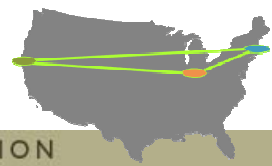


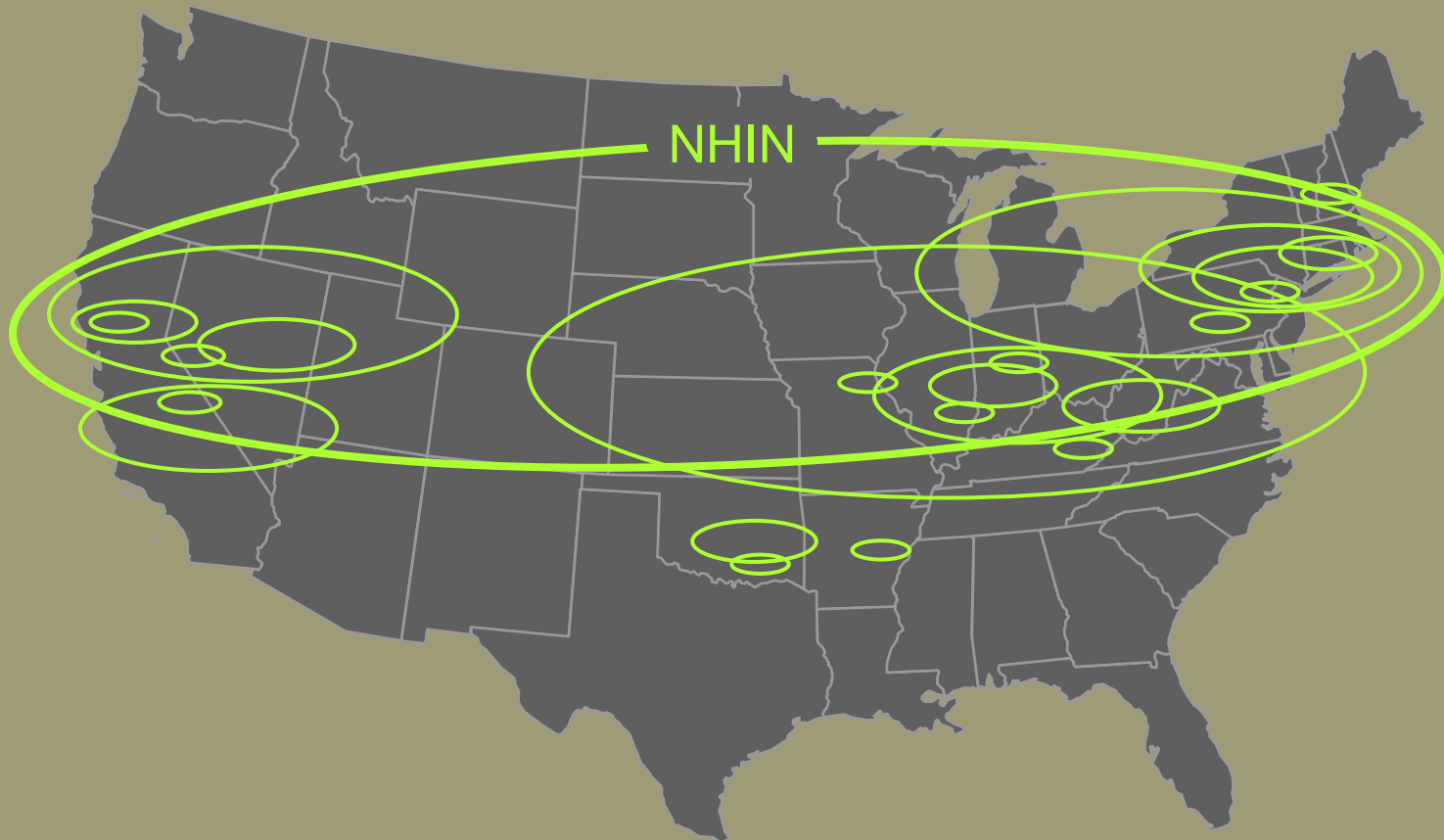
# CSC and the Connecting for Health Team

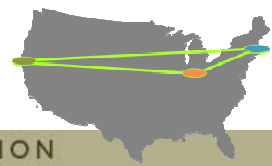
NATIONWIDE HEALTH INFORMATION NETWORK  
Cost & Revenue Model





## The CSC Connecting for Health Nationwide Health Information Network (NHIN)





## E-mail

Organization

E-mail clients

E-mail server

User directory

Internet connectivity

SMTP

???

