



Interoperability: Building a Collaborative Healthcare Framework

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Presentation Alignment



- **Covisint History – Why it is Relevant**
 - Brief Overview of Covisint History and Development
 - The Automotive Backdrop
 - How this Translates to Healthcare

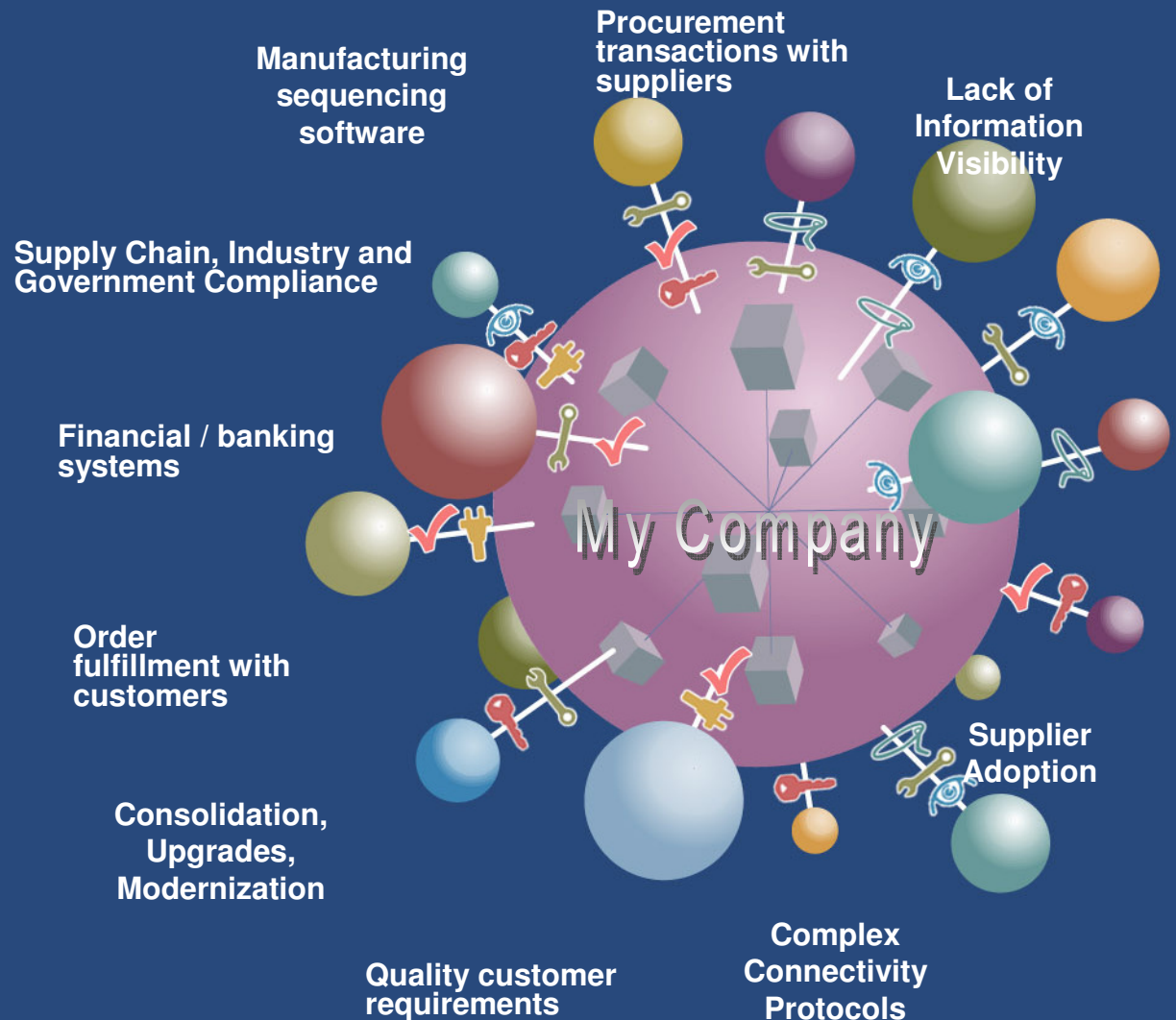
- **Healthcare Today – The Moving Parts**
 - Information (Dis)Similarities – How do We Manage Them?
 - The Position of Healthcare Today

- **Understanding and Providing Mutual Benefit**
 - Creating An Adoption Model
 - Considerations and Migration at All Levels

A Brief Comparison and Glimpse of the Automotive Enterprise



- Similarities to Healthcare:
- Separate business processes, separate systems, separate build out and maintenance costs for each
- Complex and costly
- Need to protect and utilize existing investment



The increase in activity with external entities brings new, complex challenges



- **Security Threats** - Greater opportunity for data to get into the wrong hands or to be corrupted.



