

# Understanding, Achieving and Moving Beyond Meaningful Use

The clock starts ticking in 2010. With the terms ARRA (the American Recovery and Reinvestment Act), Meaningful Use and HITECH (Health for Economic and Clinical Health) on everyone's lips, it is imperative that the healthcare community not only understand these terms, but also recognize their associated challenges and opportunities and be able to identify practical solutions to meet the new regulations. It comes down to three steps: 1) obtaining a certified EHR, 2) assessing your readiness, and 3) demonstrating meaningful use.

## Capturing Federal Incentives Brings Opportunities and Challenges

The HITECH section of ARRA includes incentive payments from Medicare and Medicaid to hospitals and providers in ambulatory practices for "meaningful use" of "certified" Electronic Health Record (EHR) systems. Eventually, non-EHR users would face penalties. The goal of the HITECH incentives is to encourage adoption and effective use of EHR systems.

In the short term, healthcare organizations and eligible providers (EPs) must assess their level of readiness to meet Meaningful Use criteria. Determining a strategy for moving forward to meet these mandates will be essential to ensure that organizations, having determined their level of risk, can be assured that there is alignment with the strategic goals of the organization. Understanding expected value will be key to organizations' decisions.

The longer term challenge is to integrate the Meaningful Use criteria with ongoing quality improvement programs. A focus on performance improvement will translate the wealth of data into operational improvements with measurable outcomes not only to meet Meaningful Use criteria but to also be in concert with other quality initiatives.

## The TELUS Health Solution

An effective strategy to achieve Meaningful Use, maximize government incentives and avoid long-term financial penalties is critical to achieving success. TELUS Health has a comprehensive approach backed by our overarching areas of focus and our national and international experience. Our approach includes:

1. Providing strategic planning expertise to those developing the programs to measure compliance, distribute incentives and apply penalties to reimbursements
2. Conducting a comprehensive Meaningful Use Readiness Assessment to identify the gaps between the current state and the current Meaningful Use criteria for healthcare organizations and providers
3. Providing recommendations tailored to your specific needs to take action based on the results of the Readiness Assessment and to assure alignment with strategic goals

4. Implementing a proven and successful performance improvement program with a methodology that is based on organizational goals and enables continuous improvement to meet the Meaningful Use outcomes requirements
5. Providing assistance with physician adoption, CPOE, workflow design and process optimization that leverage the capabilities of technology

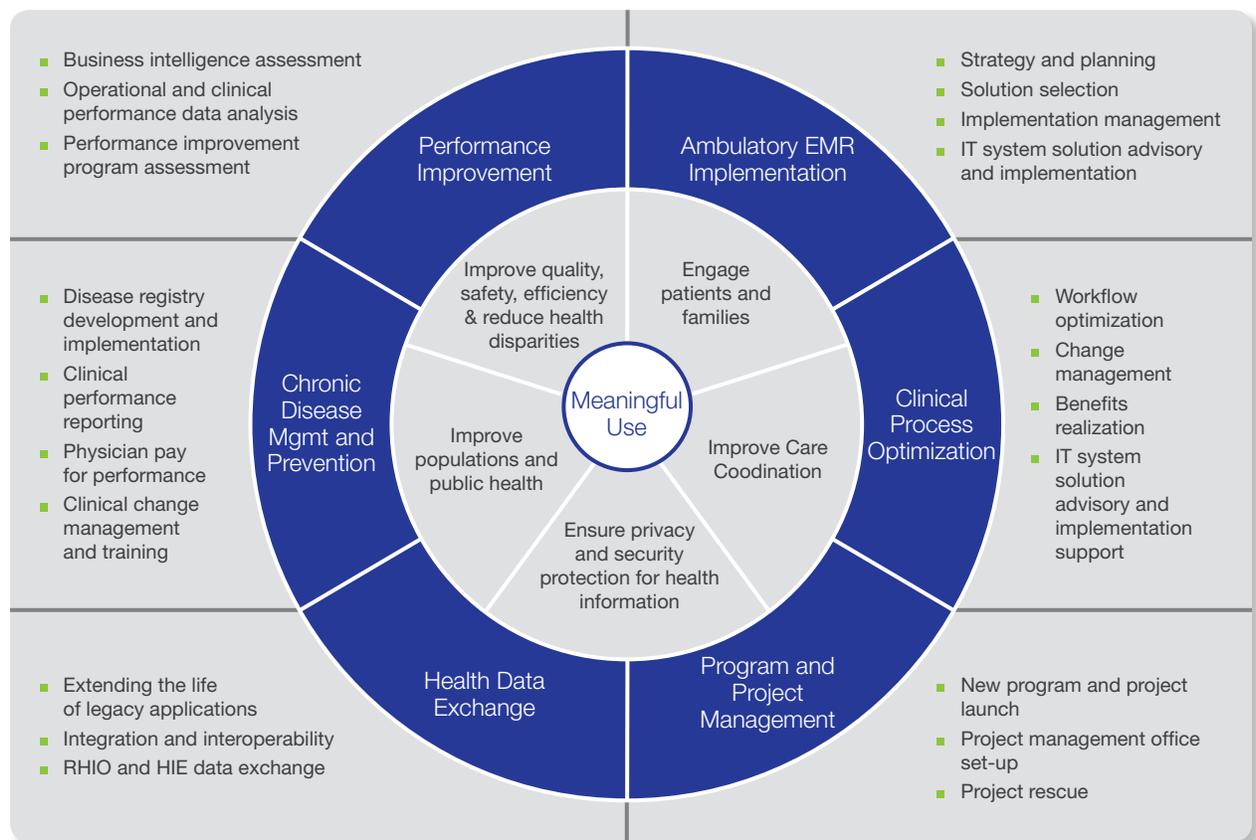
How will you perform in the era of ARRA?

**Move your organization from Meaningful Use to Performance Improvement.**

## TELUS Can Help You Achieve Meaningful Use and Beyond

Our specialties and international experience can help you achieve your goals whether it is physician adoption, workflow design, process optimization, or a readiness assessment and road map development.

## TELUS Health's Service Offerings Aligned with ARRA Meaningful Use



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