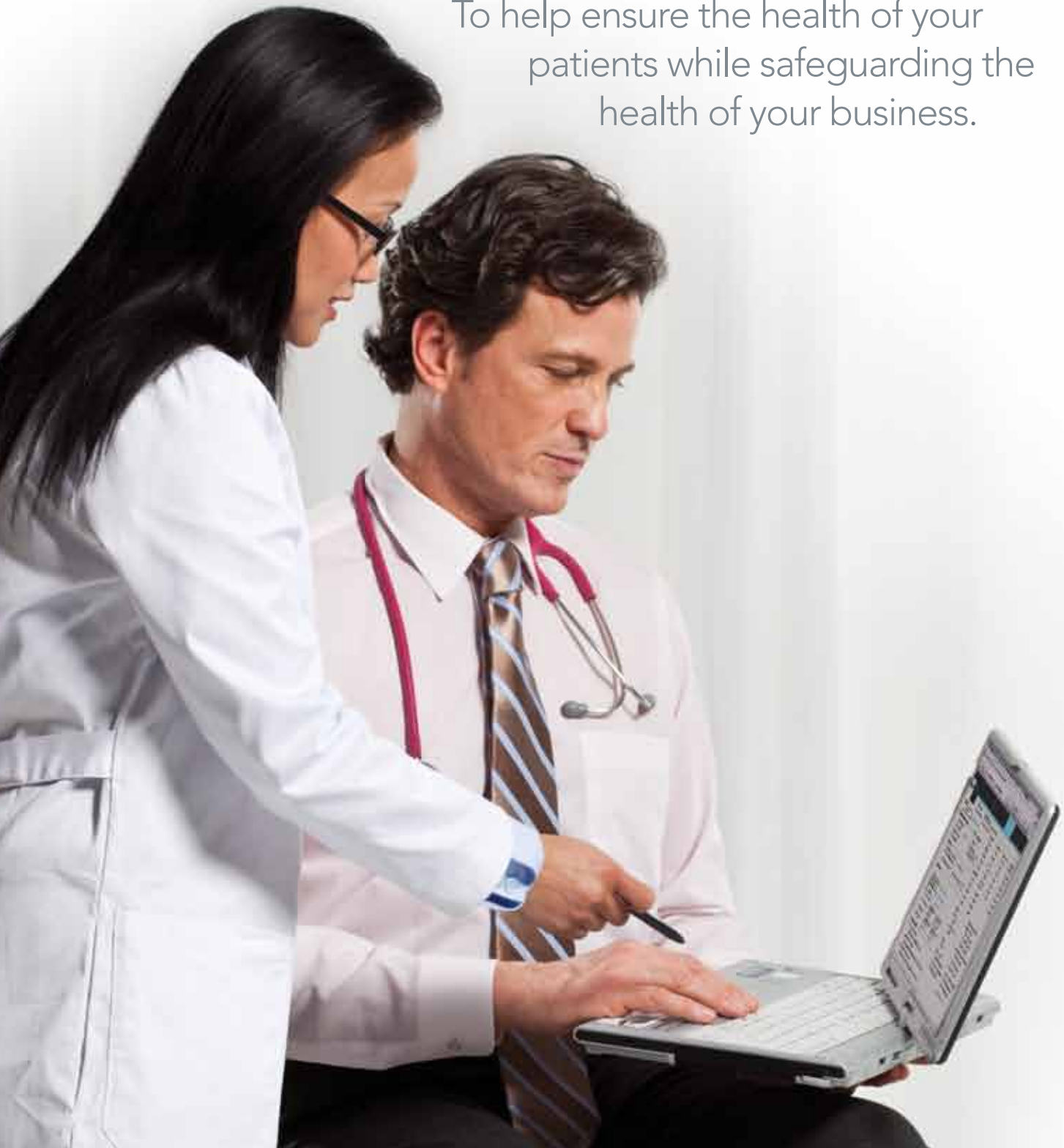


NEXTGEN™

Health Information  
Exchange

# Leveraging Connectivity

To help ensure the health of your  
patients while safeguarding the  
health of your business.



A healthcare professional in blue scrubs is standing on a staircase, leaning against the railing and writing in a notebook. The background is a bright, clean hospital hallway.

# Your goal: clinical integration

As your organization continually strives to improve care quality and coordination—along with patient safety—you're realizing the incredible power of clinical integration in your community.

To achieve true clinical integration of care around a Patient Centered Medical Home (PCMH) model, or to effectively create a foundation for an Accountable Care model of delivery, you see that interoperability with other organizations is absolutely essential.

To successfully connect disparate technology systems—while reaping the associated benefits of controlled data flow, decreased costs, and reduced errors—you will need a powerful and proven Health Information Exchange (HIE) solution.



