

# Broward Health

## EHR Options and Total Cost Analysis

### *Project Update*

July 20, 2022



# AGENDA

- Project Overview & Update
- Options Review:
  1. Oracle Cerner Clinical Steady State + RevElate Revenue Cycle System Replacement
  2. Oracle Cerner Clinical Uplift & Enhance + RevElate Revenue Cycle System Replacement
  3. Epic Direct
  4. Epic Symphony with Memorial
- Next Steps



# Project Overview

*Update July 20, 2022*

# DRIVING FACTORS FOR CHANGE OF EHR PLATFORM

- **Cerner** is not contracting **Invision** Revenue Cycle beyond 2025
- **Modernize EHR** for improved care for patients and families across the full continuum of care
  - *Eliminate* disparate ambulatory EHRs
  - *Improve* Patient Experience
  - *Reduce* Readmissions
  - *Improve* Revenue Cycle
- **Increase Interoperability** and Coordination of Care
- **Integrate population health capabilities** to better manage health of Broward County



# PROJECT OVERVIEW

## SCENARIOS CONSIDERED

**Total Cost of Ownership\* (TCO)** - High-level cost projections on the following 4 options:

- 1. Oracle Cerner Clinicals Steady State + Implement new Cerner RevElate Revenue Cycle System**
  - 15-month implementation
- 2. Oracle Cerner Clinicals Uplift & Enhance + Implement new Cerner RevElate Revenue Cycle System**
  - 18-month implementation
- 3. Epic Direct**
  - 18-month implementation
- 4. Epic Symphony with Memorial Healthcare**
  - 15-month implementation

*\* Developed in partnership with Broward and Memorial representatives with assistance from Cerner, Epic, and Memorial Epic Community Connect staff*

# HIGH LEVEL OPTION COMPARISON



	Cerner Clinical Steady State + RevElate	Cerner Clinical Uplift + RevElate	Epic Direct	Epic Symphony with Memorial
○ Time Frame	15 months	18+ months	18 Months	15-18 months
○ One-Time Costs	\$23.5M	\$101.6M	\$196.9M	174.9M
○ 10 Year Total IT Costs	\$421.0M	\$408.4M	\$546.4M	\$454.8M
○ Disruption - Revenue Cycle Users	High	High	High	High
○ Disruption - Clinical Users	Low	Medium	High	High
○ Adoption Requirements	30%	80%	90%	95%
Major Risks	RevElate new/unproven platform	RevElate new/unproven platform Larger IT staffing	Clinical Adoption Larger IT staffing Invision June 2025 Deadline	Clinical Adoption Cooperation between BH & MHS

Sources: <sup>1</sup> Epic Website: <https://www.epic.com/about> | <sup>2</sup> "Best in KLAS Software & Services," KLAS 2020 | "Cerner Revenue Cycle Management - Report 4 of 4," KLAS 2020 | <sup>4</sup> "US Hospital EMR Market Share 2020," KLAS 2020



