

Meaningful Use - Now or Never

The tips and tools to help you on the path to MU and beyond.

Inside you will find:

CLICK ON TITLES TO NAVIGATE

- MU simplified;
- Getting paid your EHR incentives;
- Choosing the perfect solution for your practice;
- And much more...

MU2

You'll like this MU eBook if you've asked these questions...

- What is MU?
- What's in it for me if I decide to participate?
- Is it too late if I haven't already started?
- How do I get started?

Now is the time to take on MU. We'll show you how you can do it without having a nervous breakdown.

So relax and read on.

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Introduction

Now Seating MU

table stakes (tā•b•l stāks) **noun**

1. *In play*, the amount a player places on the table at the start of a game.
2. *In business*, the minimum entry required for a market or business organization or partnership.

Meaningful Use is not a game of chance, but you do need a seat at the table to be successful in this new Healthcare economy. The rules for success in Healthcare are changing. Healthcare is racing to a value-based, collaborative, accountable care* model. More than a financial incentive, Meaningful Use is a set of tools—an approach—that enables providers to adapt to the changing rules and thrive.

Today, if you want to build a practice or group that provides better care and outcomes, that has a sustainable business model, you need to become a meaningful user of certified EHR technology.

*To learn more about accountable care, read [What you need to know about Health Reform, Accountable Care, and Collaborative Care](#)

Chapter 1.

Now That's A Good Idea- MU Simplified

What is Meaningful Use?

The Health Information Technology for Economic and Clinical Health Act (HITECH) provisions of the American Recovery and Reinvestment Act (ARRA) provides financial incentives to encourage the adoption and meaningful use of certified EHR technology (CEHRT)*.



Enable significant and measurable improvements in population health through a transformed healthcare delivery system.

Federal MU policy priorities:

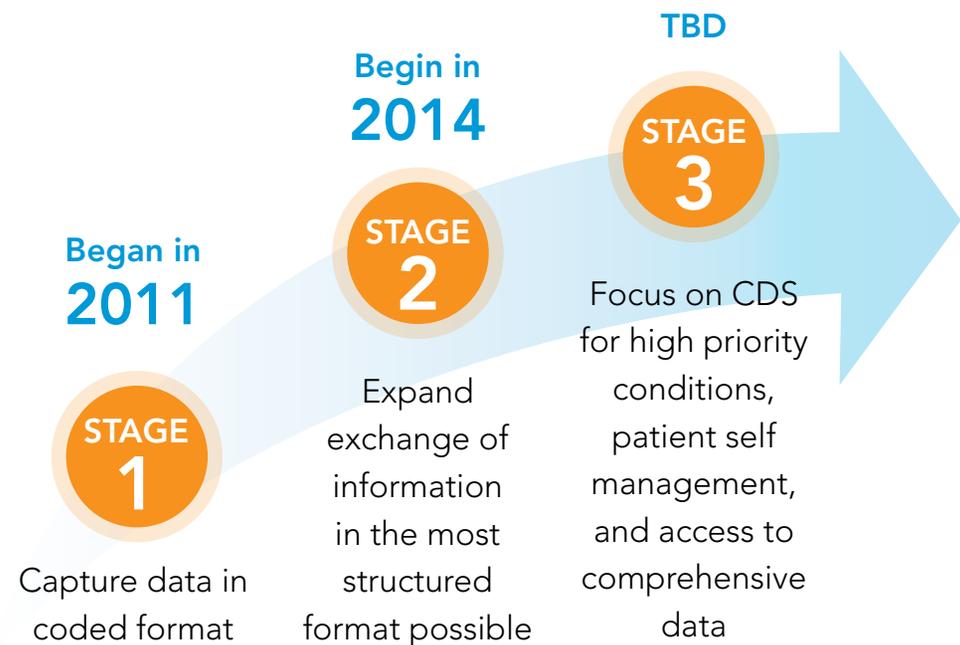
- Improve quality, safety, and efficiency
- Engage patients and their families
- Improve care coordination
- Improve population and public health
- Ensure privacy and security protections

* To qualify, providers must implement certified EHR technology (CEHRT). For a complete list of ONC-certified EHRs [go here](#).

What are the MU Stages?

HITECH envisioned a three-stage process for Meaningful Use. Each stage has a goal and its own final rule—a set of objectives developed by the **Department of Health and Human Services (HHS)** and published in the Federal Register.

MU Stages



Who is this program for?