## What is a Health Information Exchange?

*When your organization uses an HIE, you're able to mobilize healthcare information electronically across organizations within a community, a region, or across the country. HIE provides the capability to electronically move clinical information among disparate health care information systems while maintaining the meaning of the information being exchanged. The goal of HIE technology is to facilitate access to, and retrieval of, clinical data for enhanced patient care.*

You can achieve clinical integration and help enhance care with NextGen™ Health Information Exchange (NextGen HIE). Our HIE clients are electronically sharing and retrieving clinical data within their regions, communities, and hospital systems for care that is safer, more timely, efficient, effective, equitable, and patient-centered. With NextGen HIE, you can create one complete chart with a comprehensive medical history.

With one complete record, patients do not have to remember—or communicate—reconciled medication lists, procedures, or the date that a clinical item was assigned to their chart. When visiting a new care provider, patients will never need to bring their chart on a jump drive or on paper. When the provider is part of our HIE, the patient's complete medical history is immediately available.

In January 2010, United States Attorney General Eric Holder revealed that \$60 billion in public and private healthcare spending is lost to fraud each year. With complete access to patient records via NextGen HIE, practitioners can help prevent fraud, such as inappropriate drug seeking.

### Success Stories:

**Nautilus Healthcare Management Group**, an MSO in Southern California, used NextGen HIE to spearhead connectivity and enhance collaborative care delivery in its community. Since establishing its private HIE model in 2009, Nautilus facilitates robust clinical data exchange between 200 physicians in multiple specialties, two hospitals, imaging centers, an award-winning IPA, and numerous urgent and ancillary care facilities. Plus, Nautilus supports a variety of exchange types by utilizing the eReferral Module, Data Notification, Document Exchange, and connectivity to other community-based HIEs.

**Doylestown Hospital** utilizes NextGen HIE to facilitate secure data exchange among Doylestown Clinical Network participants, which includes more than 400 independent physicians practicing in 42 specialties at more than 100 practices. This data exchange enables Doylestown Hospital to realize greater overall patient care efficiency and quality. Doylestown Clinical network has grown to include connectivity to Aprima Health, Connexin Software, and Doylestown Hospital for Clinical Data Summary Exchange, in addition to documents and lab result distribution.

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### An Award-Winning HIE

NextGen Healthcare is a winner of the Microsoft® Healthcare Users Group (MS-HUG) 2010 Innovation Award in the category of interoperability/HIE. The award was presented jointly to NextGen Healthcare and Doylestown Hospital.

# Why NextGen HIE?

When choosing your HIE, there are several crucial considerations.

## 1. Will you be able to connect disparate data sources?

By leveraging NextGen HIE, you can. With the use of industry approved data exchange standards like HL7®, and CCR—as well as the use of common technologies like Web Services—information can be combined in one place. With all the data in one place, you can create an aggregated patient chart, better generate reports, avoid data errors, maintain consistency, and deliver improved healthcare for your patient.

## 2. Will you be able to maintain control over the data flow?

With NextGen HIE, you can easily manage information *throughout* the data flow cycle. This is important because by running reports you can pinpoint where referrals, lab results, and more are located in the transaction's lifecycle. Here are a few ways in which data flow can be controlled:

- With our advanced filtering capabilities, you can control whether information leaves or enters your EHR.
- Opting out of data sharing can occur at the practice, or patient, level.
- CCR and HL7 document routing can be controlled based on the providers on the transaction.



### 3. Can the HIE read and understand data, not just transport it?

NextGen HIE's discrete data aggregation capabilities mean that your clinician is empowered to leverage the EHR to read and auto-import data into the patient's chart so they can use it to truly improve care. Plus, they gain more efficient patient evaluations and overall improved data accuracy.

### 4. Can you generate meaningful reports based on your data?

Many solutions act as a mail carrier, passing data "envelopes" from one place to another. NextGen HIE stands apart because it looks inside those "envelopes" of data to make significant use of the information within. This is possible because NextGen HIE incorporates discrete data elements in accordance with national standards which helps in meaningful reporting.

### 5. Can you filter, import, and export data into and out of your EHR?

NextGen HIE's advanced filtering capabilities enable you to do just that. For example, if you don't want to exchange a certain type of data, you can choose not to do so. Also, you can avoid importing duplicate clinical information (e.g. medications, diagnosis, and allergies). Finally, prevent chart cluttering by selecting the items you want to pull into the patient chart. Our HIE can also implement and enforce participation agreements to ensure consistent quality.

### 6. Will the HIE enable you to communicate with any EHR?

NextGen HIE enables data exchange not only with NextGen® Ambulatory EHR, but also with any non-NextGen Healthcare EHR system. This provides you with the flexibility to communicate with many different healthcare organizations. We deliver this type of flexibility because we adhere to industry standards for data exchange.

