



## ARRA Services for Hospitals

### Impact of The American Recovery and Reinvestment Act on Healthcare

The American Recovery and Reinvestment Act (ARRA) was signed into law by President Obama on February 17, 2009. This landmark bill sets aside approximately \$180 billion in federal funding for healthcare-related spending. Included in the legislation are significant provisions for health IT to encourage physicians, hospitals, and other providers to adopt and use electronic health records as well as other technology to advance the delivery of healthcare. The cost of doing nothing is real. With approximately \$23 billion of the ARRA dedicated towards grants and incentive payments for healthcare IT, it pays to be an early adopter of electronic health record (EHR) technology. Late adopters will receive smaller incentive payments and be penalized through decreased Medicare and Medicaid reimbursements starting in 2015.

### Accelerating EHR Implementation and Adoption

Dell appreciates the complexity that healthcare leaders face when implementing a comprehensive EHR system that will meet the ARRA requirements for "meaningful use." To help you successfully address these challenges and facilitate widespread end-user adoption, Dell Services has designed a full suite of services to meet your unique goals and achieve sustainable results. Throughout our service offerings, to help ensure success, we use our proven and proprietary methodology ADOPTS. ADOPTS encompasses a framework of six key phases: Assess, Design, Optimize, Prepare, Transform, and Sustain. This disciplined process helps you identify your current IT position with regard to EHR implementation, as well as identify those barriers and challenges that must be overcome prior to qualifying for federal incentive payments. Ultimately, all of our services outlined below are intended to guide you through the complexities and enhance your ability to leverage the benefits of ARRA to help you deliver the highest quality of care.

### ARRA Solutions for Hospitals

#### **ARRA Executive Workshop**

Our ARRA Executive Workshop offering is an intensive, day-long facilitated session designed to help healthcare executives understand the ARRA implications from a strategic, clinical, financial, and technical perspective while mapping out a strategy for compliance. In an economical, agenda-packed day, we will collectively conduct a high-level assessment of your organization's current state of readiness in the areas of technology, privacy and security, and data management. We will also review your data for financial optimization opportunities based on your anticipated date of reaching compliance and provide key recommendations for next steps.

#### **ARRA Readiness Assessment**

Our ARRA Readiness Assessment includes a comprehensive and systematic review of your organization's current state of EHR technology, information management systems, interfaces, integration, and interoperability as required under the new laws. The assessment also considers process changes that may be needed to meet new "meaningful use" mandates. Your organization will receive a detailed audit and evaluation of your current operations related to strategic and operational readiness to achieve all currently published ARRA-related EHR requirements and

### Our ARRA Services for Hospitals

Dell provides a portfolio of ARRA services to help hospitals identify and take advantage of opportunities:

- ARRA Executive Workshop
- ARRA Readiness Assessment
- ARRA Grant Writing Service
- ARRA Technology Optimization Service
- ARRA Required Compliance Service
- EHR Implementation and Optimization Assistance
- ARRA Quality Reporting Informatics
- ARRA Revenue Cycle Optimization

### "Meaningful Use"

A meaningful electronic health record (EHR) user must demonstrate it is using certified EHR technology, that the technology is connected in a manner that allows for the exchange of healthcare information, and that the EHR user can effectively demonstrate the technology's "meaningful" use.

mandates. The assessment will provide recommendations regarding technology and clinical operations to achieve meaningful use of EHR technology. Our ARRA Readiness Assessment will help you build a strong foundation that supports a successful EHR implementation and enhances the likelihood of obtaining ARRA incentive funding and avoiding penalties.

#### **ARRA Grant Writing Service**

The ultimate goal of this service is to help healthcare organizations apply for and receive ARRA-related funding. For some organizations, there may be opportunities to receive up-front grants for an EHR implementation. Dell Services has a team of grant writers that can help our customers identify opportunities and reach out for available funds. Our Grant Writing service will yield a set of documents that meets the specifications for the granting authority. Dell Services will also develop and deliver an ARRA grant proposal submitted to the authorizing agency.

#### **ARRA Technology Optimization Service**

Our ARRA Technology Optimization Service includes a deep dive analysis of your IT systems and processes, which focuses on your organization's ability to support an effective EHR implementation and share health information. Our consultants will identify current state gaps in the areas of data exchange, data technical security, data storage (including consideration of Virtualization technology), and application integration. We will also provide recommendations to accelerate your ability to meet new legislative requirements and support your EHR implementation.

#### **ARRA Required Compliance Service**

Our ARRA Required Compliance Service provides organizational leaders with an overview of key regulatory components related to key legislation (including HIPAA) and an assessment of your organization's current noncompliance areas and the risks. Based on our findings, we will provide recommendations for improvement.

#### **EHR Implementation and Optimization Assistance**

While the financial incentives from the ARRA make EHR implementation more financially realistic for providers, the true key to success is in knowing how to successfully deploy the technology in a clinical setting. An added challenge is the quick adoption rate required by the new legislation for optimal payment, pushing healthcare providers to evaluate and implement technology at an accelerated rate.

Our EHR Implementation and Optimization Assistance service helps organizations implement an effective EHR system. Effective EHR technology enables physicians and other care givers, both within the care facility and beyond, to improve care delivery and securely share relevant patient information. Our team will work with you to ensure alignment of your strategic, operational, and technology plans to ARRA regulations and reporting requirements. We will also implement and/or optimize business and clinical system capabilities in order to support the use of electronic medical records, evidence-based medicine, clinical protocols,

and other technologies that improve quality of care and the efficient exchange of health information. As part of our services, we will assess existing electronic medical record systems or other applications to ensure adherence with technology certifications, interoperability, and health information data exchange capacity. We will improve data governance, management, collection, and reporting processes to enable appropriate and adequate measurement and submission of "meaningful use" indicators. In addition, we will advance existing data security and privacy policies, procedures, and processes to ensure integrity and reliability of systems, portals, and end-user access.

#### **ARRA Quality Reporting Informatics**

Our ARRA Quality Reporting Informatics service assesses your organization's current operations with respect to the required submission of measures to demonstrate "meaningful use," and assists in helping you meet the ARRA requirements. We will ensure alignment of your strategic, operational, and technology plans for quality data collection to bolster adherence with ARRA regulations, enhance receipt of eligible funding, and avoid penalties. We will optimize the use of existing electronic medical records, evidence-based medicine, clinical protocols, and technologies to improve quality of care and quality reporting.

In addition, we will ensure data governance, management, collection, and reporting processes that support appropriate and adequate measurement and submission of meaningful use indicators. Your organization will receive an initial formal report on quality reporting and meaningful use that contains a high-level view of your current quality reporting processes, a gap analysis with respect to meaningful use, and an assessment of your organization's ability to report data required by ARRA. You will also benefit from a project plan for mitigating issues related to quality reporting, an education program for communicating process changes, and an information management program manual that includes the future state processes for ongoing indicator management and reporting.

#### **ARRA Revenue Cycle Optimization**

Our ARRA Revenue Cycle Optimization service is designed to assess your organization's strategic and operational readiness to comply with ARRA requirements for incentive payments. We will help you project the Return on Investment for your EHR implementation using an Incentive Payment Calculator and your latest financial volumes. We will also share with your financial stakeholders the revenue capture and reporting documentation required, and provide revenue documentation modeling to support ARRA incentive payments.

[For more information about any of our service offerings, please contact your Dell representative or visit \[dell.com/services\]\(http://dell.com/services\).](#)