## NHIN

SNO

HIT applications

Inter-SNO bridge

Record Locator Service

Internet connectivity

Standards

Policies

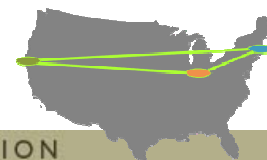


EXPERIENCE. RESULTS.

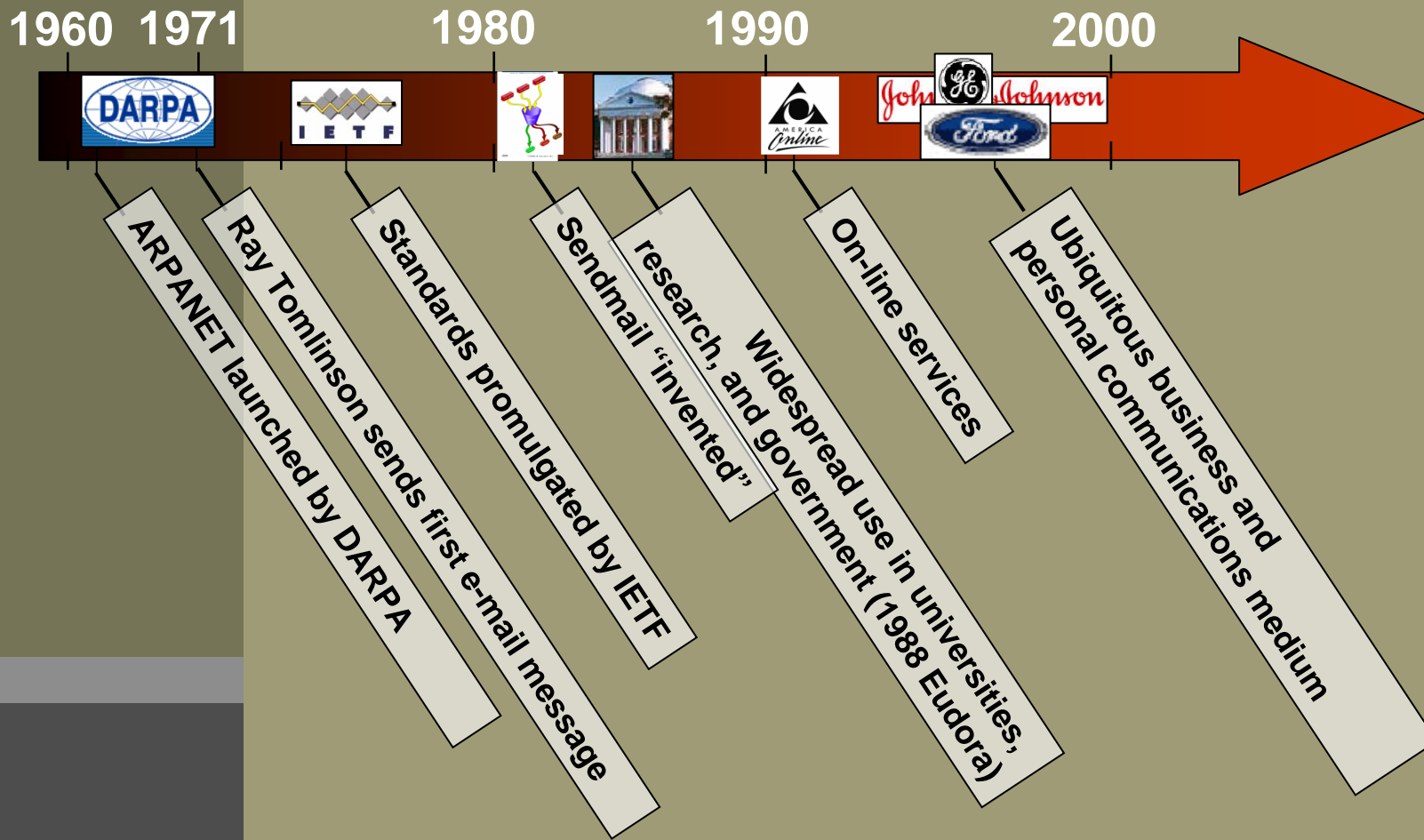
# CONNECTING FOR HEALTH<sup>SM</sup>

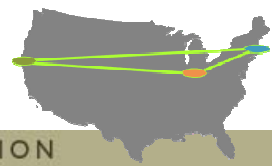
MARKLE FOUNDATION

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## NATIONWIDE HEALTH INFORMATION NETWORK PROTOTYPE PRESENTATION





## What is the value created by e-mail?

- It increases efficiency within organizations
- It enables (increasingly) new business models (e.g. shared scheduling through e-mail, workflows, etc)
- It increases internet bandwidth demands leading to demand for fiber, network switches and other hardware
- It enables innovation by software vendors who create e-mail clients and servers