Medicare Eligible Professionals (EPs)

- Doctor of medicine or osteopathy
- Doctor of dental surgery or dental medicine
- Doctor of podiatry
- Doctor of optometry
- Chiropractor

Medicaid Eligible Professionals (EPs)

- Physicians (primarily doctors of medicine and doctors of osteopathy)
- Nurse practitioner
- Certified nurse/midwife
- Dentist
- Physician Assistant (PA) who furnishes services in a Federally Qualified Health Center or Rural Health Clinic that is led by a physician assistant.

Medicare Eligible Hospitals (EHs)

Medicaid Eligible Hospitals

Critical Access Hospitals (CAHs)

[Learn more about eligibility here](#)

But what's in it for me?

Centers for Medicare and Medicaid Services (CMS) created two separate EHR Incentive Programs. Providers must choose one.

- The Medicare EHR Incentive Program is run by CMS. Under the Medicare incentive program providers can receive up to **\$44,000** over five years... that's big bucks.
- The Medicaid EHR Incentive Program is administered by each state. If you qualify for the Medicaid incentives you can receive up to **\$63,750** over six years... that's bigger bucks.

Check out NextGen Healthcare's comprehensive **[MU FAQ here!](#)**

What if I haven't started yet? Am I too late?

Not yet... but depending on which program you choose, there may be less funding on the table.

- Under the Medicare EHR Incentive Program attested for Medicare MU Stage 1, you've already left \$5,000 "on the table." The longer you wait, the less you earn.
- Under the Medicaid EHR Incentive Program, there's still time to get started and earn the full incentives, as long as you qualify for this program.

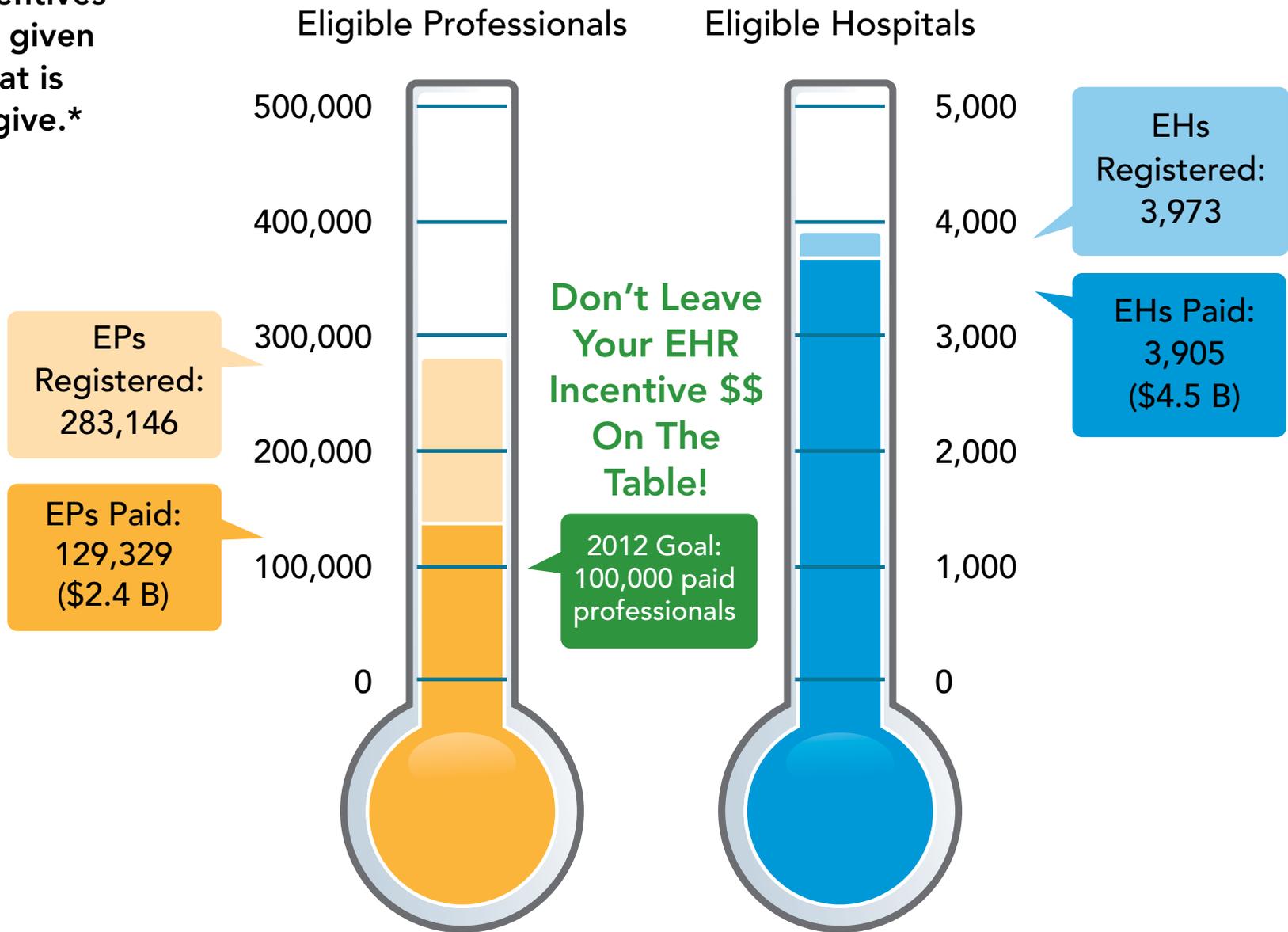
Chapter 2.