### 7. Will you have one data connection point for reduced complexity?

With NextGen HIE's centralized routing engine—including configurable business rules—you can avoid point-to-point interfaces with external systems. With one connection point, you can reduce complexity and costs. Being a centralized routing engine, you can set up rules for lab results—as well as other results routing rules.

### 8. How quickly can you implement your HIE strategy?

With NextGen HIE, you can leverage tools for installation and configuration for easy deployment of your strategy. After deployment, leverage built-in health checking tools and operation reports, generated out of the system at configurable intervals to monitor the health of the HIE.

## Hear from NextGen HIE Users

"...We really ran into problems with other vendors. They were unwilling to drop their inpatient product into my existing setup here. They'd sell me a whole new billing and clinical system, but they wouldn't just give me their clinical component and interface it with my existing systems. [Working with NextGen Healthcare] we get to keep what we've got, and now we've got a partner with a vested interest in working with the entire product line to convert it into a single database, a single login, and a single system that looks and feels the same."

*Kim Larkin, CIO  
Washington County Hospital*

"With a single database that supports Trinity operationally, clinically, and on the business side of the house, we have found a strong partner in NextGen Healthcare. NextGen is a step ahead in preparing providers to be successful on their journeys to Meaningful Use. NextGen supports us with the reporting tools that will allow us to build best practice care standards and generate a cycle of continuous quality improvement that will ultimately lead the nation to a higher quality of patient care."

*Kyle Johnson; VP, Application Services  
Trinity Health*

"Through use of the integrated NextGen Healthcare platform [including NextGen HIE], we will be able to leverage care coordination across our enterprise and bring our patients into the process by giving them access to data about their health, education materials and a way to communicate with their physicians. The technology will also enable us to take a leadership role in our community and our state as interoperability, patient-centered medical home, and e-prescribing efforts continue to gain momentum."

*Christine Brutschea, CIO  
Mercy Health System*







## Creating a long-term HIE strategy

To run your healthcare enterprise efficiently and stay competitive, you need a long-term HIE strategy. If other healthcare organizations in your community are not already requiring you to achieve connectivity, they will soon—and your patients are coming to expect it, as well. With the move toward EHR adoption, incorporating NextGen HIE into your long term plan will enable you to achieve Meaningful Use connectivity—as well as drive clinical integration—which can help you cut costs, improve quality, and ensure access. Achieving interoperability on the community, regional, and national levels is becoming increasingly necessary to your ongoing success.

NextGen HIE is designed to meet your evolving HIE needs. With over 50 communities already using our solution, and with approximately 4.5 million patients covered, we have a proven track record of success. Plus, to maintain our position as a leading HIE provider, we offer the support of a dedicated HIE team, which includes technology architects, engagement managers, clinical workflow specialists, integration experts, and others.

What's more, in the KLAS HIE Report titled, "Health Information Exchanges, Rapid Growth in an Evolving Market," NextGen Healthcare is ranked as one of the top four HIE vendors. KLAS states, "the solution itself is reported as fairly simple to use with good data exchange between NextGen sites." KLAS also reports that NextGen Healthcare clients note "enthusiasm and high collaboration" from NextGen Healthcare, and describe the company as "very proactive in trying to customize the solution according to customer needs."<sup>1</sup>

To set up an HIE strategy consultation today, contact sales at 215-657-7010 or sales@nextgen.com.

## Three Crucial HIE levels

Enterprises need to plan now for possible participation in HIEs at three levels:

- **Private Exchange**—The private exchange is created by a healthcare organization in order to connect constituents in the region/area and align to organization-specific business goals. The objective of this type of exchange is to achieve clinical integration and ACO enablement.
  - > Funding = private
  - > Governance = enterprise driven
- **Regional Exchange**—This HIE connects all the healthcare organizations in a given region/area, as well as national data providers, local public health organizations, and more. The goal of this type of exchange is to improve workflow efficiency and connectivity.
  - > Funding = Public/Private
  - > Governance = RHIO-Collaborative with stakeholders
- **Exchange Network**—Connects several independent HIEs, creating an HIE network. Exchange networks are typically found at the state or federal level. The goal of this type of exchange is to achieve Meaningful Use and patient safety.
  - > Funding = state, federal, other
  - > Governance = HIO created through a state-designated entity

1. Quotes taken from the KLAS report titled "Health Information Exchanges, Rapid Growth in an Evolving Market," www.KLASresearch.com, June 2011. This report includes early data about NextGen. As such, NextGen Healthcare is not yet ranked for KLAS Confidence levels. NextGen Healthcare earned a score of 83 out of 100.

Publicly traded (NASDAQ:QSII)

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NextGen Healthcare Information Systems, Inc.

795 Horsham Road, Horsham, PA 19044

p: 215.657.7010 | f: 215.657.7011

[sales@nextgen.com](mailto:sales@nextgen.com) | [nextgen.com](http://nextgen.com)

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Patent pending.

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