



Point-of-Care Partners Capabilities Presentation



POCP Builds and Executes on New Business Cases for Health IT

Point-of-Care Partners (POCP) is a leading health IT management consulting firm that helps healthcare stakeholders develop and execute winning management and information technology strategies in an evolving electronic world.

POCP Advantages:

- Multi-stakeholder projects **across many segments of healthcare**
- Rich directory of people in all segments willing to **add perspective** to projects
- Experienced staff of consultants with **diverse healthcare backgrounds**
- On leading edge of the evolution of health care IT and its application to health care for **20+ years**



Our Clients Are a “Who’s Who” of Healthcare Stakeholders



Pharmacies

- Retail
- Acute
- Mail Service
- Specialty
- In-Office Dispensing



Life Sciences

- Branded Pharmaceuticals
- Generic Pharmaceuticals
- Devices/DME
- Specialty Pharmaceuticals/ Biologics
- Hubs



Technology Vendors

- EHRs
- Connectivity Companies
- Content Companies
- Platform Providers
- Workflow Enhancements



Providers

- Health Systems
- Associations
- Group Practices



Government

- Federal (CMS, ONC, AHRQ, NLM, DoD)
- State
- Public-Private Partnerships



Payers

- Health Plans
- PBMs
- ACOs
- Medicare/Medicaid
- Associations

Others: HIEs, venture capital, associations, non-profits, etc.

Services & Targeted Solutions

- Business & Product Strategy
- Market Intelligence
- Research and Evaluation
- Education
- Product Management, Strategy & Design
- Program Design & Management
 - FHIR Accelerators (Da Vinci, CodeX, *FAST*, Gravity)
 - Payer/Provider Interoperability Programs
- Interoperability and Regulatory Solutions
 - Interoperability Outlook
 - ePrescribing State Review
 - ePA State Navigator



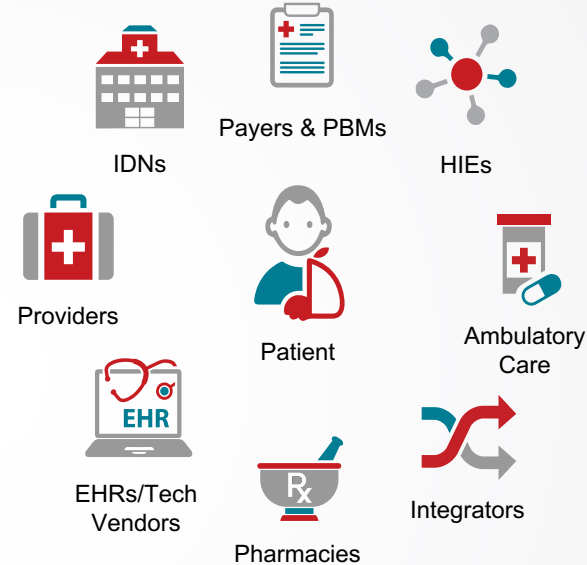
Subject Matter Experts In ...

Extensive Medication Expertise in ePrescribing & Related Transactions

- Specialty Pharmacy Automation
- Medication Therapy Management
- PDMP
- Pharmacogenetics/Pharmacogenomics
- Biosimilars (track/trace, reporting)

