

VITL Presentation to Green Mountain Care Board

November 13, 2019

Andrea DeLaBruere, Client Services Director

Christopher Shenk, Technology Director

Carolyn Stone, Operations Director

Robert Turnau, Chief Financial Officer

Agenda



Overview



Financial Update



Technology & Collaborative
Services Update



Quarterly Report

Overview



Financial Update



FY19 Audit

- 2nd year audit prepared in accordance with GAAS
- Completed October 29 with approval by VITL Board
- “Clean” audit - no significant findings
- 990 in process, to be completed in December
- Audit posted to VITL’s website for public viewing

CY20 Contract

- Negotiations completed in early October
- Has been submitted to CMS for review
- State has secured 2 years of funding
 - \$17M of funding for CY20 and CY21
- The contract contains new work scope including Collaborative Services Phase 1 and 2 projects
- Adds estimated \$1.5M to FY20 revenue forecast

New contract represents a significant addition of work to VITL and an increase in the capabilities of the VHIE

Matrix of CY20 vs. CY19

Phase/Project	Contract Values		Estimate Revenue	
	CY19 (Awarded)	CY20 (Negotiations)	FY20	FY21
Basic Contract				
Operations	2,693,391	2,733,391	1,348,838	1,384,553
Data Access	287,500	287,500	145,000	142,500
Consent Management	25,000	175,000	162,500	12,500
Preparation & planning for managing additional data types	-	75,000	-	75,000
Connecting EMS and Other Emergency Services to the VHIE	-	250,000	200,000	50,000
Connectivity	1,300,000	1,290,500	596,083	694,417
Data Quality-VCR Interface	192,054	191,250	100,625	90,625
Data Quality-Term Services	100,000	-	-	-
MU/SRA	180,000	140,000	70,000	70,000
<u>Specification Order</u>	<u>48,600</u>	<u>88,100</u>	<u>-</u>	<u>88,100</u>
Total Basic Contract	4,826,545	5,230,741	2,623,047	2,607,694
Collaborative Services				
Phase 1				
UMPI	-	369,270	369,270	-
Term Services	-	376,930	266,968	33,750
Rhapsody	-	756,000	648,857	107,143
Future Platform RFP	-	100,000	100,000	-
eCW	-	25,000	25,000	-
<u>All Other</u>	<u>-</u>	<u>100,000</u>	<u>-</u>	<u>100,000</u>
Total Phase 1	-	1,727,200	1,410,095	240,893
Future Platform Phase 2	-	1,970,000	93,750	1,876,250
Grand Total	4,826,545	8,927,941	4,126,892	4,724,837

New CY20 contract will affect both FY20 and FY21
Phase 1 tasks primarily FY20
Phase 2 tasks FY21 (7/20-12/20)

Revenue

Item	FY18 Audited	FY19 Audited	FY20 Budget	FY20 Forecast	FY20 3 Mths
DVHA Core Contract	3,890,469	1,989,780	-	-	-
DVHA APD Contract	1,459,544	601,805	-	-	-
DVHA CY19 Contract	-	2,393,303	2,452,723	2,433,241	1,050,276
DVHA CY20 Contract	-	-	2,222,000	4,126,892	-
Other State Contracts	167,485	59,200	-	-	-
Total State Contracts	5,517,497	5,044,088	4,674,723	6,560,133	1,050,276
OCV Contract	836,265	834,420	810,000	836,000	202,500
Patient Ping	32,788	42,626	30,000	30,000	11,393
Collaborative Services	-	-	399,667	-	-
VITL Direct	120,000	124,500	123,000	123,000	29,991
Misc. Revenue	11,446	17,638	18,000	18,000	9,750
Total Revenue	\$ 6,517,996	\$ 6,063,272	\$ 6,055,389	\$ 7,567,133	\$ 1,303,910

New work scope of CY20 increases
FY20 revenue overall forecast by \$1.5M

Expenses

	FY18 Audited	FY19 Audited	FY20 Budget	FY20 Forecast	FY20 3 Mths
Total Revenue	6,517,996	6,063,272	6,055,389	7,567,133	1,303,910
Personnel Related Expenses	3,179,938	2,704,942	2,890,528	3,070,614	580,322
Health Catalyst (f.n.a. Medicity)	1,030,451	1,004,201	1,071,954	1,115,198	227,979
Information Technology	509,133	588,361	1,504,947	1,676,794	211,320
Consultants	81,393	13,465	87,000	888,775	15,640
Occupancy	224,586	204,226	148,089	144,116	33,838
Legal & Accounting	147,658	294,250	135,565	289,664	50,671
Education & Outreach	10,939	5,928	8,040	49,440	1,050
Insurance	100,551	102,284	105,671	86,689	26,934
Prof. Dev. & Travel	61,131	41,027	107,464	96,190	13,676
Telecommunications	61,621	59,340	63,775	63,775	14,698
All Other	93,998	105,466	118,845	118,902	29,488
Contingency	-	-	-	150,000	-
Total All Expenses	\$ 5,501,399	\$ 5,123,490	\$ 6,241,877	\$ 7,750,158	\$ 1,205,617
Change in Net Assets	1,016,598	939,782	(186,488)	(183,025)	98,293