Now Paying – MU Today

Is this program for real? Are there real dollars to get?

Make no mistake. The EHR incentives are real. And they're happening right now! In December 2012 alone, CMS issued more than \$1.2 billion in EHR incentive payments to eligible professionals (EPs) and eligible hospitals (EHs). Since the program's inception in 2011, CMS has paid out more than \$11 billion!

**MU Incentives
already given
and what is
left to give.***



* Incentives given as of February 28, 2013

OK... I'm in. How do I start?

First... Make it official!

1 Register online.

No need to wait... you can and should go ahead and register, even if you haven't selected or implemented an EHR. **To register, click here to go to the CMS EHR Incentive Program website.**

2 Implement certified electronic health record technology (CEHRT).

Before you can participate in MU you've got to get an EHR system that's certified by an ONC-Authorized Certification Body (ACB). The current list of ONC-certified EHR systems is **here**.

3 Demonstrate MU.

You'll do this by attesting that you've met a set of objectives for Stage 1 of Meaningful Use. If you just scratched your head, raised your eyebrow, or thought "what does that mean?"... read on.



Chapter 3.

Now... more about choosing an EHR

Choose carefully.

- Picking the right EHR for your specialty and your individual practice is important. Finding the vendor that meets your most important needs is a lot like finding the right builder for your home. You check references, assess capabilities, and verify licenses or certifications before making a commitment.
- Selecting and implementing an EHR is a big commitment. Lofty expectations, broken promises, sub-standard products, lack of training and lack of vendor resources are the main reasons why some EHR vendor relationships just don't work out.
- Making sure your vendor is a good fit, a good partner, and in it for the long haul is a critical success factor. And, by the way... partnership is a two-way street. You'll need to commit time, effort, and resources, as well.



Think big picture. .. MU and beyond

- There are hundreds of ONC-certified EHR vendors out there, but only a handful have successful MU track records. And fewer still are well positioned to take you beyond MU.
 - The top five EHR vendors (including NextGen Healthcare) have over 50% of the meaningful users.
 - The top 10 vendors have over 64%
 - The remaining 34% is made up of over 400 vendors, many of whom have anywhere from one to a couple dozen attested meaningful users, at most.
- Make sure the vendor you select is certified today and has the resources to stay certified tomorrow. The vendor should have a guarantee for that, but guarantees get broken, so use common sense!
 - If a vendor is a small “Mom and Pop” outfit, they may not be in it for the long haul.
 - Verify certifications and check their financials.
 - Ask for proof of a successful MU client track record and make sure they have the knowledge, resources, and commitment to truly help you attest for MU.
- And remember, MU is only an entry point. Make sure they also have the expertise, technology, and services along with a pathway to collaborative, accountable care.



Chapter 4.

Now...more about achieving MU

Once you've successfully implemented your EHR, you'll need to achieve and attest to Meaningful Use.

- To achieve MU, you'll need to successfully meet an entire set of Core objectives and also select from a set Menu objectives.
- Core and Menu objectives are designed to measure your use of CEHRT for things like e-prescribing, clinical decision support, and maintaining lists of problems, medications and medication allergies.