# HIGH LEVEL OPTION COMPARISON

## ORGANIZATIONAL IMPACT AND DEPENDENCE

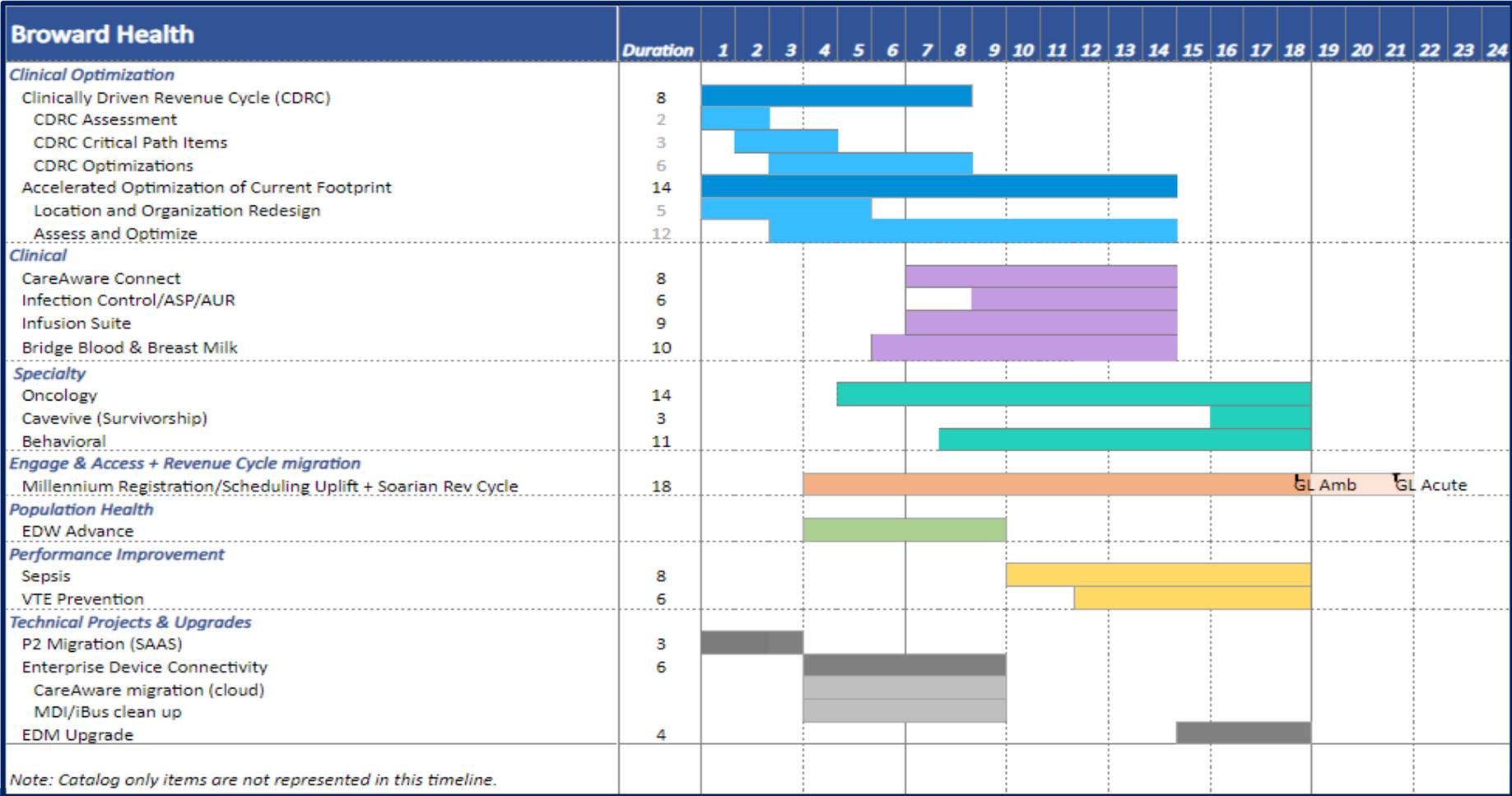
	 <b>Vendor/Host Provided Functionality</b>	 <b>Boward Builds &amp; Supports</b>
	Cerner Clinical Steady State + RevElate Cerner Standard Functionality	Broward Builds & Supports
	Cerner Clinical Uplift + RevElate Cerner Out-of-the-Box System	Broward
	Epic Direct Epic Foundation System	Broward
	Epic Symphony* Memorial Epic Connect Foundation System	BHS

Note: Epic Symphony will necessitate a shared Governance Model between Broward and Memorial, plus Memorial will enhance their System in conjunction with Broward

Sources: <sup>1</sup> Epic Website: <https://www.epic.com/about> | <sup>2</sup> "Best in KLAS Software & Services," KLAS 2020 | "Cerner Revenue Cycle Management - Report 4 of 4," KLAS 2020 | <sup>4</sup> "US Hospital EMR Market Share 2020," KLAS 2020

