Delaware Health Information Network
Executive Committee Meeting
Friday, September 26, 2014
10:00 a.m. –11:30 a.m.

*In-Person*

Westside Family Healthcare
300 Water Street
Suite 200
Wilmington, DE

Meeting Minutes

I. CALL TO ORDER
Randy Gaboriault called the meeting to order at 10:09 a.m.

II. APPROVAL OF August 29, 2014 MINUTES
Bill Kirk requested that the minutes be amended: Section VI. Other Business
Jan Lee stated that from a technical point of view, this would be no different than adding a Delaware hospital, as we have already shown by adding Atlantic General and Union in Maryland.

Bill Kirk motioned for the minutes to be accepted as amended. Tom Trezise seconded the motion. Amended minutes were approved unanimously.

III. Update on LabCorp’s Participation in DHIN
LabCorp has submitted payment in full for FY14 and the first quarter of FY15. DHIN has received LabCorp’s marked copy of the MOA which has been forwarded to our attorney, Meredith Stewart Tweedie for review. DHIN anticipates a signed MOA by the end of October.

IV. MANAGEMENT REPORT:
Dr. Lee introduced a new process for reviewing Management Reports which include items regarding FY15 Goals. Any previous items discussed will be listed under “Additional Information” and can be reviewed by request.

DHINs FY15 Financial Goals:
Implement two new data senders outside of Delaware:
Dr. Lee stated that DHIN is currently in the process of implementing Union Hospital and expects them to go into production the second quarter of FY15. We are also continuing discussions with Peninsula Regional Hospital. They have completed a technical readiness assessment and we are moving forward with the next steps.
DHIN has been approached by an out of state lab that is trying to establish business in Delaware. The Alabama lab approached us with the request to send data into DHIN.

Tom Trezise asked if this is a model that we can leverage? Dr. Lee stated that this is basically what we are currently doing with New Jersey labs and in a sense it is no different than LabCorp or Quest which are doing business in Delaware but headquartered out of state.

Randy Gaboriault suggested that we proactively explore possibilities with Walgreens and their relationship with Theranos. Elizabeth Holmes, CEO of Theranos is doing exciting work in the lab market at a very low cost. Bettina Riveros believes it may be wise to have the Governor’s office reach out to Ms. Holmes; the possibilities could be endless.

_Reducing cost of new data transport and storage by 10% of historical average:_
Dr. Lee reported that Medicity has discounted the price of new data stages by 93%; which will impact not just new implementations, but also the hosting/maintenance of costs for new data senders ongoing. DHIN also continues progress in leveraging Mirth infrastructure for transport.

_Increase revenue from non-results-delivery sources by $303,800 (ie 10% of FY14 results-delivery revenue):_ 
Dr. Lee reported that DHINs year to date revenue from non-results delivery sources is $22,370.00.

Dr. Lee informed the committee that our existing contract with Medicity is a six-year base contract with 2 two-year extensions. We are now in the second year of the first extension; our existing contract with Medicity will be coming to an end and we will need to negotiate a new base contract. DHIN is not in the position to completely walk away from Medicity.

Bettina Riveros questioned the possibility of obtaining another extension? Dr. Lee stated that there is a possibility of an extension and we will look at what is best for DHIN for the long term. We have a goal to start managing our cost structure and believe we are positioned well; however, some costs may go up before they can come down.

Simultaneously, there are more implications to taking on additional control. DHIN now has a more complex environment; we are dealing with several vendors, managing our own data exchange and our own integration of data interfaces, all of which create a level of business risks that we have not been exposed to previously. Our contract with Medicity states that they would be required to have adequate
insurance to cover any potential penalties and follow HIPAA regulations, now part of
this risk is shifting to DHIN. In discussion with our attorney, we have discovered that
our sovereign immunity under the state does not protect us from federal penalties that
may be imposed for HIPAA breeches. Meredith Stewart-Tweedie is researching the
level of coverage that will be required.

Bettina Riveros questioned whether the insurance is for penalties by the federal
government for data breaches only or is it also for exposure of damages as the result
of; what kind of coverage will we need? If there is a medical error, do we need
coverage or is that only at the state level?

Dr. Lee noted that we continue to be in discussion with Meredith and these are
questions that will be answered once she has completed her research.

Bettina Riveros has offered to contact Meredith and discuss questions and which type
of coverage should be required.

Randy Gaboriault discussed his recent visit with Cerner and discussed viewing their
HIE platform “Healthy Intent”. He suggested that we spend the day with Cerner to
learn more about their platform; this will give us the strategic platform to gain a more
informed understanding in any future discussions with Medicity.