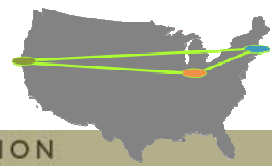


EXPERIENCE. RESULTS.

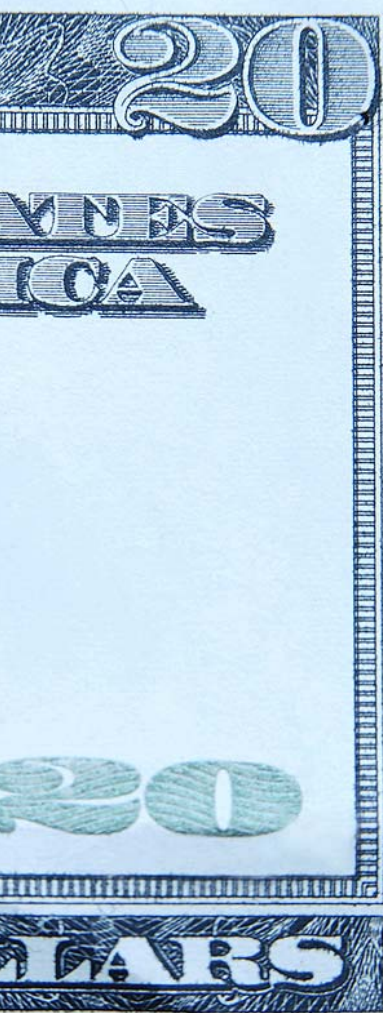
**CONNECTING FOR HEALTH**<sup>SM</sup>

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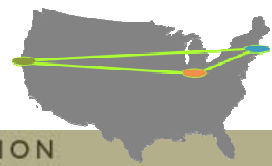
NATIONWIDE HEALTH INFORMATION NETWORK PROTOTYPE PRESENTATION



**Transactional Value** – Consists of functionality-specific cost savings and revenue gains that accrue to the parties engaging in a health data transaction.

**Clinical Value** – Created by medical personnel changing care as a direct result of HIE implementation, and thus achieving better outcomes (whether measured in terms of improved quality, better patient safety, or some other measure).

**Business Value** – The total effect of increased demand for SNO services leading to either higher volumes or higher prices for the users and suppliers of data as a result of HIE capabilities.



# Services

## Potential services built on a NHIN

- Clinical Data Summary Provision
- Clinical Messaging
- Results Management and Delivery
- Order Entry/Management
- e-Prescribing
- Decision Support
- Patient Support
- Administrative Processing
- Reporting and Population Health
- Electronic Communication and Connectivity
- Security Services
- Participant registry and directory services
- Audit and Consent Management
- Data Storage
- Data Mapping or De-Identification
- Data Analysis

**Results Review  
Doctor "Pulls"**

comprehensive patient  
clinical data  
No business model yet

**Clinical Quality Services**

"Push" results to providers  
and payors  
Fee from payors per patient

**Clinical Messaging**

- "Push" results to the ordering and copy to providers
- Fee from source per message delivered, sliding schedule based on volume

**Electronic Laboratory Reporting**

"Push" reportable laboratory  
results to public health  
No business model yet

**Other**

**Syndromic Surveillance**

"Push" encounter data to  
public health  
Annual fee based on number  
of participating hospitals

**Clinical Abstract**

"Push" summary of patient's  
clinical data to doctor  
No business model yet

**Medication Reconciliation**

- "Push" medication history to hospital or practice
- Fee from hospital per medication history delivered

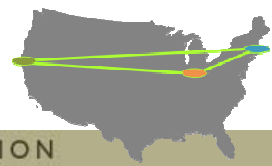
**Clinical Research**

Fee to researcher based on  
retrieval

**Grants / Contract**

- Foundation
- Fee





## The CSC Connecting for Health Nationwide Health Information Network (NHIN)

