

# VistA across West Virginia

An Ecosystem



# West Virginia Department of Health- 776 Beds

Hospital	Location	Type	Ambulatory Clinics	Beds
<b>West Virginia Department of Health</b>				
<i>John Manchin Sr. Healthcare</i>		LTC		41
<i>Welch Community Hospital</i>	Welch, WV	Acute		62
<i>Lakin</i>		LTC/BH		114
<i>Jackie Withrow Hospital</i>	Berkely, WV	LTC		199
<i>Hopemont</i>		LTC/BH		100
<i>Mildred Mitchell Bateman</i>	Huntington, WV	Acute/Teaching		110
<i>William R. Sharpe</i>	Weston, WV	Acute/Psych		150

# West Virginia

- ❑ **Next Gov reporter Bob Brewing writes. "For example, the West Virginia University Hospital System spent about \$90 million to install commercial health software from EPIC Systems Corp. in seven hospitals, while the state's Health and Human Resources Department installed OpenVista in eight hospitals for \$9 million."**
- ❑ **<http://www.nextgov.com/health/2009/03/vas-health-record-system-cited-as-model-for-a-national-network/43449/>**

# West Virginia – Total Cost of Ownership

## EPIC

- University of WV
- 7 Hospitals
- 520 beds
- \$92 mil

## OpenVista

- WV Department of Health
- 7 Hospitals
- 752 beds
- \$9 mil

1/10 of Total Cost

# The “West Virginia Build” & Rollout

LOCATION NAME	BED SIZE	PROJECT LENGTH	SIGNIFICANCE
Sharpe	150	7 months	First WVDHHR Facility
Bateman	90	4 months	On-Time
Welch	124	5 Months	On-Time
Hopemont	98	3 months	Early Go-Live
Lakin	136	2 months	On-Time
Pinecrest	113	3 months	On-Time
Manchin	41	3 months	On-Time
<b>Total</b>	<b>752</b>	<b>22 months</b>	<b>On-Time</b>

7 Hospitals Implemented in 22 Months  
One Hosted Server

# Typical Engagement – Leaner & Meaner

- 1. 6 to 9 Month Implementation**
- 2. Knowledge Transfer**
- 3. Ready-to-Go Content 80/20**
- 4. System Design Blocks**
- 5. Tools & Configurators**
- 6. Adoption Program – “Straight-forward ” Design & Training**
- 7. Meaningful Use/ Transformation Program**

# Value Proposition

- ❑ Cost of Implementation for VistA is significantly less than commercial applications
- ❑ VistA modules are fully integrated, saving significant integration costs
- ❑ Complete solution can be implemented quickly
- ❑ VistA is reliable and scalable to fit hospital requirements

VistA Modules	Idaho	Aspire	NY North General	West Virginia
<b>Implementation Costs</b>				
Idaho-two hospitals, 100 users (vxVistA-DSS)	To-date \$700,000			
Aspire-one hospital, 30 users (vxVistA-DSS)		Total-\$205,000		
N. General Hosp. -1 hospital, 30 users (Sequence Manager-Global eSolutions Group) \$1000 monthly fee as well.			Initial-\$20,000	
West Virginia-7 hospitals, about 450 staff, (Open VistA-Medsphere)				Total-\$9.8 mil

# West Virginia Population Health - 2005

- 👉 85% of Medicaid pts have or are at-risk for a chronic condition
- 👉 70% prevalence rate of overweight or obese
- 👉 70% are sedentary
- 👉 Located in rural, geographically and economically isolated areas
- 👉 Fatalistic approach to health status
- 👉 Patients do not access care unless ill



# VistA across West Virginia

- WV Dept Health & Human Resources
  - 7 Hospitals
  - OpenVista in 2006
- Community Health Network of WV
  - 42 Clinics
  - MedLynks (RPMS EHR) in 2006
- Shepherd Univerity
  - HealtheMe PHR

# Hospitals Implementation Timeline

Hospital	Project Start	Proposed Go-Live Date	Actual Go-Live Date	Project Length	Significance
Sharpe	Aug-06	Mar-07	3/6/2007	7 months	On-Time
Bateman	Mar-07	Jul-07	7/10/2007	4 months	On-Time
Welch	Mar-07	Aug-07	8/28/2007	5 Months	On-Time
Hopemont	Aug-07	Dec-07	10/30/2007	3 months	Early Go-Live
Lakin	Jan-08	Feb-08	2/19/2008	2 months	On-Time
Pinecrest	Feb-08	April-15	4/15/2008	3 months	On-Time
Manchin	March-08	May-28	5/28/2008	3 months	On-Time