Dr. Lee stated that she has not been looking at HIEs that are sponsored by an EHR
vendor since we have always taken the position of being EHR neutral. If we were to
switch to a platform sponsored by an EHR vendor there may be challenges.

Randy Gaboriault will look further into having Dr. Lee and members of the DHIN
team meet with Cerner representatives for a deeper dive.

**Adoption and Relevance:**

Expand participation in DHIN to at least one new constituency:

DHIN is looking at a couple of options to include engaging employers and exploring
tools for consumer engagement.

Dr. Lee stated that she and Bettina Riveros presented to the Greater Philadelphia
Business Coalition on Health at W.L. Gore & Associates. Most of the attendees were
Human Resources/Benefits personnel from the larger businesses in the area. Bettina
Riveros presented the information and context for the State Innovation Plan; Dr. Lee
followed with a presentation on DHIN: Past, Present and Future. Both created a new
level of awareness giving us the opportunity to follow up with benefits personnel to
discuss structuring health plans in ways that would require leveraging DHIN.

Next steps would be; the next Employer Roundtable (Bettina Riveros to organize) and
then an individual follow-up by Dr. Lee.
On the consumer side, Dr. Lee informed the committee that we may be close to marketing a consumer solution.

DHIN is in the process of standing up a Medicity HISP for Delaware under the domain of DHINdirect.org. DHIN will be providing a Direct Address to any practice that chooses to participate. The first test will be on Dr. Lee’s personal health data which is stored in the DHIN community health record, packaged into a CCD and sent to her HealthVault account. If all goes well, we will have a no-cost solution to consumer engagement.

HealthVault is free to anyone that would like to sign up for an account. Consumers will be able to access personal health records that are not tied to providers, hospitals or health plans; it stands alone and can be controlled completely by the consumer and the health records can go wherever the consumer goes. HealthVault can obtain a Direct Address which will allow the consumer’s health care providers to have the ability to securely send protected health information; which is also integrated with several medical applications and devices such as iTriage and Fitbit.

And also...
Quality Health Strategies investigates Medicare fraud and they see a huge potential in being able to use the DHIN health data to help detect fraud. We have already had discussion with the DAG who represents DMMA, and she also sees potential for Medicaid fraud detection well.

Meredith Stewart-Tweedie questions whether this use of the data is covered under statutory language outlining DHINs purpose. It can be argued this falls under the mission of reducing health care costs. She felt it should be brought up to the Executive Committee for their thoughts on whether this aligns with the purpose and mission of DHIN before we pursue the topic any further.

Randy Gaboriault agrees that it does make sense to pursue communication with Quality Health Strategies. Fraud is a threat to everyone and it contributes to cost factors.

Bettina Riveros indicated that there is money set aside in legislature for Medicaid fraud. Would this be related to the RFP going out and would Quality Health Strategies be bidding on the RFP? Jan stated that she is not familiar with the RFP and not sure if Quality Health Strategies would be applying for the RFP.

Tom Trezise suggested that from a strategic prospective, it may be worth talking to additional companies, such as IBM Watson, around the analytical use of big data and to discuss long term strategy regarding the direction we want to go.

V. OTHER BUSINESS
Dr. Lee updated the committee on the DHINs office lease at Wolf Creek. We are currently on a two year lease and with the addition of one new hire in FY15, we will
be at capacity. Assuming that the SIM grant is awarded, we will then need to hire three/four additional employees over the next few years. Our current lease expires in June 2015 and we will need to let Gina Perez know of our decision to stay or move by December 2014. We are exploring our best options, with a possibility of renting additional space in the Wolf Creek complex.

Dr. Lee updated the committee on the ProAccess performance issues which are affecting the ability of managing our Help Desk tickets. The issue is that the ProAccess system is very slow! We have been in discussion with Medicity and SSD (DHINs internal IT vendor) and have found that the root of the problem lies with Verizon.

Randy Gaboriault stated that the CCHS External Affairs Board Members met yesterday with representatives from iSpecimen/QPID to discuss next steps; the outcome of meeting will be decided next week and will then be presented to DHINs Board of Directors at the October meeting.

VI. NEXT EXECUTIVE COMMITTEE MEETING:
The next Executive Committee meeting will be held at the CCHS Data Center on December 17th at 1:30 p.m.

ADJOURN
The meeting adjourned at 11:18 a.m.

Attendance:

Executive Committee Members Present:
Randy Gaboriault
Jan Lee
Donna Goodman
Rich Heffron
Bill Kirk
Bettina Riveros
Tom Trezise

Absent:
Dr. Stephen Lawless

Guest:
Ali Charowsky (DHIN Staff)