

Clinical and Financial Integration Vision

The System's vision is to partner with community physicians, Summa Health System hospitals, regional and national payers to improve the quality of care delivered to patients and lower the cost of care to the fiscally responsible parties. We believe that it is our role to foster these relationships within the healthcare market place. Electronic Medical Record is a tool that gives us the ability to move forward with this vision.

Summa Health System is one of the largest organized delivery systems in Ohio, encompassing a network of hospitals, community-based health centers, a health plan, a physician-hospital organization, an entrepreneurial entity, research and medical education and a foundation. Summa is nationally renowned for excellence in patient care and for exceptional approaches to healthcare delivery.

The System represents more than 1,200 licensed, inpatient beds on the **Akron City, St. Thomas and Cuyahoga Falls General Hospital** campuses. In addition, outpatient care is extended throughout Summit County in four community health centers and through partnerships with the Cuyahoga Falls Natatorium and the Shaw Jewish Community Center. Summa's Akron City and St. Thomas Hospitals are teaching affiliates of the Northeastern Ohio University College of Medicine (NEOUCOM), including 13 accredited residency training programs. Cuyahoga Falls General Hospital is a teaching affiliate of the Ohio University College of Osteopathic Medicine (OUCOM) and the Centers of Osteopathic Research and Education (CORE) offering seven accredited osteopathic residency programs. In January 2007, Summa Health System and **Robinson Memorial Hospital** announced the formation of **Summa Robinson Health Ventures**, a non-profit Joint Operating Company (JOC) responsible for providing greater access to healthcare services for ventures and physician strategies. **Summa Hospitals Foundation**, the system's philanthropic entity, provides vital funding for medical education, research, and patient-care initiatives and contributes close to \$4 million annually to the system. **Summa Health Network**, Summa's physician-hospital organization, represents more than 900 physicians. In 2005, Summa Health System joined Mercy Medical Center in Canton in ownership of **Ohio Health Choice**, a preferred provider organization. The **Summa Enterprise Group** creates for-profit opportunities to bring health-based products to market. **SummaCare**, the system's health plan, received the highest accreditation from the National Committee for Quality Assurance (NCQA) and provides medical coverage for more than 80,000 members in Northeast Ohio.



Excellent care. Exceptional people.

www.summahealth.org

7261/CPS/LL-6/07/175

Summa Health Network



Electronic Medical Records





Electronic Medical Record is a tool that gives us the ability to move forward with the Clinical and Financial Integration Vision.



Why it is important to implement Electronic Medical Records (EMR)

Summa Health Network (SHN) believes that the implementation of an EMR system will lead to clinical and financial integration of Summa Health System and the Physicians. EMR has the ability to improve the communication of clinical information between hospitals, primary care physicians and specialists, promote evidence based medicine and standardize protocols. It will ultimately lead to higher quality care for patients by improving efficiency and reducing the costs of care.

Benefits of EMR with SHN

EMR Grant Program:

- Offers grant funding to implement EMR
- Must apply for funding during application period
- Funding available regardless of qualified EMR system selected

Hosting services available for the eClinicalWorks product along with many benefits:

- Servers stored in a secure data center
- Managed software updates and fixes
- Hot site located offsite
- Remote access to patient records
- Monitored data back ups with offsite tape storage
- Low start up costs
- Provider retains license after three years

Pay for Performance contract negotiation:

- For all SHN members on EMR
- Models in development for Primary Care providers and Specialty providers

Hardware Discounts:

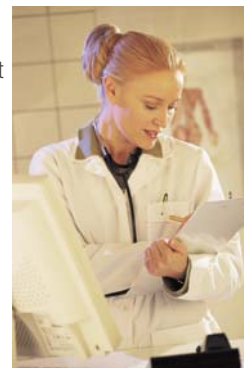
- Reduced pricing offered on hardware necessary for implementation of EMR
- Available for all SHN members implementing EMR regardless of EMR product

Preferred Financing:

- Unique and exclusive financing options available for all EMR Grant Recipients
- Simple, streamlined application process custom designed for SHN members

IT Consultants:

- Dedication from local IT consultants
- Reduced rates for IT engineering available for SHN providers
- Internal group assists members through implementation process of preferred vendor



Benefits of eClinicalWorks through SHN

Contract Language:

- All contract language reviewed and negotiated by SHN, Internal and External Legal
- Real-time formulary checking provided at no additional cost

Fee Discounts:

- 15% discount off of software license fees
- 5% discount available on service & maintenance fees

Service & Maintenance Fees:

- Guarantee 2 year lock on service and maintenance fees
- Limitation in annual fee increases
- Begin upon Live Date

Implementation:

- 12 week turnaround time from signed contract to Live Date
- Classroom training
- Interfaces to Summa Health Systems (i.e. Lab/Radiology results)

Ongoing Support Services:

- Toll Free support line
- Technical training and seminars
- Local eClinicalWorks User Group
- Negotiated support response times
- Reduced EDI fees from eTactics (claims & statements)
- SHN eClinicalWorks SuperUser available