Deep Workflow & Standards Experts

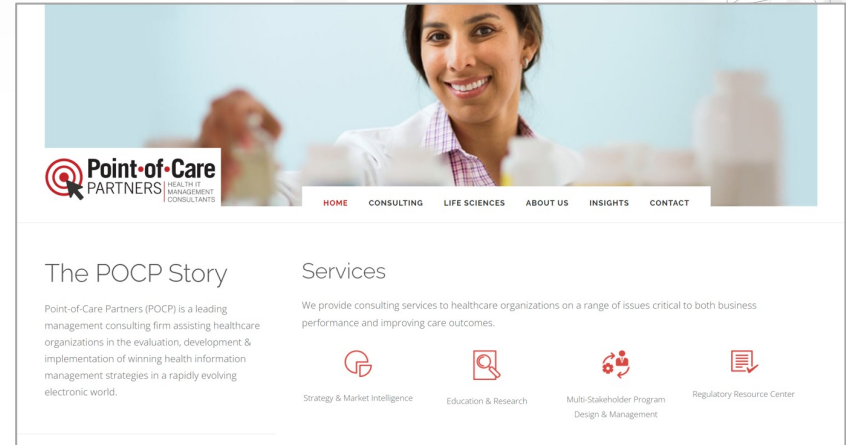
- ePrior Authorization (Pharmacy, Medical)
- Real-time Pharmacy Benefit Check (RTPB)
- Health Information Exchange
- Electronic Health Records (EHRs)
- Long-term, Post-Acute Care
- Clinical Decision Support/Clinical Messaging
- Provider/Payer Data Exchange/Interoperability
- Social Determinants of Health
- X12, NCPDP, HL7



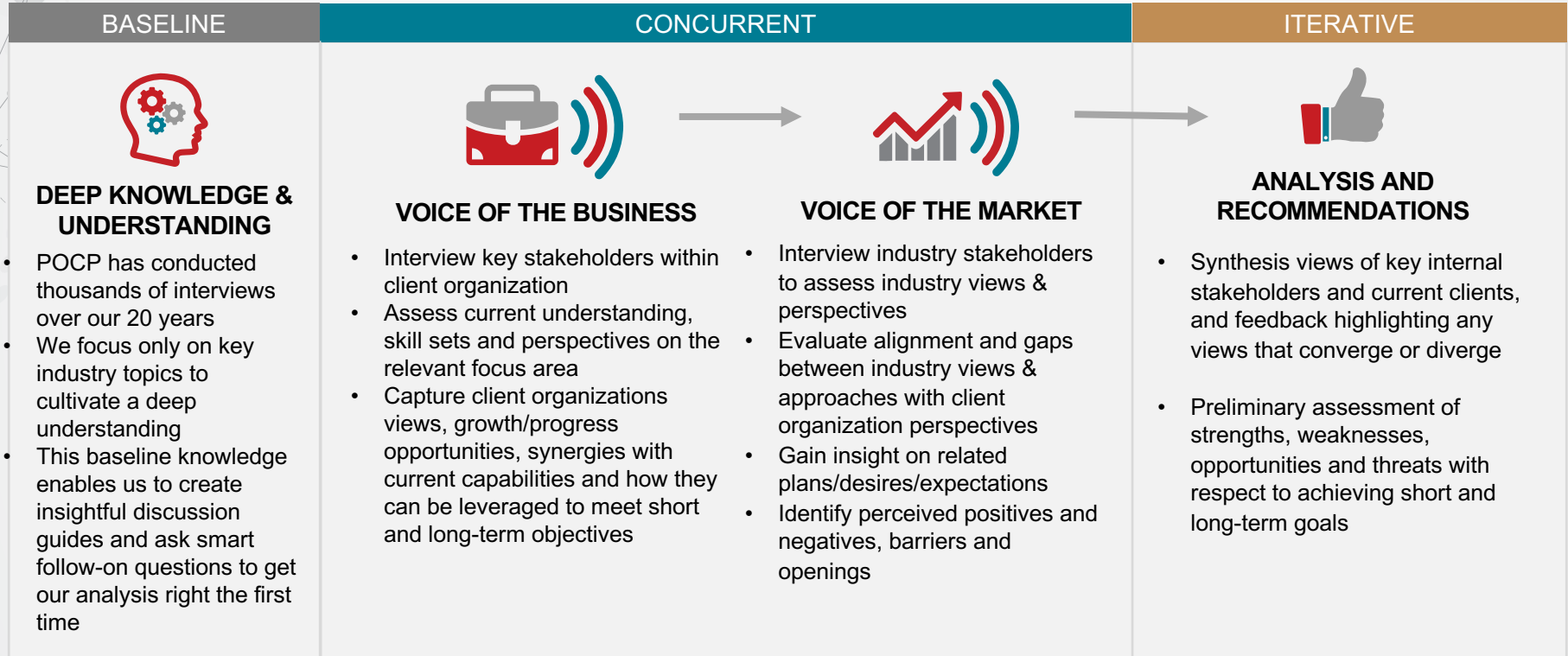
Across All Stakeholders

Why POCP?

