VITL Presentation

to Green Mountain Care Board

August 1, 2018

Mike Smith, President & Chief Executive Officer
Frank Harris, Strategic Technology Advisor
Kristina Choquette, Chief Operating Officer
Agenda

- Introduction
- Update on FY18 Financials
- Technology Quick Review
- Quarterly Report
Steps toward progress

(each step is built upon the successful completion of the previous step)

- **Step 1:** Achieving Stability (last six months)
- **Step 2:** Reestablishing Credibility (next six months)
- **Step 3:** Defining a Successful Strategic Direction (2019)
Update on FY18 Financials
YTD May FY18 Financials

• Statement of Activities for period of 7/1/17 to 5/31/18

<table>
<thead>
<tr>
<th>Element</th>
<th>FY18 Budget ($000s)</th>
<th>YTD May ($000s)</th>
<th>Variance Actual to Budget ($000s)</th>
<th>FY18 YTD May Actual ($000s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$ 6,569</td>
<td>$ 6,022</td>
<td>$(335)</td>
<td>$ 5,687</td>
</tr>
<tr>
<td>Expense</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Personnel Expense</td>
<td>3,407</td>
<td>3,123</td>
<td>(176)</td>
<td>2,947</td>
</tr>
<tr>
<td>Medicity</td>
<td>1,061</td>
<td>973</td>
<td>(24)</td>
<td>948</td>
</tr>
<tr>
<td>Information Technology</td>
<td>1,070</td>
<td>981</td>
<td>(487)</td>
<td>494</td>
</tr>
<tr>
<td>Consultants</td>
<td>141</td>
<td>129</td>
<td>(50)</td>
<td>80</td>
</tr>
<tr>
<td>Occupancy</td>
<td>211</td>
<td>193</td>
<td>13</td>
<td>206</td>
</tr>
<tr>
<td>Legal &amp; Accounting</td>
<td>110</td>
<td>101</td>
<td>1</td>
<td>102</td>
</tr>
<tr>
<td>All Other</td>
<td>419</td>
<td>384</td>
<td>(81)</td>
<td>303</td>
</tr>
<tr>
<td>Total Expense</td>
<td>6,419</td>
<td>5,884</td>
<td>(806)</td>
<td>5,079</td>
</tr>
<tr>
<td>Change in Net Assets</td>
<td>$ 150</td>
<td>$ 137</td>
<td>$ 471</td>
<td>$ 608</td>
</tr>
</tbody>
</table>

• Selected Balance Sheet items (as of May 31st)
  o Cash on hand                  $1,331.5K (currently $1,672K)
  o A/R                            $1,152.2K
  o A/P                            $243.9K
  o Due to DVHA                    $131K
Technology Quick Review
Technology Quick Review

- VITL adopted NIST security controls in 2015. Began annual assessments with industry experts CynergisTek against 93 high priority NIST controls.
- For 2017, VITL expanded scope to include 161 controls (complete set of controls applicable at VITL’s risk level)
- CynergisTek conducted assessment 11/17, completed latest assessment reports 2/18.
- Established monthly security oversight group. Includes:
  - ADS Security Lead: Emily Wivell
  - ADS/DVHA HIE Program Manager: Bechir BenSaid
  - DHVA Project Manager: Inna Podgornaya, and
  - VITL security staff and leadership.
- Group tracks progress and provides guidance to VITL. Group has established agreed-upon Plan of Action and Milestones (POA&M) and is receiving regular progress reports.
- No high risk items outstanding
Quarterly Report
Q4 Highlights

Improve Utilization of the VHIE

Goal: Implement VITLAccess at 14 new locations
✓ Achieved

Expand the Network

Goal: Develop and implement 85 interfaces
✓ Achieved - Implemented 100 interfaces
✓ All Vermont Home Health and Hospice agencies connected

Improve Patient Consent

Goal: Improve patient consent from 19% at time of HTS report
✓ Current consent rate is 35%
Q4 Highlights

Improve Data Quality

Goal: Complete 12 Blueprint Data Quality Sprints
✓ Achieved

Support health care organizations

Goal: Provide Meaningful Use consulting in partnership with organizations and DVHA’s EHR Incentive Program
✓ Achieved - Consultations provided to 70 health care provider locations
Point of Care: Consent

Percentage of Vermont Patients Who Have Provided Consent
Target = 35%

Vermont Patient Consent Rate | Target Consent Rate

- July, 2017: 19.56%
- August, 2017: 23.04%
- September, 2017: 24.83%
- October, 2017: 26.40%
- November, 2017: 28.06%
- December, 2017: 29.22%
- January, 2018: 30.47%
- February, 2018: 31.52%
- March, 2018: 32.55%
- April, 2018: 33.52%
- May, 2018: 34.51%
- June, 2018: 35.08%
Point of Care: Utilization

VHIE Patient Queries

- July 2017: 1706
- August 2017: 1764
- September 2017: 1604
- October 2017: 1872
- November 2017: 1951
- December 2017: 1988
- January 2018: 2529
- February 2018: 1930
- March 2018: 2429
- April, 2018: 2133
- May, 2018: 1856
- June, 2018: 1879

Veterans Affairs Patient Queries

- July 2017: 283
- August 2017: 287
- September 2017: 288
- October 2017: 289
- November 2017: 318
- December 2017: 406
- January 2018: 423
- February 2018: 464
- March 2018: 507
- April, 2018: 534
- May, 2018: 578
- June, 2018: 683

VITL Access Unique Patient Queries

VITL GMCB Presentation
Point of Care: Utilization

2018 Provider Results Delivery

- January, 2018: 143,498
- February, 2018: 128,172
- March, 2018: 138,247
- April, 2018: 139,829
- May, 2018: 147,592
- June, 2018: 141,086

Legend:
- Lab - Delivered
- Rad - Delivered
- Trans - Delivered

Number of providers receiving results in June 2018 = 658
FY19 Contract Extension Core Work Scope

- Improve patient matching through the reduction of duplicate patient records
- Increase the number of Vermonters who consent to have their data viewable in the VHIE.
- Implement easier ways to access and use data in the VHIE that does not burden providers and facilitate health care reform.
- Improve the quality of the data in the VHIE by making sure that records are accurate and complete.
- Partner with the Agency of Digital Services and DVHA to improve VHIE security controls through an implementation plan and timeline.
- Support the assessment of the VHIE technical structure by completing the State's Architectural Assessment.