- **Lack of Information Visibility** - cannot make informed decisions regarding business because partner information is not readily available.



- **Complex Connectivity Protocols** - many disparate “standards”, vendors and points of failure.



- **Supplier Adoption** – unavailable contact information, diverse technologies and global support requirements.

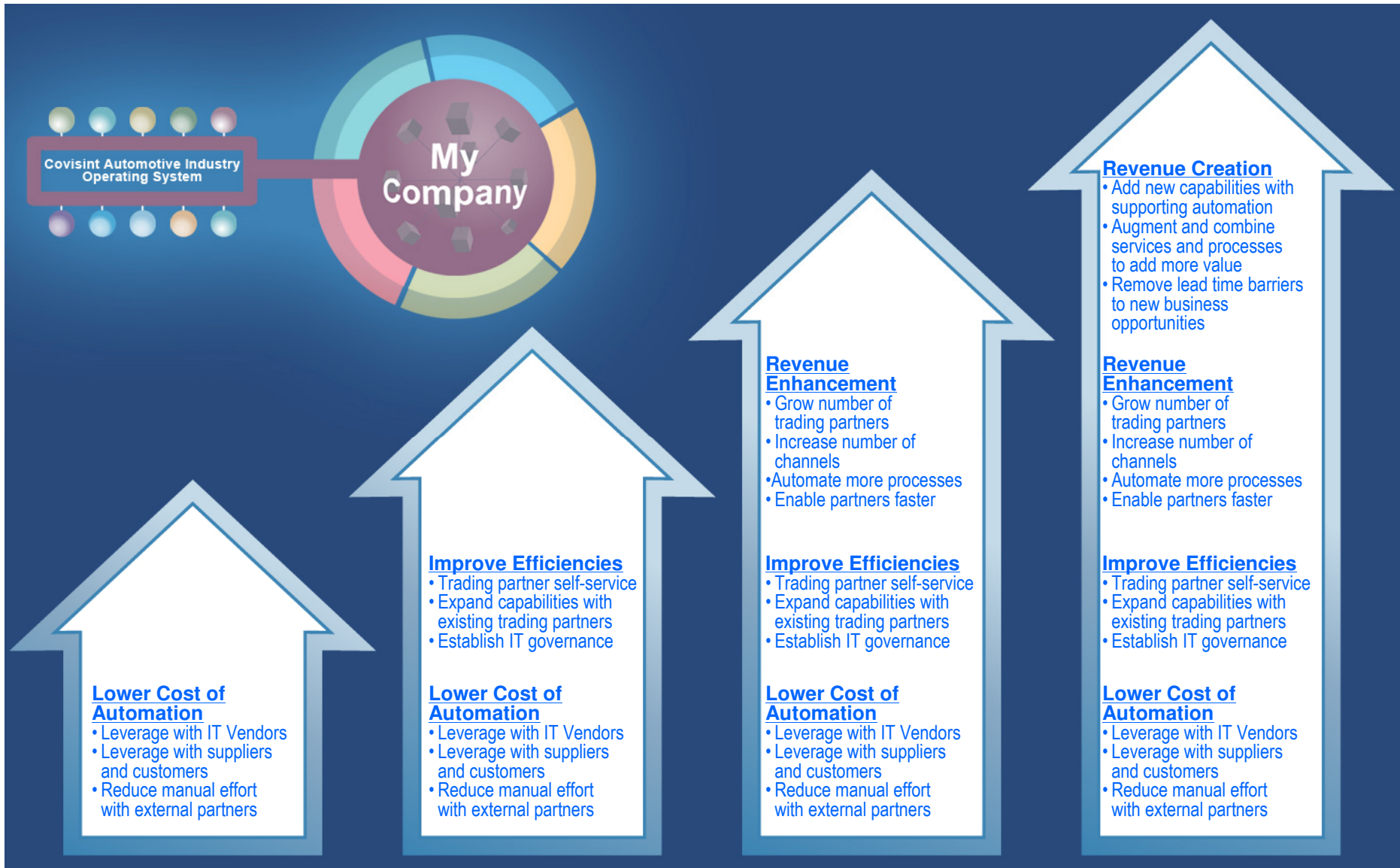


- **Supply Chain, Industry and Government Compliance** – many different customer requirements and “standards” and government regulation.



