

# The Benefits of eRx in Building a Connected Healthcare Community

June 28, 2005

## *Get Connected Knowledge Forum*

Moderator:

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Founder, CEO and Managing Partner



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eHealth Management & Marketing Consultants

# Agenda

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- ePrescribing Overview
- Panel Introductions
- Panel Discussion
- Audience Questions



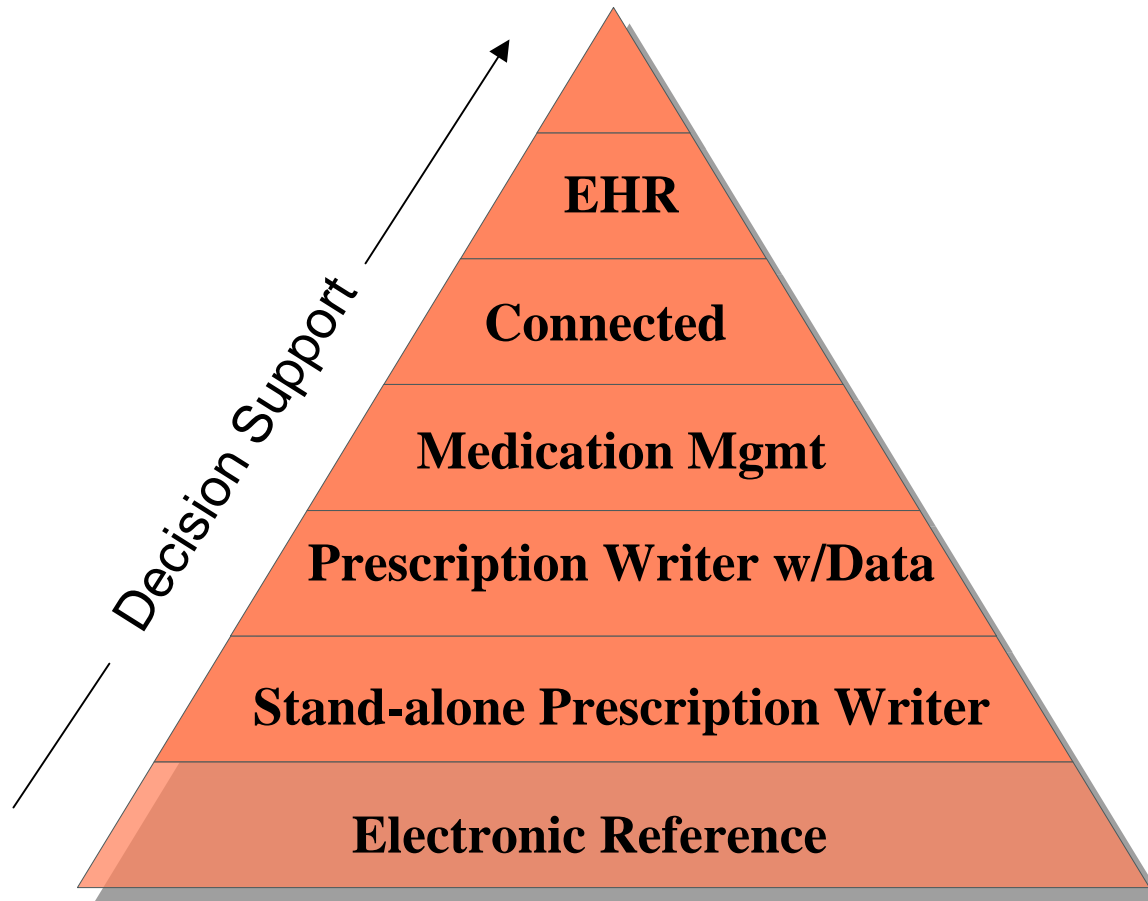
# ePrescribing Overview



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# What is ePrescribing?

