

Payor Value Proposition








Why is the health information exchange (HIE) important for payors?

Healthcare facilities play a critical role in the care of patients in their communities but face increasing pressure from rising technology costs, new government regulations, and compensation models. Payors support healthcare facilities in their efforts to deliver affordable quality care through reimbursement, case management, and analysis. As healthcare facilities become more efficient by participating in HIE, payors and their members will benefit from reduced readmissions and adverse events, improved diagnoses coding, decreased duplicate testing and redundant services, and enhanced coordination of care.









How can my organization benefit from using the HIE?

Organizations across the country have published studies demonstrating the value of health information exchange. Below are examples of how the HIE will impact your payor organization and create return on investment.





Improve Care Coordination

-  Comprehensive patient record in a one secure location
-  Improve care coordination
-  Enhance emergency response
-  Support for natural disasters/emergencies
-  Integration with PDMP and medication reconciliation tool
-  Close care gaps
-  Improve public health and population health

Avoid Costs and Losses

-  Avoid unnecessary 30-day readmissions
-  Avoid costly patient safety errors
-  Avoid unnecessary and costly procedure duplication
-  Reduce cost of distributing clinical reports to physicians
-  Eliminate faxes, courier costs, and mail
-  Consolidate data interfaces
-  Support business continuity / disaster preparedness
-  Enable Community Health Needs Assessments

New Revenue Opportunities

-  Secure provider network and minimize leakage
-  Quality tracking and reporting for value-based payment models
-  New funding opportunities
-  Better for provider-at-risk payment models – HIEs are more efficient; national study (Medicare over 6 years) showed \$139 lower per beneficiary per year in regions with mature HIOs vs not

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What data is available?

- Demographics
- Encounters
- Medications
- Allergies
- Diagnoses
- Procedures
- Immunizations
- Lab results
- Radiology reports
- Clinical notes
- Continuity of Care Documents (CCDs)

How does this positively impact Montanans and Montana Payors?

The BSCC HIE provides access to comprehensive, real-time health information on your patients in the communities you serve. Timely sharing of vital patient information will promote more informed decision making at the point of care. Informed decision making supports the effective delivery of care which can help avoid readmissions and adverse events, coordinate care planning, improve diagnoses, decrease duplicate testing, and avoid redundant services. The BSCC HIE eliminates healthcare information gaps to improve Montanans' health.

How do I know my members' information will be secure with the HIE?

The HIE is a modern solution for modern healthcare. It allows authorized healthcare providers involved in a patient's care to appropriately access and securely share a patient's vital medical information electronically. BSCC is HITRUST certified which maintains the integrity of the patient information exchanged while ensuring it is protected and HIPAA compliant. The data will be secure, confidential, encrypted, and access to patient information will be tracked and audited.

For more information, visit mtbscc.org, call us at (406) 422-1078, or email information@mtbscc.org.



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