- **Consolidation, Upgrades, Modernization** – complexity of unique point solutions.

The Value Obtained from Interoperability Increases Over Time



Industries Facing Similar Challenges



Automotive



Energy



Healthcare

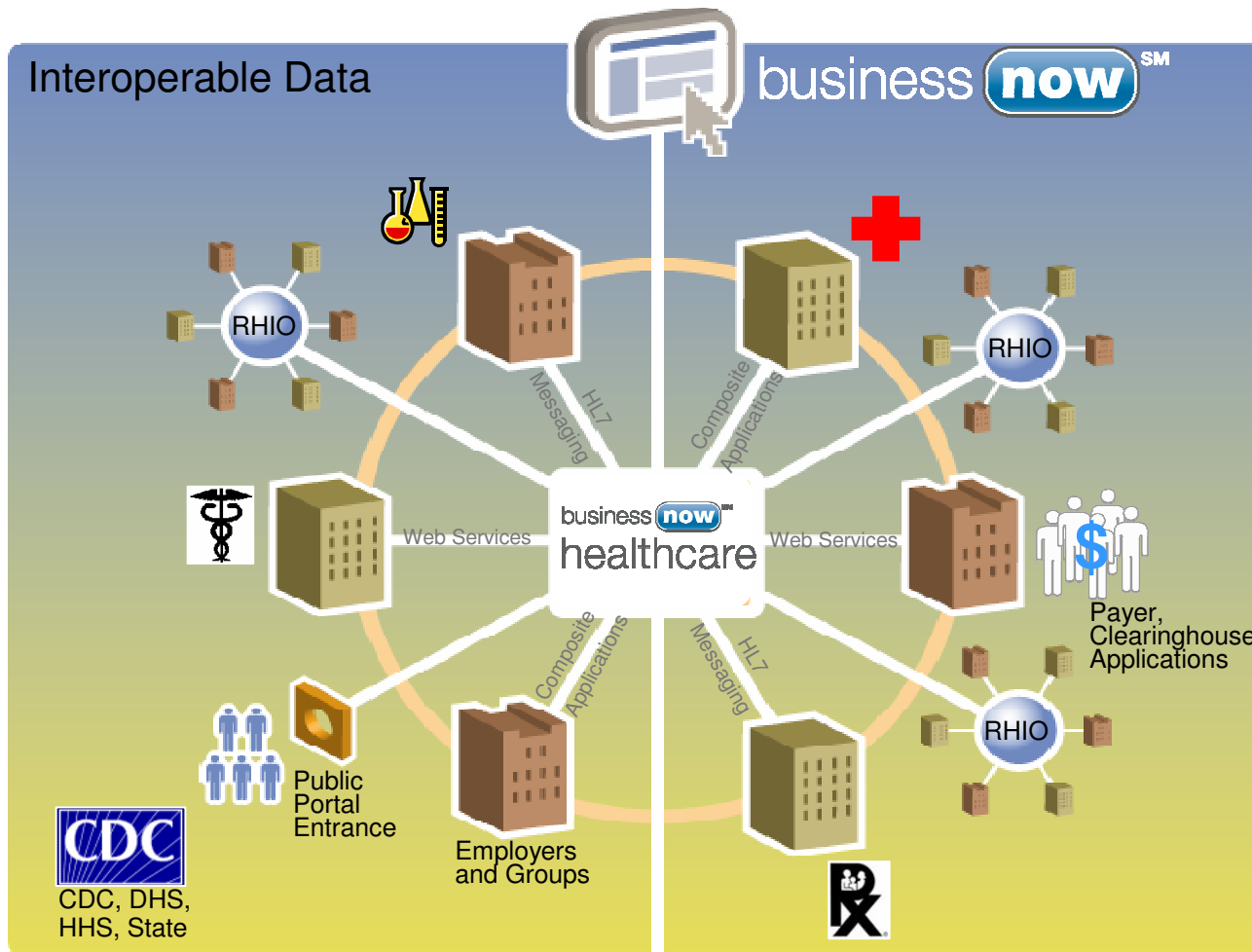


Logistics









Government

Leverage Exchange Architecture



Benefits:

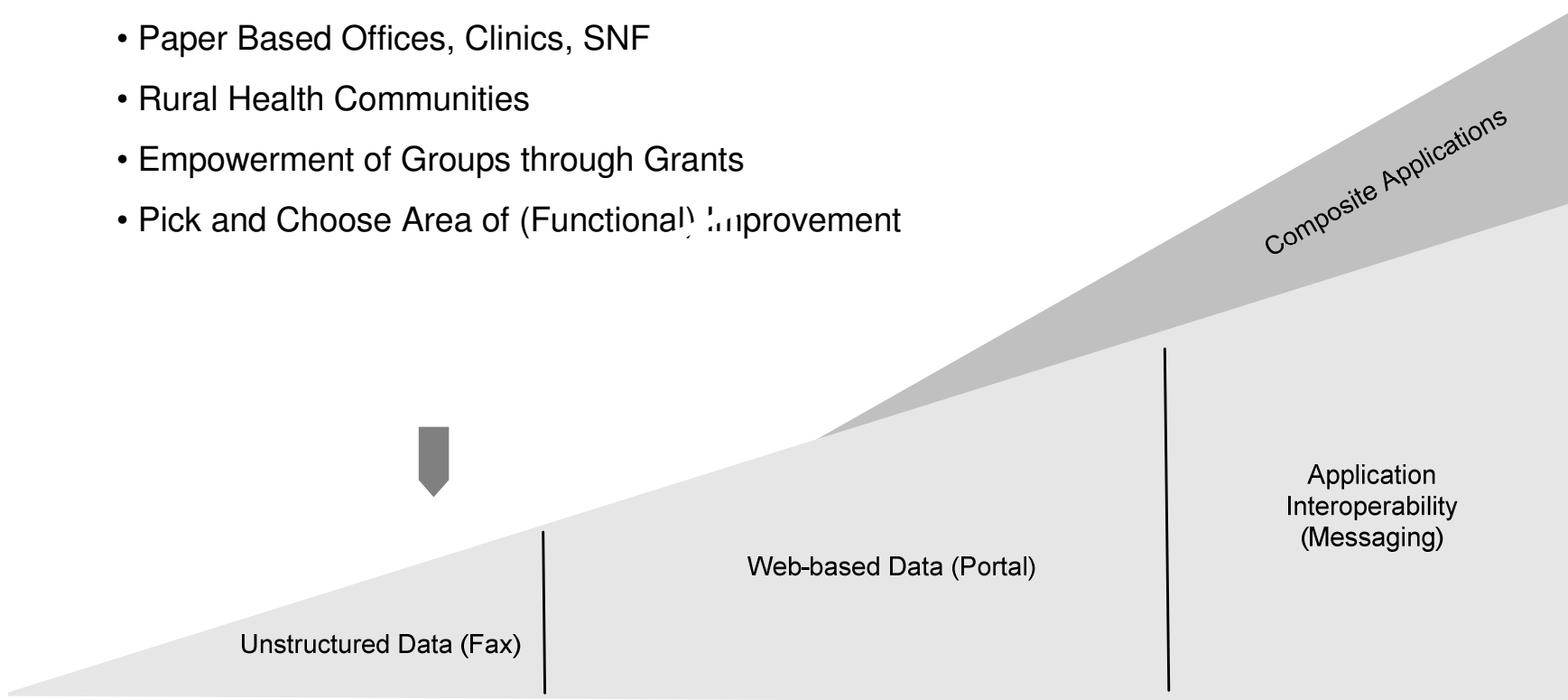
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Hospitals
 - Results delivery
 - Secure document transfer
 - Shared EMR
 - Credentialing
 - Eligibility checking
- 
Physicians
 - Results delivery
 - Secure document transfer
 - Shared EMR
 - CPOE
 - Credentialing
 - Eligibility checking
- 
 - Results delivery
- 
Public Health
 - Surveillance
 - Reportable conditions
 - Results delivery
- 
Payers
 - Secure document transfer
- 
Researchers
 - De-identified, longitudinal clinical data