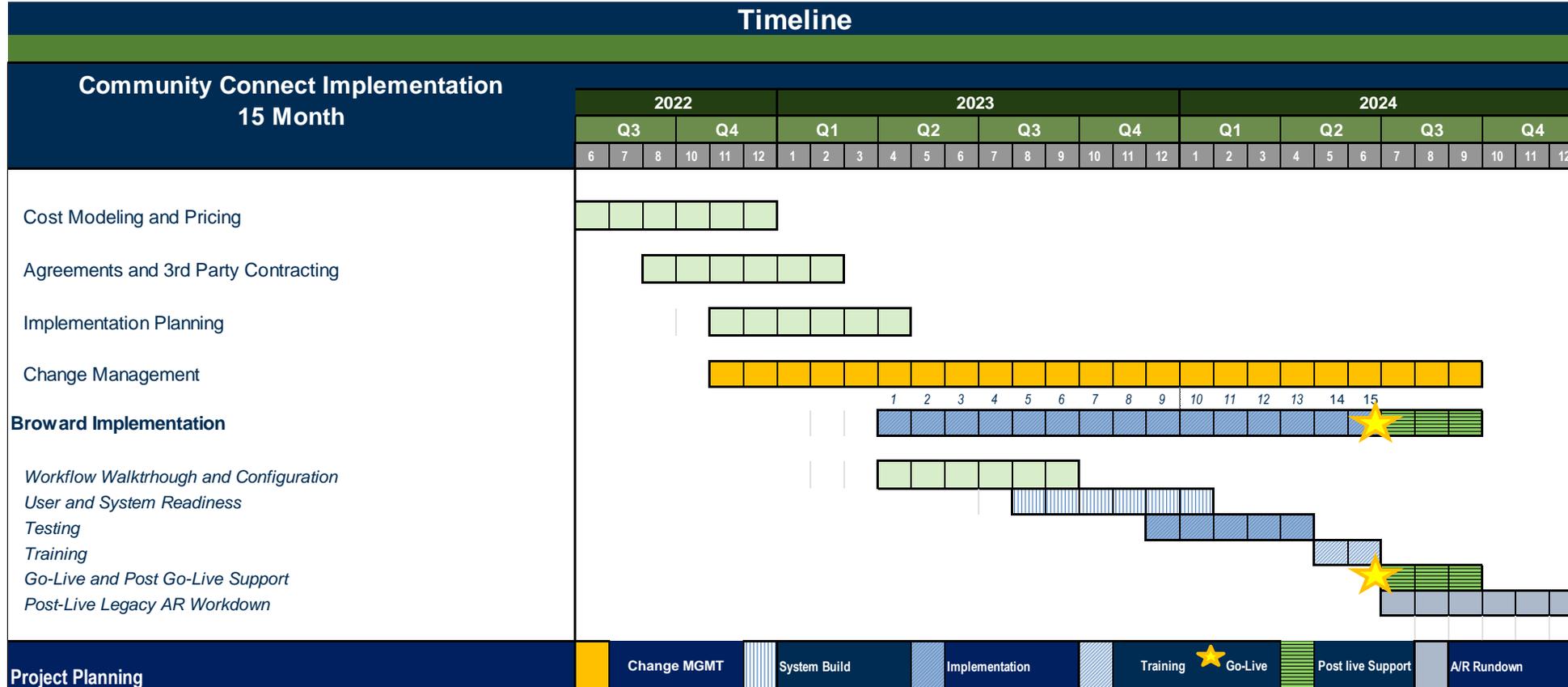
# CERNER CLINICAL UPLIFT / EXPAND + REVELATE REVENUE CYCLE SYSTEM REPLACEMENT

*HIGH-LEVEL TIMELINE – 18 MONTHS (BEGINNING JANUARY 2023)*



# EPIC SYMPHONY BETWEEN BROWARD & MEMORIAL

## IMPLEMENTATION TIMELINE - 15 MONTHS (BEGINNING JANUARY 