

# VITL Update to the Green Mountain Care Board

**November 17, 2016**

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# Agenda

- Consumer Outreach Discussion
- Financial / Contract Update

# Health Care Consumer Outreach Discussion

# Comments During October 27 Presentation

- Chairman Gobeille: "We've got to make this <data capture for ACO analytics> a public thing. This is your value equation - one of them... This is a huge thing that people really wonder about... patients really wonder about... 'what do you mean you're going to measure something. What do you mean by value.' We have to figure out how to do that, to tell everyone's story who's a part of this."
- Public Comment: "Even from a consumer point of view, it's easy to understand how significant that <data reliability> is, that it's going to have a huge impact if it's <data's> not ready the way it needs to be. It's <the data's> got to really be reliable."
- Challenge in Vermont: Statewide public opinion survey (Feb 2014): less than a fifth of Vermonters are familiar with VITL and its services

# Health Care Consumer Outreach

- Consumer outreach is recognized as essential by GMCB and the Office of the National Coordinator for Health IT.
- Increasing Public and Provider Awareness is a State and Federal Expectation:
  - “The Health Information Technology (HIT) Plan shall educate the general public and health care professionals about the value of an electronic health infrastructure for improving patient care” - VT Title 18, Chapter 219, Subchapter 001, § 9351. (b)2
  - “HHS will educate consumers from diverse cultural and socioeconomic backgrounds on HIE and what it means for them.” – ONC/CMS Principles and Strategy for Accelerating Health Information Exchange (HIE)

# Health Care Consumer Outreach

## Continued

- VITL is statutorily prohibited from expending State funds on consumer outreach...
  - “unless necessary to comply with the terms of a contract or grant that requires a contribution of State funds.”
  - FY16 and FY17 DVHA Grants and APD Contracts did not fund any consumer outreach.
- Informed patients are more engaged in their care which leads to better health outcomes.

# Request of the GMCB

- VITL plans to request \$150,000-\$200,000 from the current FY17 DVHA Grant to be used for a consumer awareness campaign.
- VITL is seeking the GMCB's support of this request.

# Financial Update

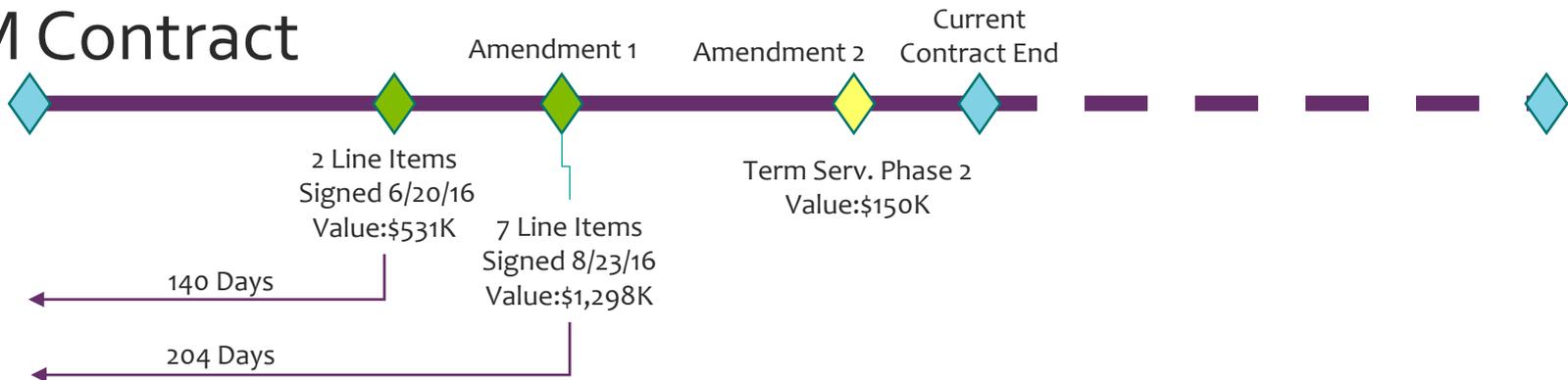
# Timeline



## DVHA Grant



## SIM Contract



## APD Contract



-  Contract/grant start/end
-  Contract/grant award
-  Contract/grant action pending

# Current Status

- Cash on hand, \$66K or 4 days
- Outstanding DVHA receivables, \$527K
- Award APD contract, VITL can bill \$190K
- Conclude FY16 Indirect Cost Proposal, >\$500K
- Conclude FY17 Indirect Cost Proposal, >\$290K
- Current Payables, \$389K

# Programmatic Impacts

- Delays in contract awards affect VITL by:
  - Impacting cash flow
    - Unable to bill APD work VITL's cash flow by \$190K YTD Oct.
    - VITL went at on risk to work on SIM to ensure continued progress on VITLAccess Rollout and Interface development
  - Ability to get our work done
    - Need to conserve cash postpones SQL consulting work on APD
    - DOC & vendor ready to build interfaces, VITL not able to do so without APD funding
    - Postponed additional hires until funding is more definite

# Requested State Actions

- Approve outstanding invoices for \$527K
- Award APD contract and waive payment terms and pay in 5 days
- Approval of FY16 and FY17 Indirect Rates
  - Conclude review of FY16 Indirect Cost Proposal by Nov. 21<sup>st</sup>
  - Complete mutual negotiations with VITL by Dec. 9<sup>th</sup>
  - Review and approve VITL's FY16 final billing by Dec. 21<sup>st</sup>
  - Payment of final billing by Jan 3<sup>rd</sup>
  - Allow VITL to bill provisionally bill FY17 at FY16 rate until mutual agreement on FY17 rate
  - State and VITL negotiate adjustments to VITL's other contracts for impact of indirect rate by Jan 15<sup>th</sup>

# Next Steps

- Request support of the GMCB
- Tap into \$500K line of credit
- VITL Board meet with Governor and SOV leadership
- Curtailment of services