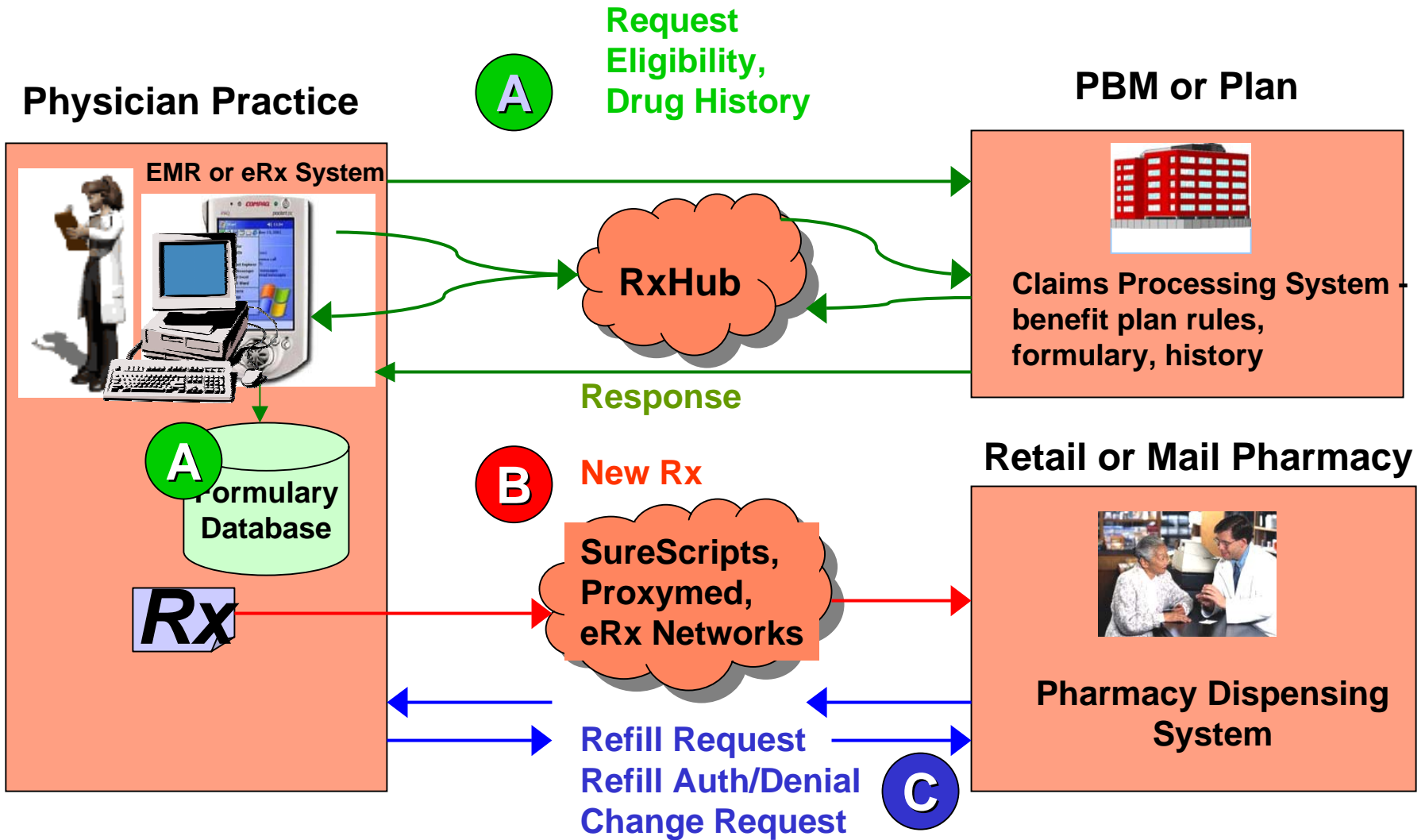
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Source: eHealth Initiative



# Data Flow of Interoperable ePrescribing



# ePrescribing by the numbers...

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**5-18%** MDs prescribing electronically

(eHealth Initiative, 2004)

**85%** pharmacies enabled for ePrescribing

(SureScripts, ProxyMed, eRx Networks)

**5%** US hospitals using CPOE for Rx orders

(KLAS, 2005)

**14-39%** Outpatient EMR use

(California Healthcare Foundation, David Brailer, MD, 2004)

**150 million** Lives for whom formulary & benefits are available through RxHub

**\$29 billion** potential annual ePrescribing savings

(Center for Information Technology Leadership, 2004)



# “The Stars Are Aligning...”

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- ▶ Pres. Bush mentioned HIT and EHR in '05 and '04 state of the union addresses
  - ▶ Established Office of National Coordinator of Health Information Technology in 2004
- ▶ States are removing roadblocks to ePrescribing
  - ▶ 41 states are “good to go” for ePrescribing ([www.surescripts.com](http://www.surescripts.com))
- ▶ Grants from the US Department of Health and Human Services and Agency for Healthcare Research and Quality
  - ▶ 2004 awards \$139 million for grants, HIT demonstration projects
- ▶ Pols want to be seen as “doing something” about med errors
  - ▶ Clinton-Frist, Murphy-Kennedy, Stabenow-Snowe, Dodd bills
- ▶ Medicare Prescription Drug Improvement and Modernization Act of 2003 (MMA)