2023)

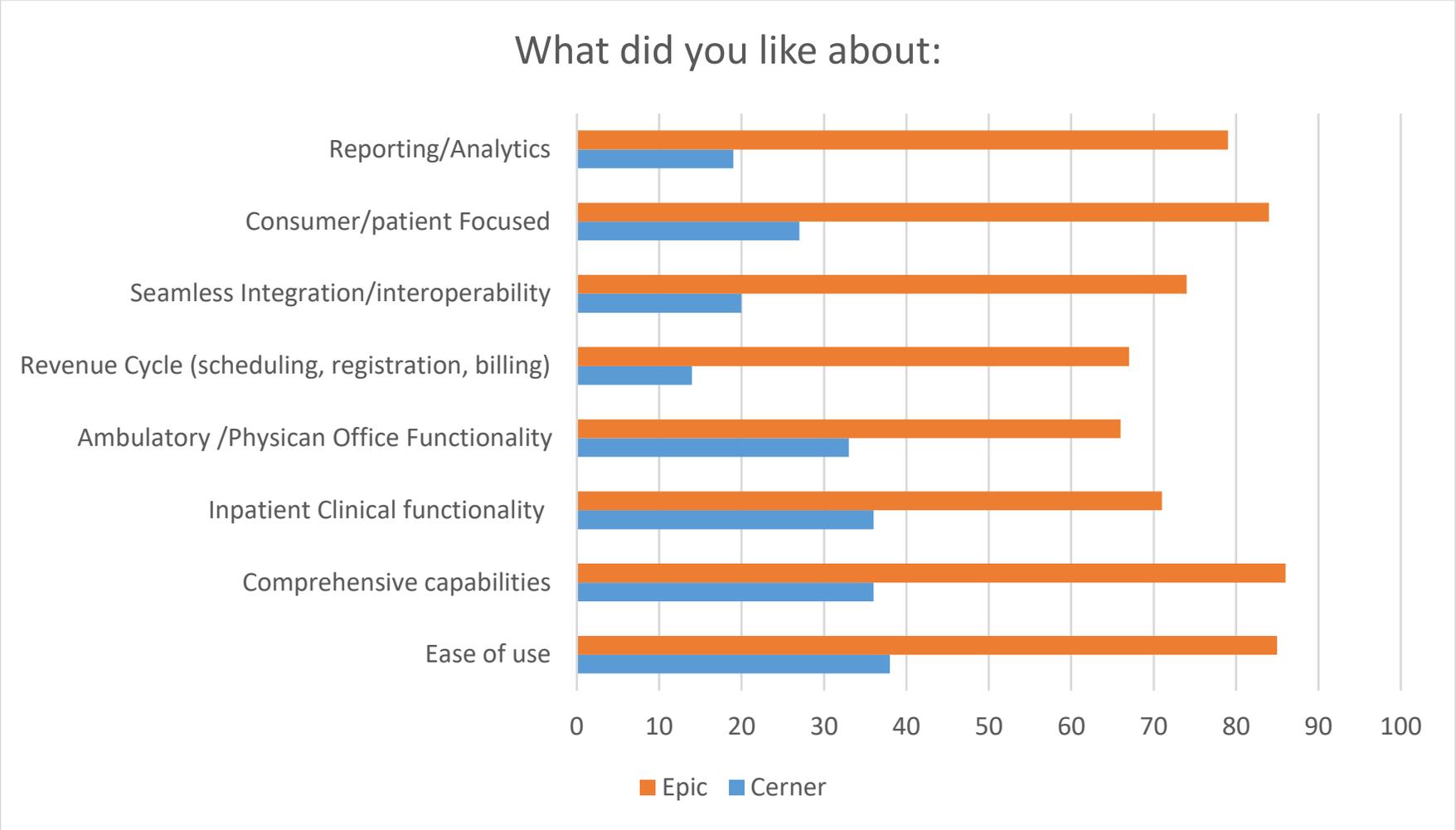


### Assumptions:

- Business Model, guiding principles, governance finalized
  - Infrastructure and hardware meet minimum requirements
  - Third-party contracts signed and executed
  - Staff hired and trained
- During Planning Phase