Expenses for FY20 is \$1.5M greater than budget
Driven by IT expenditures and consulting support to
augment VITL staff

Balance Sheet

	FY18 Audited	FY19 Audited	FY20 Budget	FY20 Forecast	FY20 3 Mths
Cash	1,579,370	2,486,940	1,974,473	1,784,082	3,119,641
Accounts Receivable	1,231,418	1,214,998	1,122,050	1,232,832	652,639
WIP	26,514	24,946	-	824,295	312,822
Prepaid Expenses	134,307	143,856	182,002	182,002	136,722
Total Current Assets	2,971,608	3,870,740	3,278,525	4,023,211	4,221,824
Property and Equipment	357,522	323,985	461,635	359,057	327,057
Less Accumulated Depreciation	(249,602)	(182,037)	(382,461)	(254,745)	(199,257)
Net Property and Equipment	107,920	141,948	79,174	104,312	127,800
Other Assets	12,781	12,781	12,781	12,781	12,781
Total Assets	3,092,310	4,025,469	3,370,480	4,140,304	4,362,405
Accounts Payable	203,128	358,654	235,966	660,261	524,284
Accrued Vacation	165,088	134,126	131,037	140,380	136,956
Deferred Revenue	12,910	12,910	2,909	2,909	82,919
Refundable Advances	131,187	-	-	-	-
Total Current Liabilities	512,312	505,690	369,912	803,550	744,159
Net Assets	2,579,997	3,519,779	3,000,568	3,336,754	3,618,246
Total Liabilities and Net Assets	3,092,310	4,025,469	3,370,480	4,140,304	4,362,405

Balance sheet is strong
VITL is well positioned to execute
new contract work scope

Cashflow

	FY18 Audited	FY19 Audited	FY20 Budget	FY20 Forecast	FY20 3 Mths
Cash received from contracts	5,298,281	4,845,320	4,749,740	6,481,599	1,614,557
Cash received from program service fees	1,005,809	1,088,148	1,330,611	972,758	310,758
Other cash received	1,383	17,638	18,000	36,636	9,636
Total cash received	6,305,473	5,951,106	6,098,351	7,490,992	1,934,951
Cash paid for personnel	(3,180,926)	(2,737,542)	(2,890,528)	(2,923,953)	(638,445)
Cash paid for goods and Services	(2,330,442)	(2,216,018)	(3,394,605)	(5,237,897)	(663,805)
Purchases of property and equipment	(98,585)	(89,976)	(32,000)	(32,000)	-
Total disbursements	(5,609,953)	(5,043,536)	(6,317,133)	(8,193,851)	(1,302,250)
Net increase in cash and cash equivalents	695,520	907,570	(218,782)	(702,858)	632,701
Cash and cash equivalents beginning of year	883,850	1,579,370	2,193,255	2,486,940	2,486,940
Cash and cash equivalents end of year	1,579,370	2,486,940	1,974,473	1,784,082	3,119,641

Cash position as of Sept 2019 is 147 days
Cash position at year end forecast to be over 80 days

Technology Update



Continuous Security Enhancements

August

- Offsite backup complete
- Upgraded office security
 - Improved access & alarm
 - Security cameras
 - Auditing controls
 - Updated policies

September

- Two-factor employee VPN
- Third-quarter security scan
- Completed ADS business domain assessment
 - Improved CAB/DARB

October

- 24x7 security monitoring contracting
- Reviewed VITLAccess audit documentation
- Employee password manager implementation

Making Smart Technology Choices

Modularity

- Ability to plug-and-play many technologies
- Facilitates Collaborative Services projects

Agility

- Infrastructure scalability
- Add compute and storage when needed, remove when not

Disaster Recoverability

- Enabling simplified redundant capabilities

Expense Stability

- Avoid capital costs and asset obsolescence
- Increase or decrease capacity without financial commitment