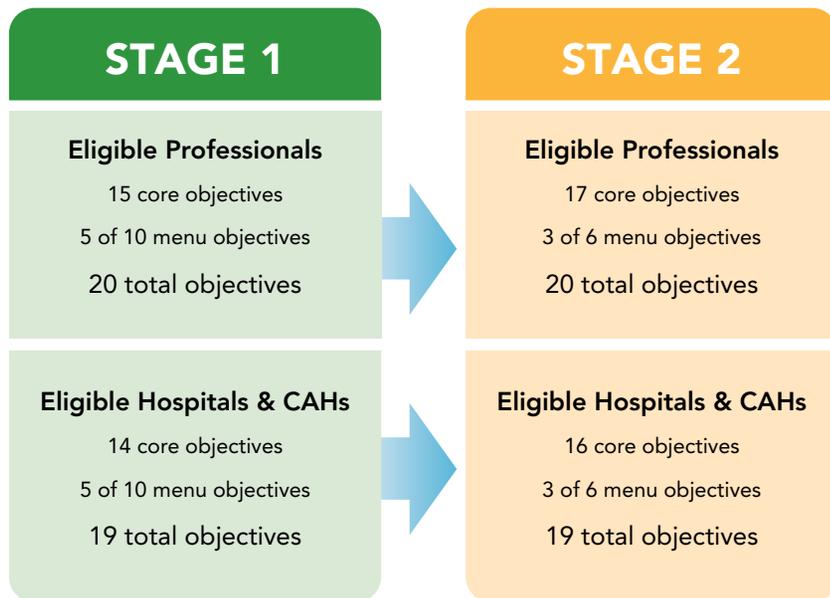


MU₂

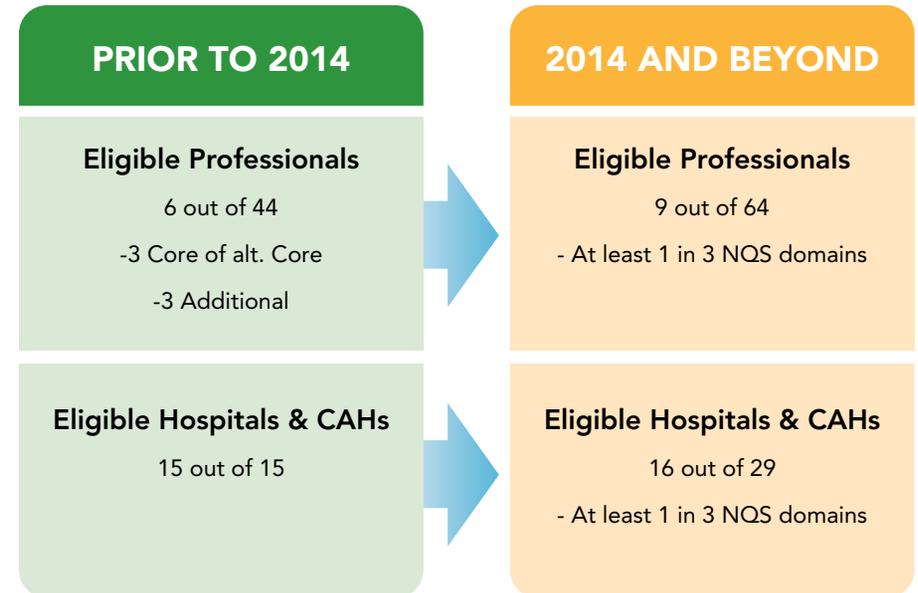
- Most objectives have numerator/denominator measures.
- Some are basic Yes/No responses
- All are reported through the CMS MU Incentive Program attestation website or through your state's Medicaid agency.

- You'll also need to report clinical quality measures (CQMs) to CMS. You will report three Core CQMs and then choose from a list of additional CQMs.

Stage 1 and Stage 2 MU Objectives



Clinical Quality Measures (CQMs) Prior to 2014 and Beyond 2014

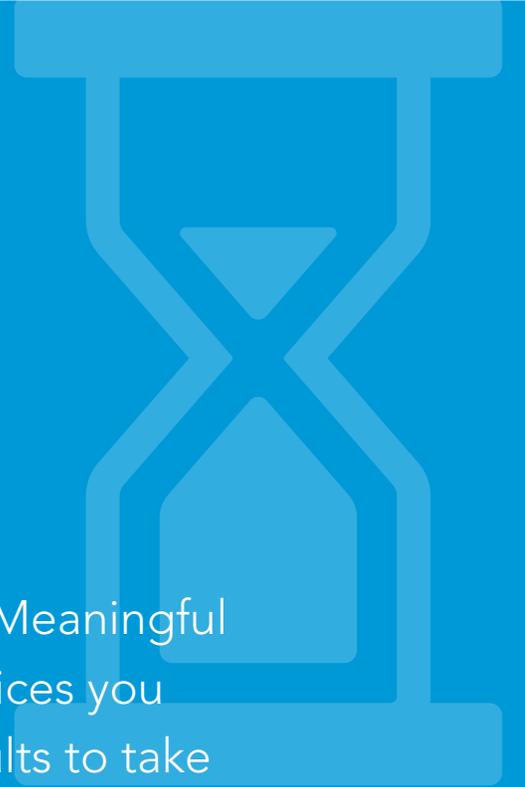


Chapter 5.