# BROWARD SURVEY RESULTS

## WHAT DID YOU LIKE ABOUT EACH VENDOR PRODUCT PRESENTATION?



# BROWARD SURVEY RESULTS

## *FREQUENT COMMENTS ABOUT EACH VENDOR'S PRODUCT OVERVIEW*

### **Cerner Comments:**

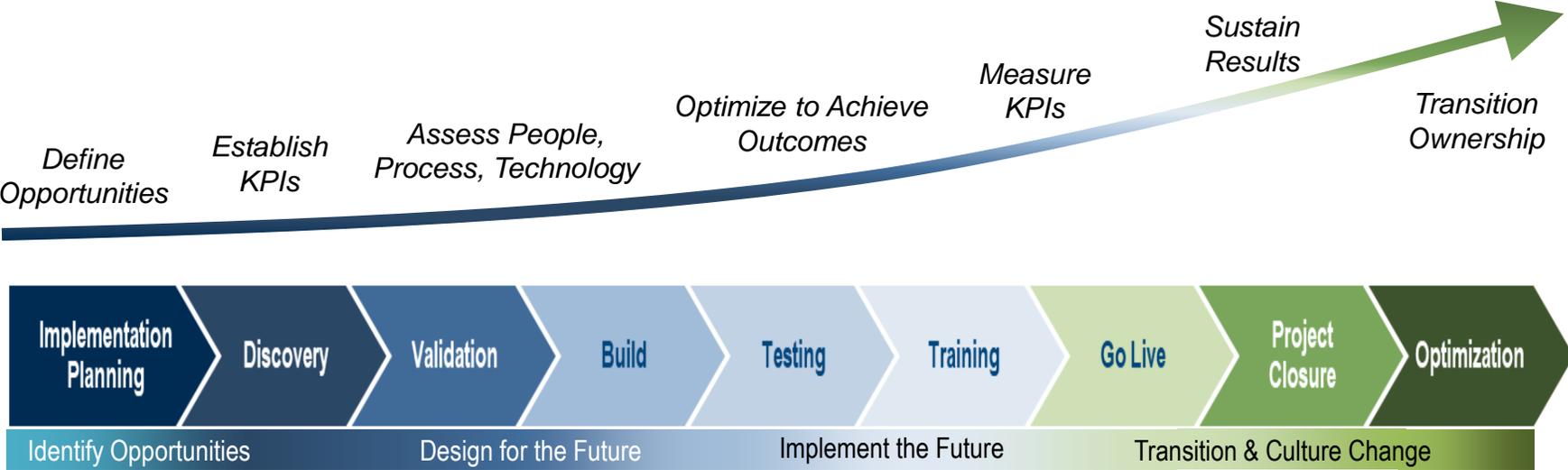
- ✓ Familiar
- ✓ Less time for training
- ✓ Comprehensive clinical functionality
- ✓ New ambulatory functionality
- ✓ Can add onto existing system
- ✓ Like some of the future capabilities
- ❖ Focused too much on future development
- ❖ Products work in silos
- ❖ Difficult to run reports

### **Epic Comments:**

- ✓ Easy to use, very user friendly
- ✓ Comprehensive functionality for inpatient and ambulatory clinicals
- ✓ Comprehensive Revenue Cycle (Scheduling, Registration, Billing)
- ✓ Likes reporting/dashboards/analytics
- ❖ Requires more time for training
- ❖ Was not able to see much of Inpatient demo