- **Proven track record of success** helping organizations strengthen their Health IT portfolio for decades
- **Extensive knowledge base and experience** with vendors/products and key stakeholders throughout the HIT ecosystem
- **Credibility and long-term relationships** with many key stakeholders
- **Thought leaders/experts in use of HIT** for care management, medication management, patient engagement, operating and revenue improvement
- Neutral, unbiased third-party
- **Rigorous, systematic approach** to evaluating companies & technologies



Market Intelligence Approach




Sample Interoperability Strategy Engagement for Health Plans/Systems

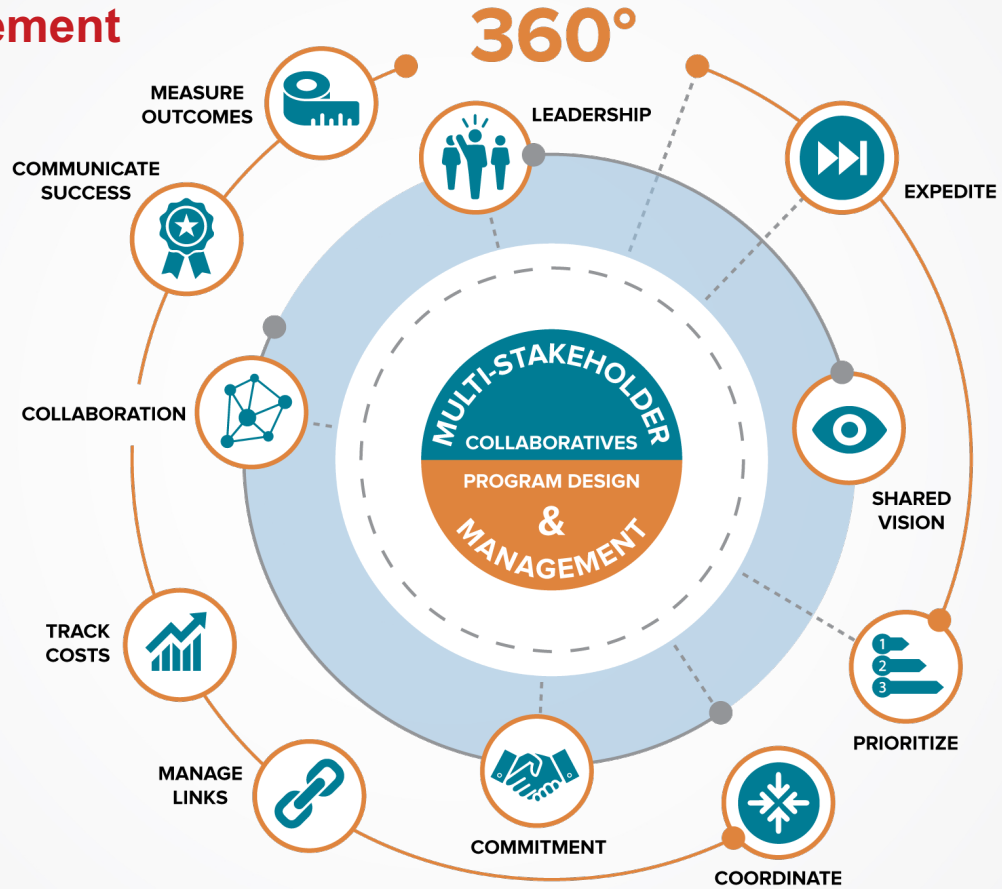
Project	Activities
Interoperability Strategy and Roadmap Discovery and Recommendations	<ul style="list-style-type: none">• Review current strategy, priorities and roadmap for cross-stakeholder interoperability teams• Engage appropriate technology and business owners in primary market research• Review enterprise strategy• Use cases audit & assessment• Align business strategy and roadmap• Develop landscape of external activities and influencers• Develop recommended changes to approach, priorities and roadmap based on primary research• Develop baseline framework for prioritization going forward• Document and present summary of findings and recommendations
Interoperability Outlook	<p>Subscription Service</p> <ul style="list-style-type: none">• Quarterly report on critical interoperability developments affecting payers, health systems, health IT vendors and other stakeholders• POCP hosted webinar for subscriber staff providing an overview of the reports content, a look at what is ahead and a question and answer session