**The WVDHHR Build**  
**7 Hospitals in 22 Months**

# West Virginia – Total Cost of Ownership

## OpenVista

- WV Department of Health
- 7 Hospitals
- 776 beds

## EPIC

- University of WV
- 7 Hospitals
- 520 beds

1/10 of Total Cost  
OpenVista = \$9 mil  
EPIC = \$92 mil

# Community Health Network of WV Total Cost

Implementation Costs		CHNWV MedLynks MedLynks EHR Total	Health Affairs Avg Cost Commercial EHR	Commercial CHC installation in WV Total Cost for EHR
Hardware Estimated		\$49,700.00	\$136,176.00	\$155,554.67
Software				
- EHR Software	\$0.00		n/a	n/a
- Operational Software	\$10,005.00		n/a	n/a
Total Software		\$10,005.00	\$125,576.00	\$208,888.00
Installation, Training		\$80,570.67	\$95,992.00	\$100,000.00
Productivity Loss		\$36,000.00	\$54,104.00	\$111,110.67
Internal Staff Time		\$60,680.00	\$37,945.00	
Other		\$0.00	\$33,312.00	
Less Grant Proceeds		\$0.00		
<b>Total EHR Cost*</b>		<b>\$236,955.67</b>	<b>\$483,105.00</b>	<b>\$575,553.33</b>