# THIS INVESTMENT SHOULD NOT BE VIEWED AS AN IT PROJECT OPPORTUNITY AND NEED FOR VALUE CREATION

## CLINICAL and REVENUE CYCLE TRANSFORMATION

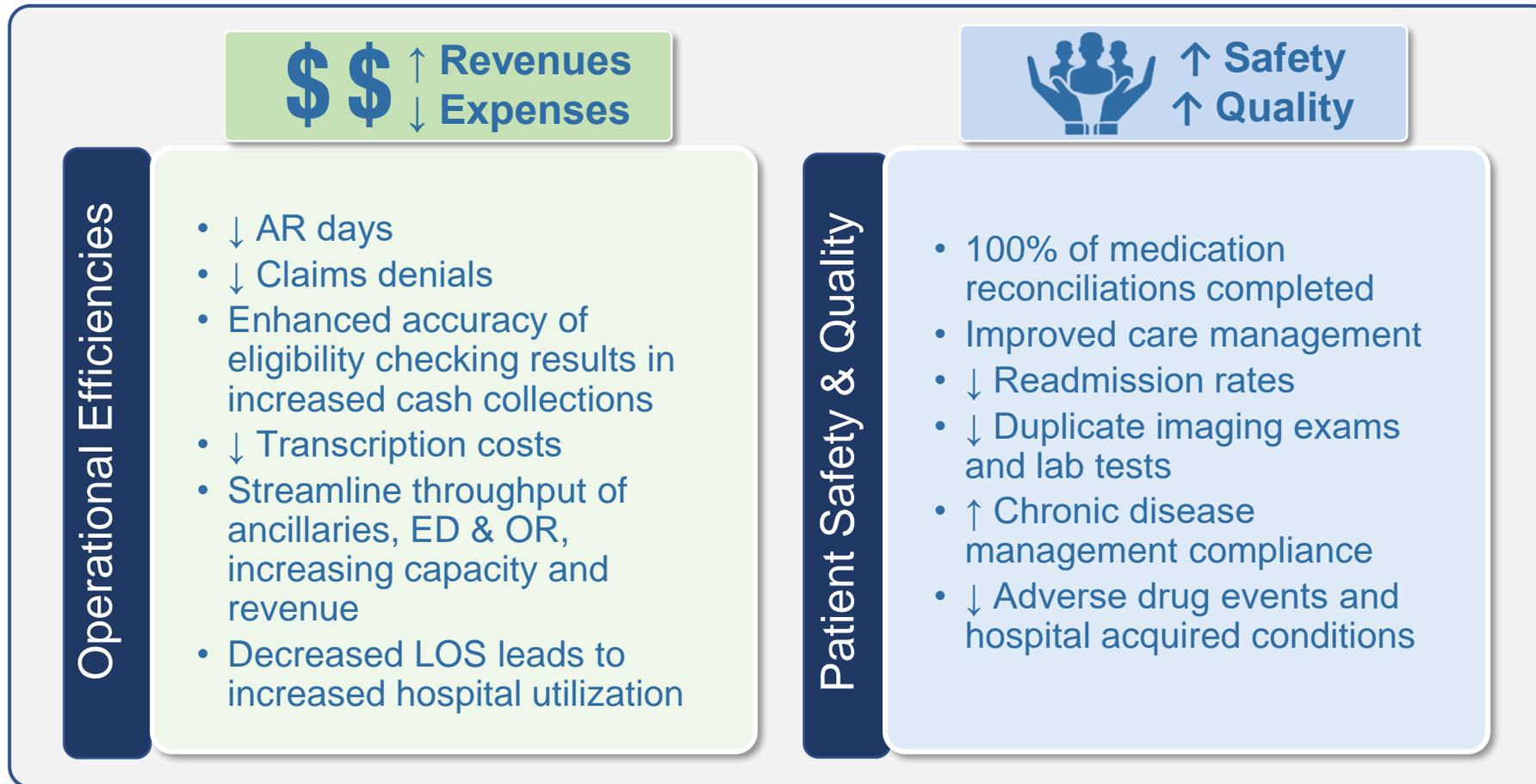


## ORGANIZATIONAL TRANSFORMATION



# BENEFITS IDENTIFICATION & REALIZATION MODEL

## OPPORTUNITY FOR IMPROVING “TECHNOLOGY ENABLED” OUTCOMES



# *Finalize Preferred Option and Next Steps*

# NEXT STEPS

- *Identify* preferred Option, Approach, and Kickoff / Timeline
- *Estimate* and commit to Benefit ranges
  - Clinical improvements
  - Better care coordination
  - Operational improvements
  - Patient engagement with more self-service tools
  - Combined staffing
- *Establish* Project and On-going Support Governance
- *Determine and commit* to the level of sponsorship, change management, business transformation, and benefits realization required:
  - To achieve projected benefits for Broward Health's providers, users, and Broward County patients and residents
- Others?

# Thank You



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