# Impact of Medicare Part D

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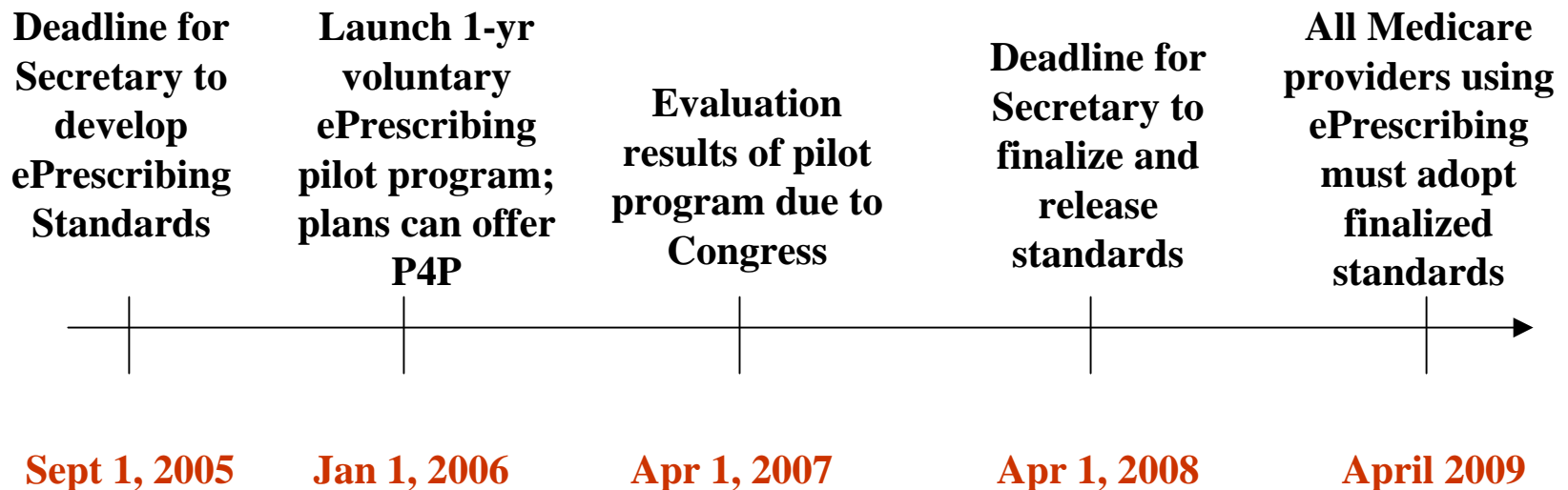
- ▶ MMA establishes a real-time ePrescribing program to be used by prescribers, plans, pharmacies and pharmacists who serve Medicare patients
  - ▶ No mandate, but if used, standards must be followed
  - ▶ Standards via National Committee on Vital and Health Stats
- ▶ NCVHS tasked with identifying foundation standards required for January 2006 implementations.
- ▶ Directs HHS to conduct a voluntary eRx pilot project in 2006, for areas where industry experience is insufficient
- ▶ Other components:
  - ▶ Discretionary grants to be made available to prescribers
  - ▶ Plans, hospitals, groups may purchase hardware for MDs
  - ▶ Plans may pay additional fees for reduced medication errors, improved formulary compliance & fewer adverse drug events



# Medicare Part D Standards Timeline

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- ▶ Candidates for foundation standard designation:
  - ▶ NCPDP SCRIPT New Rx, Refill Request/Response
  - ▶ X12N 270/271 Eligibility Request/Response
  - ▶ Drug History (RxHub SCRIPT-like format in process for NCPDP approval)
  - ▶ Formulary and Benefits (in process for NCPDP approval)



# Panel Introductions



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# Panelists

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**Kevin Hutchinson**

Chief Executive Officer, Surescripts  
Alexandria, VA

**Peter Kaufman, MD**

Chief Medical Officer, DrFirst  
Rockville, MD

**Harley Ramelson, MD**

Project Manager, Healthvision  
Waltham, MA

**Rochelle (Chelle) Woolley**

SVP & Chief Communications Officer, RxHub, LLC  
St. Paul, MN



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