Now and in the Future

Your MU Partner...

NextGen Healthcare is well positioned to help you get to Meaningful Use and beyond. We have the certified products and services you need, along with expertise and resources, and proven results to take you from MU concept to MU execution. And we have the long-term vision and commitment to help you build your path to quality, accountable care.



...with trusted, proven results, and expertise.

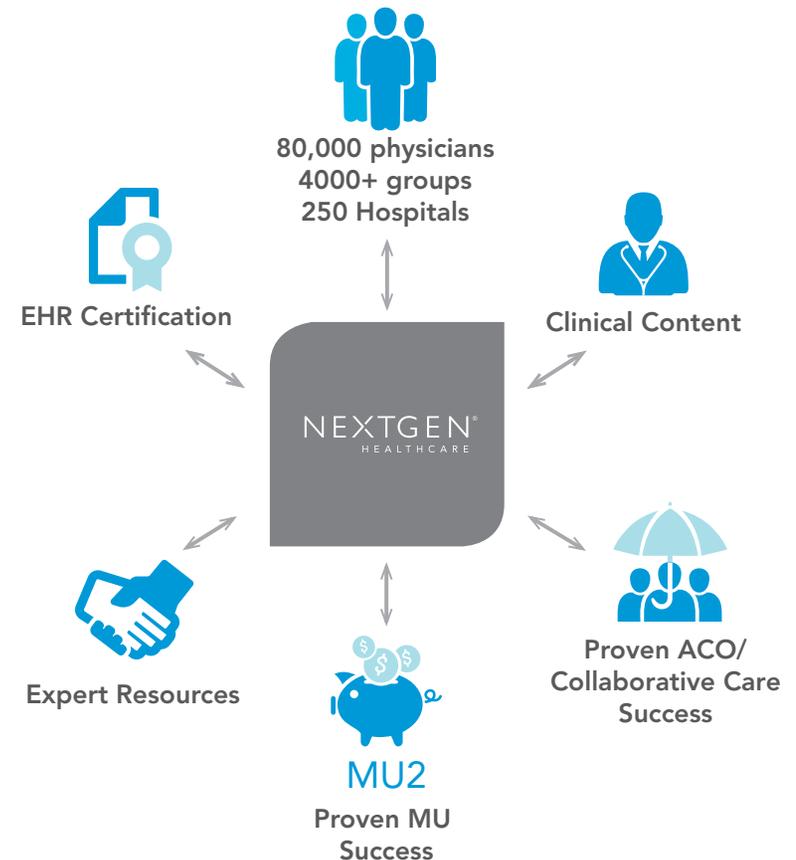
- **Join your colleagues** – Our solutions serve approximately 80,000 physicians and dentists spanning in excess of 4,000 group practices and more than 250 hospitals. Serving 25+ specialties/clinical content.
- **Clinical Content** – strong clinical content developed by providers for providers – including custom templates for 25+ medical specialties
- **Ambulatory, hospital and dental EHR Certification** – ONC-certified today and guaranteed to stay that way.

NextGen® Ambulatory EHR version 5.8 is ONC-HIT 2014 Edition certified as a complete EHR. For full certification details, please visit www.cchit.org.

- **Proven Client MU success** – We consistently rank among the top four vendors in MU attestations with over \$200 million in incentive payments to providers using our certified solutions.
- **Proven path to collaborative and accountable care** – solutions and services to support Patient Centered Medical Home (PCMH) and Accountable Care Organization (ACO) transformation. NextGen Healthcare clients make up over 30% of NCQA-certified PCMHs and 117 ACOs across 26 states.

- **Expert Resources**

- The NextGen Healthcare Meaningful Use Resource Center is staffed by physician and professional consultants and other MU experts with answers to NextGen Healthcare clients' MU questions.
- Frequently updated, and packed with the latest MU information, downloads, tools, and links to a wide range of MU education, training, and consulting options.



