

illuminate

Our solutions shine a light on what's really happening in your healthcare business.

Elumin Healthcare Solutions, Inc. (Elumin) is your go to health information exchange (HIE) solution consulting partner. Elumin is a healthcare management and information services consulting company that provides superior consulting services to academic healthcare institutions, integrated delivery networks (IDNs), pediatric hospitals, and general medical – surgery hospitals across the country. In the HIE sector we work with state agencies, regional healthcare coalition and public and private health partners to build demonstrable HIE strategies and models.

Elumin's approach to the development of state-wide and community-based electronic HIEs and Regional Health Information Organizations (RHIOs) focuses on three core services: planning, business development, and implementation. Elumin tailors these three core services to meet the specific needs and goals of each individual client by utilizing our collective experience and expertise in delivering on the core components of an HIE framework: clinical informatics; stakeholders' governance; financial sustainability; health information technology; performance measurement; and project management.

Elumin emphasizes exceptional quality – *If there is one word that defines us as an organization, that word is "Exceptional" at every level of who we are, what we do, and how we deliver services. The continual call back from our valued customers demonstrates this statement.*

Elumin delivers its portfolio of services in three service arenas in our HIE – RHIO practice. Listed below is a brief overview of those arenas and how they are applied to support your HIE – RHIO initiative.

HIE Planning: *Elumin assists communities, regions, and states in developing plans for the exchange of health information. The following activities are provided as examples of work associated with this core service:*

- Building stakeholder consensus and establishing and facilitating the initial governance or oversight body
- Performing education on health information exchange including but not limited to: lessons learned from other HIEs; importance of privacy/ security; national standards and certification efforts; relationship to National Health Information Network (NHIN) direction; and methods for taking an incremental, sustainable and scale-able approach to HIE
- Establishing and facilitating clinical, technical, and financial stakeholder teams who are involved in planning for HIE
- Determining provider priorities and 'pain points' for clinical information
- Identifying and beginning to quantify, where applicable, each stakeholder's expectations for health information exchange
- Assessing the available electronic health information and technical capabilities as well as the technical readiness of stakeholders



- Developing preliminary privacy and security guidelines
- Assessing the funding availability and each stakeholder's potential role and return based on their expectations
- Developing an incremental approach to achieving early wins
- Assisting stakeholders in developing criteria for success as well as readiness to move from HIE planning to business development to implementation stages
- Determining the potential for scaling projects once incremental value has been demonstrated and the framework for achieving incremental sustainability is developed

HIE Business Development: *Elumin develops business strategies and plans designed to identify the most viable approach to implementing HIE within a community, region or state. Assuming that the majority of planning activities have been performed, the following activities are provided as examples of work associated with the core service of business development:*

- Establishing the framework for governance to include expected functions, guiding principles, form of entity, stakeholder representation, voting rights and responsibilities
- Facilitating clinical, technical, and financial stakeholder teams who are involved in developing the strategies and plans for developing a sustainable HIE
- Performing comprehensive assessments of the availability and use of electronic clinical data among all data generators and data users
- Identifying and developing measurements for the expected impact to care delivery, provider and patient satisfaction, and the potential for savings and improved efficiency based on desired functionality
- Quantifying anticipated costs for implementation and on-going operations
- Performing comprehensive assessments of clinician capabilities, readiness and expectations for use of clinical information
- Developing clinician adoption plans
- Performing comprehensive assessments of technical capabilities and technical readiness of involved data generators and data users
- Developing and refining a technical architecture for HIE
- Developing approaches to authorization, authentication, access and audit of health information

HIE Implementation: *Elumin provides personnel resources to lead the establishment of an HIE/RHIO organization and lead the implementation of a health information exchange initiative. Assuming that the majority of business development activities have been performed, the following activities are provided as examples of work associated with the core service of implementation:*

- Developing approaches to patient consent, education and involvement in the project
- Identifying, evaluating, and selecting vendor solutions to include request for information (RFI) and request for proposal (RFP) processes
- Negotiating final vendor solutions, costs and contracts
- Identifying and quantifying sources of revenue from stakeholders, local and state government, and public and private funding sources
- Developing a phased approach to implementing HIE based on multiple factors to include but not limited to: availability of electronic clinical data; priority/need for information to impact care delivery and provide value; available technology and technological capabilities; privacy and security; compliance with national standards; sources of revenue and financial support
- Applying for public and/or private grant funding
- Developing business plans, financial statements and expected return on investment (ROI) based on functionality to be implemented and expectations for financial sustainability



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How To Reach Us

Phone: (866) 597-5861

E-mail: info@eluminhs.com

Website: www.eluminhs.com

