



Hospital



Public Health



Home

Smart Health

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Physician's Office



Employers & Plans



Pharmacy & Lab



Emergency



The Opportunity

- Improved quality of care through HIE
- Enhanced patient safety
- The Big Idea
 - Empower consumers/providers through cost/quality transparency
 - Public health
 - An entrepreneurial ecosystem to transform health care

Why not in Silicon Valley?



Smart Health

Using information technology to collaboratively define new models of healthcare delivery that improve the quality and reduce the cost of care

Co-Chairs: Richard Levy, Varian Medical and Eric Benhamou, Palm

Providers

Stanford Hospital
PAMF
El Camino Hospital
Valley Medical Center
Kaiser
Veterans Administration
SCCIPA
Daughters of Charity
Sutter
San Jose Medical Group
Packard Children's

Employers

Cisco Systems
Oracle
IBM
Intel
Palm
Agilent
Sun Microsystems
Varian Medical Systems
AT&T
Con-Way

Payers

Aetna
Blue Shield
Wellpoint
Kaiser



Smart Health Projects

- Administrative
 - Regional claims transmission network
 - Health Transaction Services
- Clinical
 - El Camino – Camino Medical information exchange
 - Packard – El Camino – Stanford image exchange
 - O'Connor HIE
- Employer-based projects
 - Regional PHR
 - Employer-driven P4P
- Data Warehousing
 - CMS Project



What Worked / What Didn't

Worked

- A collaborative process among competitors
- Significant grants for HIE adoption
- Connected innovators throughout Silicon Valley

Didn't

- No viable business model developed
- No ongoing basis for collaboration



Why Didn't We Succeed?

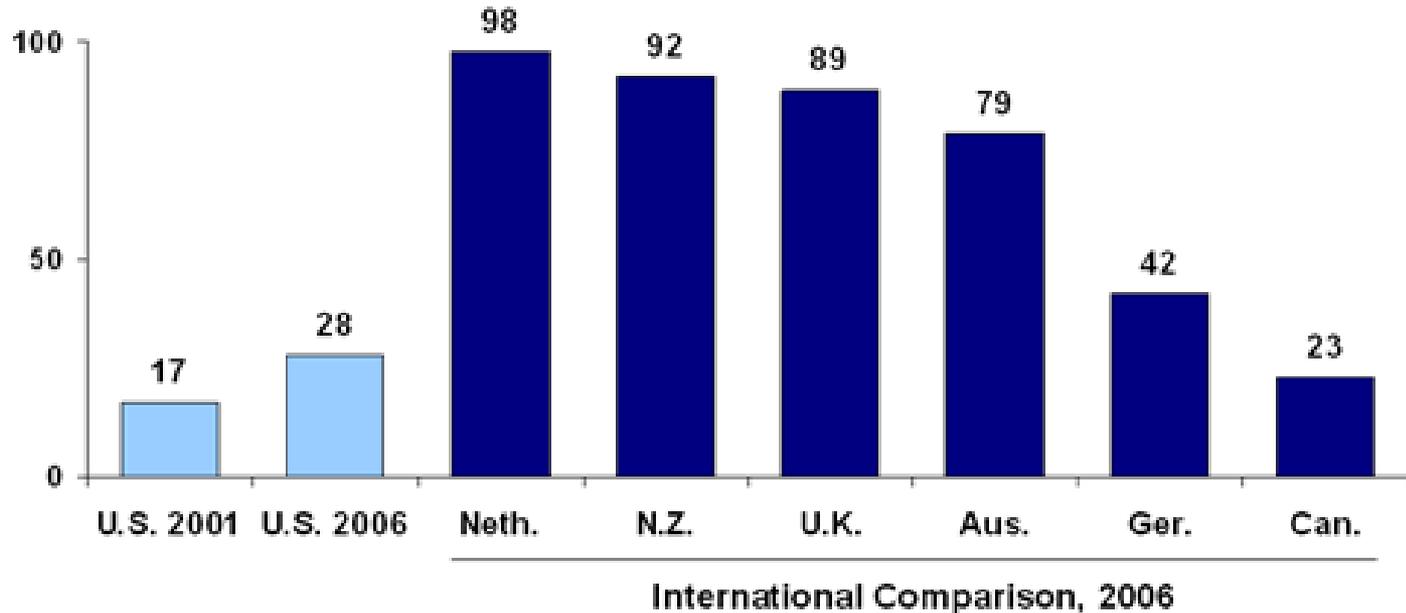
- Mismatched Incentives
- High Level of Competition
- Local vs. State/National/Global
- Lack of governmental leadership



Time for Change

Relatively few primary care physicians in the United States have an electronic medical record system in place.

Percent of primary care physicians using electronic medical records



Aus.=Australia; Can.=Canada; Ger.=Germany; Neth.=Netherlands; N.Z.=New Zealand; U.K.=United Kingdom.

Data: 2001 and 2006 Commonwealth Fund International Health Policy Surveys.

Source: Commonwealth Fund National Scorecard on U.S. Health System Performance, 2008.



What Can the State Do?

- Now is the time
- Take HIE seriously
 - Put someone in charge
 - Take risks
- A Carrot: Support business model development
- A Stick: Use your leverage



Thank You.

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