Chapter 6.

Now You're Talking!

MU Success Stories...

You're probably feeling a little overwhelmed. Don't worry...you aren't alone. Every provider who has achieved and attested for Meaningful Use has been where you are right now.

But there's hope! Read on to see how providers just like you have successfully achieved Meaningful Use.



...and client success stories...

Achieving Meaningful Use and beyond

"At the core of all healthcare regulations is Meaningful Use. You must be a meaningful user for PCMH and Accountable Care. NextGen has us on track to achieve all government regulations with the new 8 Series EHR."

Tina Buop, Chief Technical Officer

La Clínica de la Raza



Achieving Meaningful Use and Getting Paid

"It's a real team effort with a greater purpose, though the incentive is nice, too. I gave my staff a bonus for all the hard work and I bought myself a new EKG!"

Dr. Steven Davis

HealthCare Partners

... and more MU Success!

See how these practices did it...

- [New Jersey Health System Puts Docs On Path To Meaningful Use](#)
- [Center for Family Medicine Earns Maximum MU Incentive](#)



MU Toolbox

Every practice needs the tools and tips to help guide them on the path to Meaningful Use.

Essential links and information to help you on the path to MU.

[MU Stage 1 objectives](#)

[MU Stage 2 objectives](#)

[NextGen Healthcare Reform FAQ](#)

[CMS Educational Resources for EHR](#)

[Incentive Programs and MU](#)

[CMS Guide to Meaningful Use](#)

[Small Practices and Meaningful Use](#)

[Tips for Eligible Hospitals](#)

10 Tips for Meaningful Use

1 Register today!

- You can do this anytime
- Register early, don't wait
- Get this administrative task out of the way
- You don't need to have an EHR to register
- Don't need certification number to register
- Go **here**: <https://ehrincentives.cms.gov/hitech/login.action>

2 Select the right certified product for your medical specialty and manner of practice

- There are more than 700 certified EHRs and modules!
- Over 50 percent of attestation made using top five vendors
- Consider workflow and clinical content
- Choose the right vendor for your specialty and practice
- Do they solve other problems for you other than MU?
- Select a vendor and a system you believe in
- Ensure vendor is stable, established, proven

3 Build a Meaningful Use SWAT Team

- Build a diverse, dedicated MU team
- Get buy-in early
- Administrators, clinicians, and IT staff
- All levels of staff within the office
- IT expertise/consultant

4 Know MU!

- Take advantage of learning opportunities
- Partner with your vendor; do they provide learning opportunities?
- Visit Medicare and Medicaid Incentive Program websites
- Attend local, regional, national, or virtual training

5 Build an MU Action Plan

- Create a plan that's understood and supported by providers, executives, administrators, and staff
- Create and maintain a formal training schedule
- Include practice time prior to go-live
- Select a go-live period where patient volumes are less

6 Have an “MU ramp up period”

- Implement and use your EHR for several weeks (prior to 90-day reporting)
- Focus on proper use of your EHR (not MU) but you’ll find you’re doing both just by using your EHR!

7 Choose your Clinical Quality Measures (CQMs) Wisely

- Pick the CQMs most relevant and helpful to your practice
- MU Stage 2 requires nine out of 64 measures
- Three of six domains based on NQS six priorities:
 - 1) Patient and Family Engagement; 2) Patient Safety;
 - 3) Care Coordination; 4) Population and Public Health;
 - 5) Efficient Use of Healthcare Resources;
 - 6) Clinical Process/Effectiveness

8 Implement a Patient Portal

- Stage 1 helpful; Stage 2 required
- Integration with EHR helpful
- Get started early with a Patient Portal (sooner rather than later)
- Get your patients enrolled now
- Advantage for patient and operational efficiencies
- Must be certified

9 Deploy interfaces early

- Lab results must be entered as structured data, a core requirement in Stage 2
- Immunization reporting a core requirement in Stage 2
- Make sure your state is up and running
- HIE – starting with Stage 2, bar is set higher

10 Perform GAP Analysis, THEN ATTEST!

- Identify missing thresholds and corrective steps
- Perform attestation once you hit thresholds
- Document your results, protect against audit

Bonus Tip!

Think Big Picture

- Embrace the journey
- Health reform is driving automation and change
- P4P replacing F4S
- Keep things in perspective; keep things positive
- Prepare for change...and change

NEXTGEN[®]

HEALTHCARE

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Or visit **nextgen.com**