\*Calculations based on 8 FTE Providers

**Total MedLynks Savings vs. Commercial EHR - \$246,149.33 51%**

1/2 of Total Cost

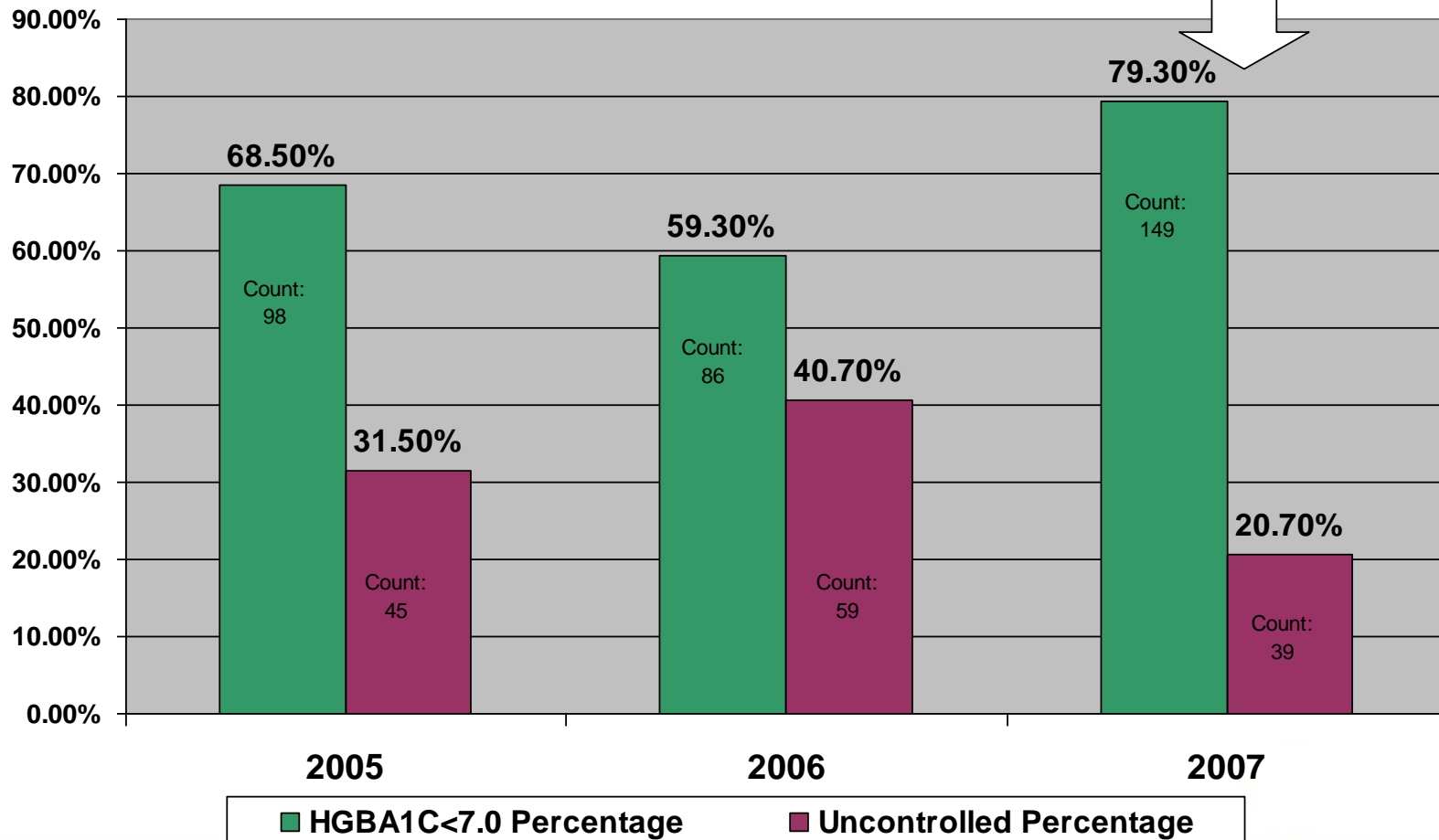
MedLynks = \$236,955

Proprietary = \$575,553

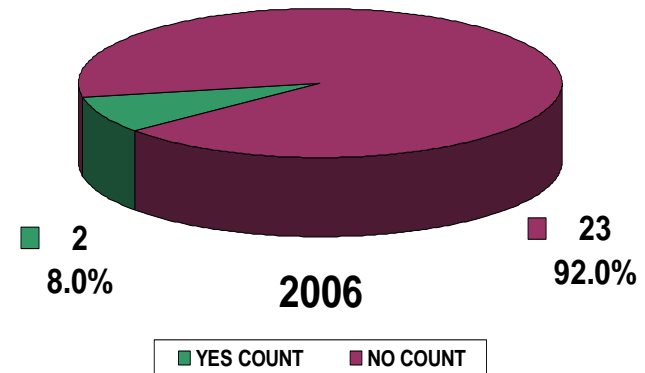
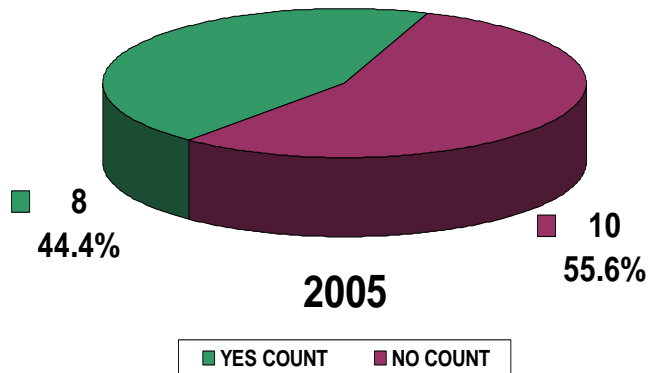
# Clay Primary Care Systems

## Diabetes HgBA1c

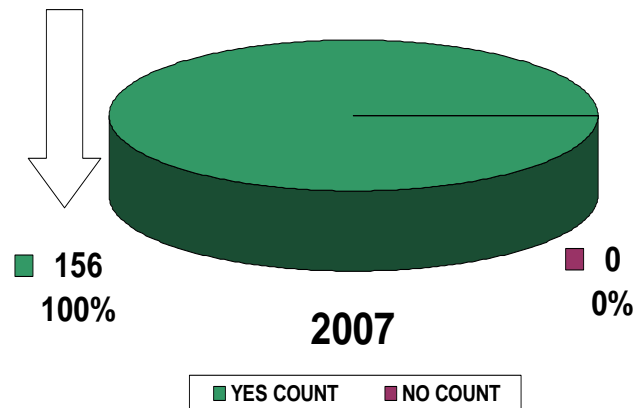
After EHR Implementation



# Obesity DX for Ages 2 – 19 (with and without counseling) 2005, 2006, and 2007



After EHR Implementation



# Vision of the Future for West Virginia

Imagine a future healthcare system that is customer-focused and patient-centered, one in which every citizen has health insurance and a secure, private Electronic Health Record (EHR) that is available whenever and wherever needed, enabling the highest degree of coordinated medical care based on the latest medical knowledge and evidence.

Imagine a healthcare system in which digital and mobile technologies, medical knowledge at the point of need, and collaboration among providers deliver safe, high-quality care for everyone—a healthcare system that does not require the patient to complete the same forms at every access point.

Imagine a healthcare system where primary care physicians have access to your specialty medical information and specialists have access to your primary care information via inter-connected “smart” EHRs that are integrated with personalized eHealth service providers and delivered directly to a multi-purpose, intelligent, mobile digital device that can be carried in one’s pocket.