Interoperability and Regulatory Solutions

Point-of-Care Partners' Regulatory Resource Center is our team of policy experts and researchers who work diligently to develop and maintain several subscription service solutions to help our clients stay abreast of ePrescribing-related regulatory activity and give insight into the robust interoperability ecosystem

 Interoperability Outlook	ePrescribing State Law Review	ePA State Navigator
<ul style="list-style-type: none">• Interoperability Ecosystem Baseline• Quarterly Reports with updates and analysis<ul style="list-style-type: none">○ Federal legislative and regulatory activity○ Standards highlights○ Multi-Stakeholder Collaboratives progress○ Key industry insights○ Impact analysis• Quarterly lunch and learns<ul style="list-style-type: none">○ Expert consultants recap quarterly activity with analysis of the direction of the industry, key areas of interest and Q&A• Three hours quarterly consultant time for questions/discussion	<ul style="list-style-type: none">• Delivered quarterly with intermittent alerts for urgent changes• Data sets for all 50 states and Washington, DC and information (limited) for Guam, Puerto Rico and the US Virgin Islands• Analysis of changes included in the quarterly update• On-demand quarterly lunch & learn• Full text citations (laws/regs) provided for each reportable data element• LTPAC Navigator (optional add-on)<ul style="list-style-type: none">○ Highlights exemptions and other ePrescribing regs specific to the LTPAC setting	<p>Comprehensive analysis of (proposed, adopted) state and federal rules, statutes and standards governing the electronic prior authorization (ePA) of medications.</p> <ul style="list-style-type: none">• States that require ePA• How PA information be transmitted• Standardized state prior authorization forms• Required turn around times (TAT) for PA determination• Central source for stakeholders to understand the current environment of and future changes in the ePA ecosystem.

Program Management



Examples of Subject Matter Expertise Work

Topic	Industry Work	Reference
ePA	<ul style="list-style-type: none"> ePA - NCVHS Testimony (2011) ePA - HITAC Task Force Participation (2020-21) ePA and Cost Transparency Article (2022) ePA AHIP Study (2021) HL7 Da Vinci Program and Use Case Lead HL7 CodeX Prior Authorization Use Case Lead NCPDP ePA Task Group Lead 	<ul style="list-style-type: none"> ePA & Attachments Intersection of Clinical and Administrative Data (ICAD) Managed Healthcare Executive AHIP Fast Path Initiative Study https://www.hl7.org/about/davinci/ http://www.hl7.org/codex/
RTBC	<ul style="list-style-type: none"> RTBC Congressional Testimony (2019) RTBC Forbes Article (2020) Cost Transparency Article (2022) Formulary & Benefit and RTBC Report (2021) HL7 CARIN Alliance Consumer Facing Use Case Lead 	<ul style="list-style-type: none"> Senate committee on aging "A Prescription for America's Drug Pricing Problem" HIT Perspectives Eligibility & Formulary Report https://www.carinalliance.com/real-time-pharmacy-benefit-check-rtpbc/
Other	<ul style="list-style-type: none"> HL7 Specialty Enrollment Use Case Lead NCPDP Specialty Prescribing Task Group Lead 	<ul style="list-style-type: none"> https://build.fhir.org/ig/HL7/fhir-specialty-rx/index.html

Thank You



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