Adoption Considerations



Technology Adoption Roadmap

- Adopt at your pace
- Lower Technological Sophistication
- Paper Based Offices, Clinics, SNF
- Rural Health Communities
- Empowerment of Groups through Grants
- Pick and Choose Area of (Functional) Improvement

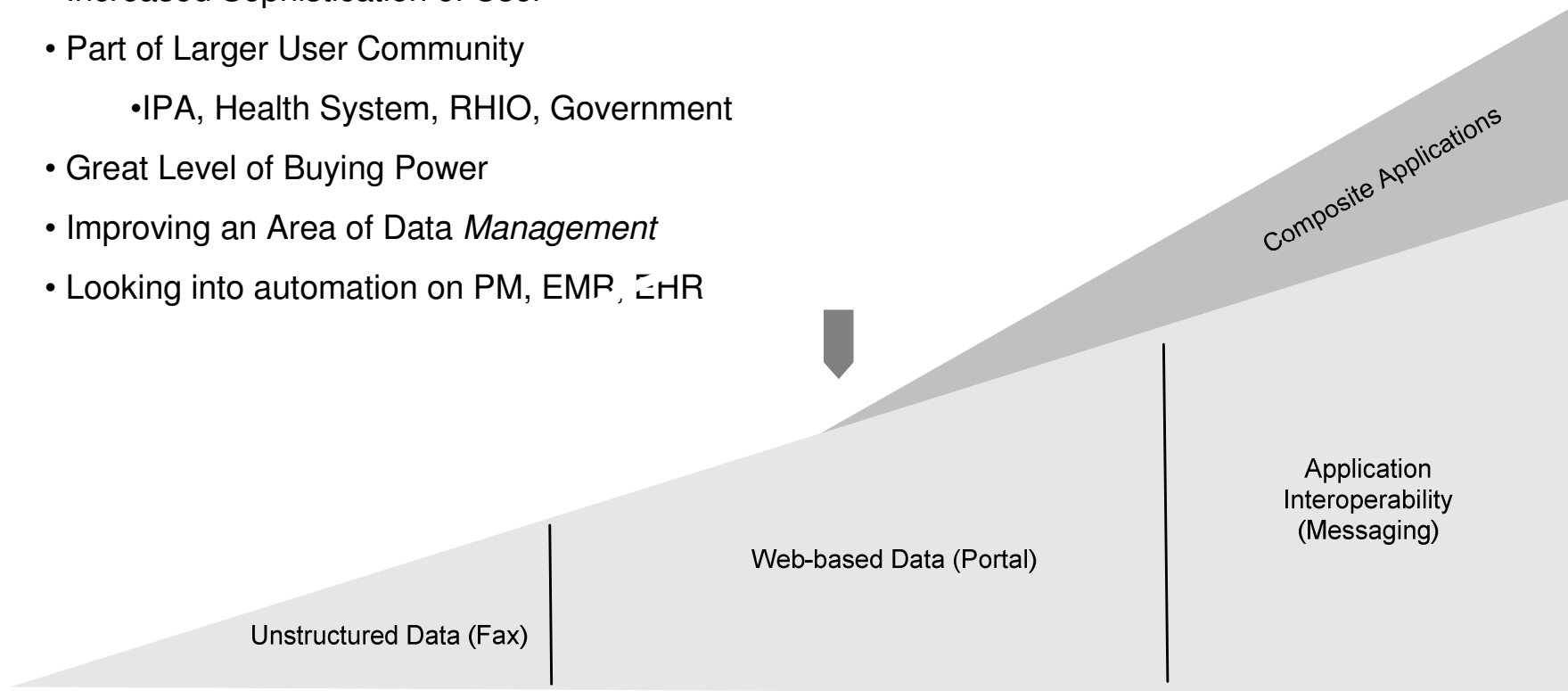


Adoption Considerations



Technology Adoption Roadmap

- Increased Sophistication of User
- Part of Larger User Community
 - IPA, Health System, RHIO, Government
- Great Level of Buying Power
- Improving an Area of Data *Management*
- Looking into automation on PM, EMP, EHR



Adoption Considerations



Technology Adoption Roadmap

- Highly Sophisticated User
 - RHIO, Hospital (IDN), Payer
- Protecting Multiple Areas of IT and Business Investment:
 - Hardware, Software, Applications, Staff
- Distributed Model – Multiple Locations
- Seeking Balance: Competing / Collaborating Environs

