created a non-profit as the entity to purchase the EHR
- 2 years later “Live with Implementation”
- 2 years later 2 smaller agencies in implementation process
- 4 other smaller agencies in the process of joining
- Looking at other “cost-sharing” opportunities at this time





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