Aligning with Partner Organizations

- Health Catalyst Interoperability
- HealthInfoNet
- Future Platform vendors

Collaborative Services Update

Collaborative Services – Phase 1

Universal MPI

- Participants:
 - VITL (lead)
 - BP/CHA
 - OCV
- Solution: Verato UMPI
- September: Implementation completed
- October: Testing underway

Terminology Services

- Participants:
 - CHA (lead)
 - VITL
 - OCV
- Solution: Term Atlas
 - Developed and provided by HealthInfoNet (Maine HIE)
- September: Contract signed
- October: Environment Setup underway

Interfacing

- Participants:
 - VITL (lead)
- Solution: Rhapsody
 - Provided by HealthInfoNet
- September: Contract signed
- October: Environment Setup underway

Collaborative Services – Phase 2 Future Platform

Participants

- VITL (lead)
- Department of Vermont Health Access
- Agency of Digital Services
- Blueprint for Health
- OneCare Vermont
- Vermont Care Partners
- Green Mountain Care Board
- Bi-State Primary Care Association

Solution

- Select a Shared Healthcare Data Platform to:
 - Replace the VHIE Health Data Management (HDM) solution
 - Replace the Vermont Clinical Registry (VCR)
- Keep an eye towards capability for other types of data in the future

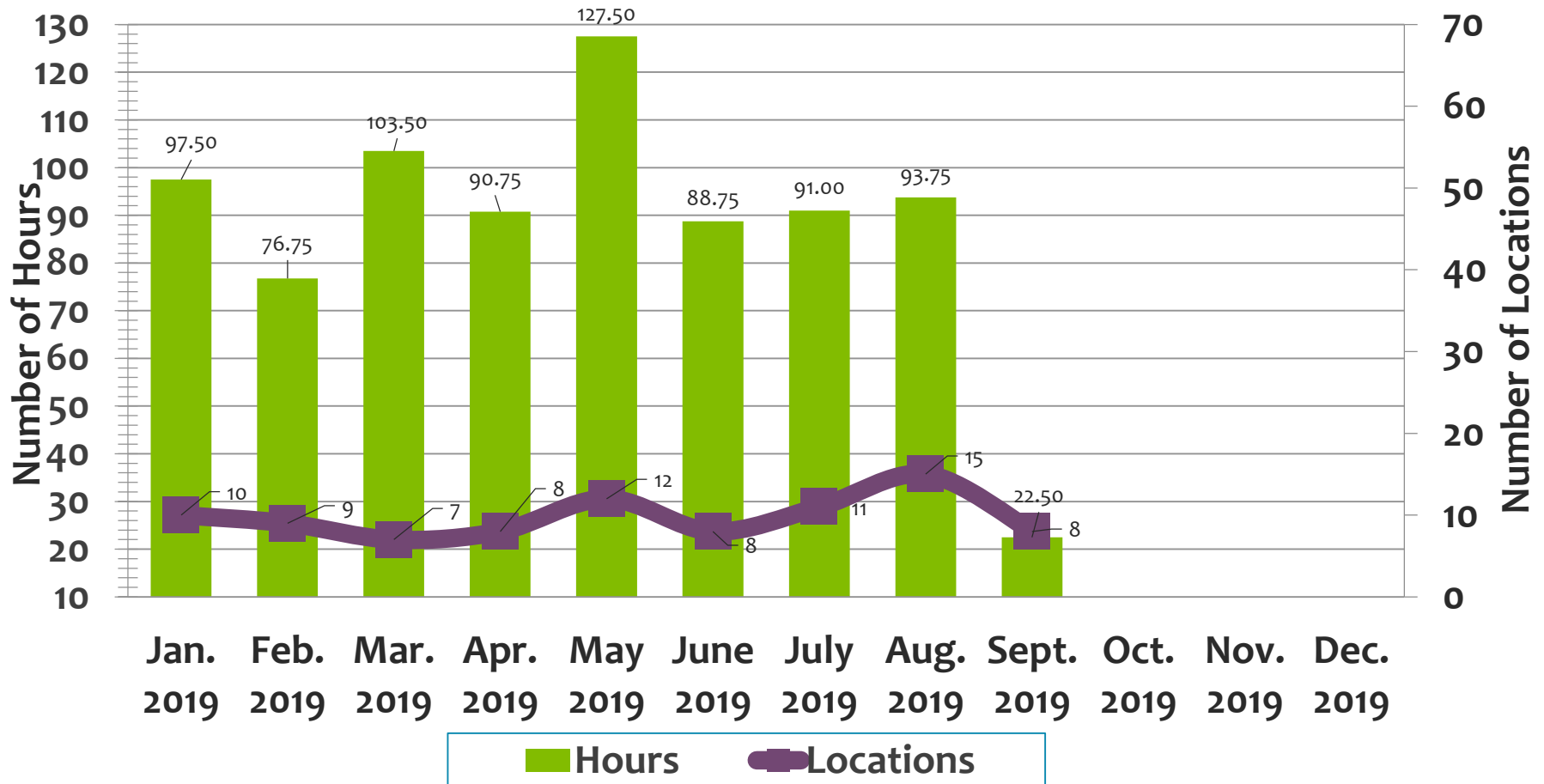
Activity

- October:
 - Project defined
 - Core team assembled
 - Draft scoring criteria established
 - Review of existing VITL RFI responses from late 2018 is underway
 - Identifying the most promising 3-5 vendors for full evaluation

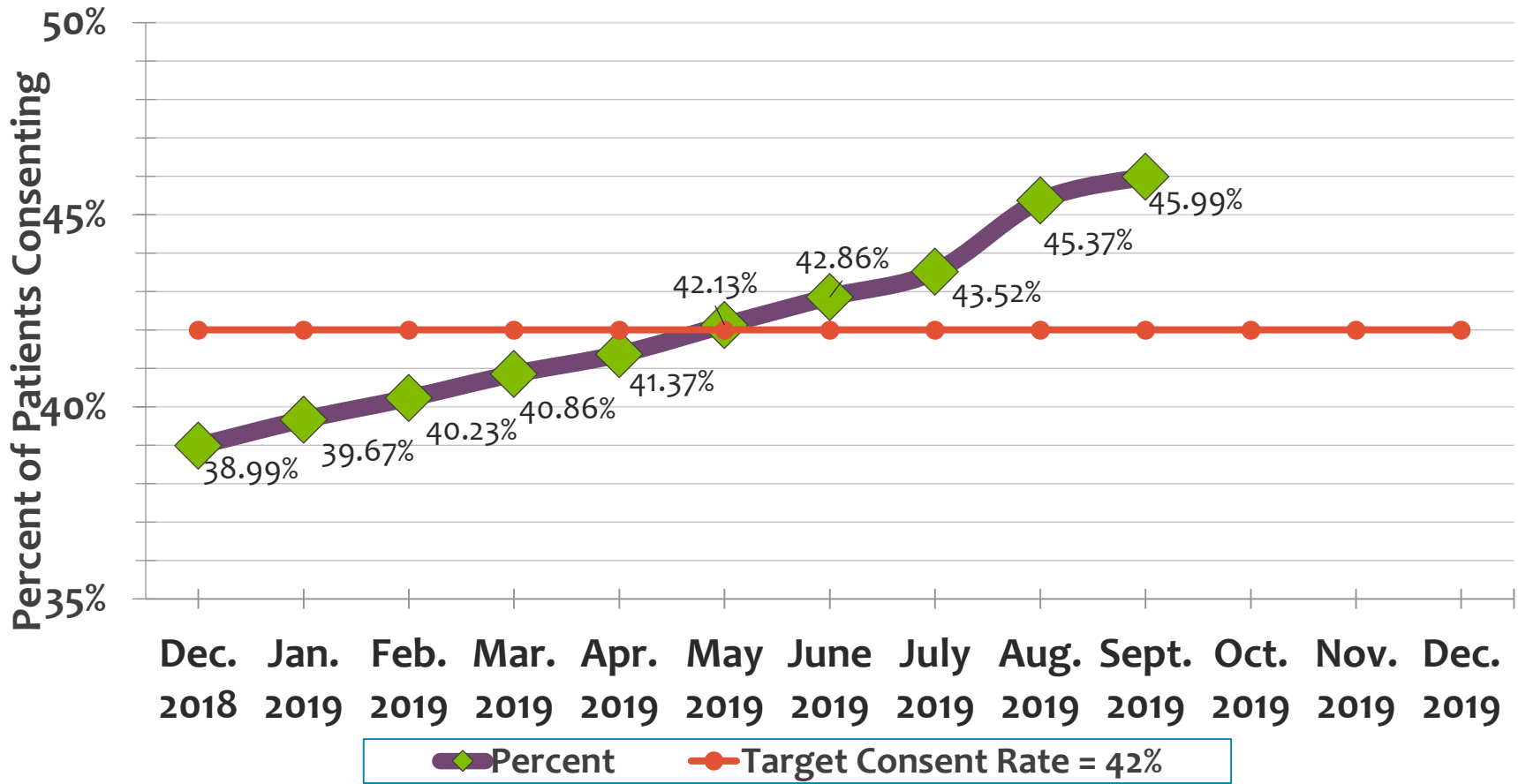
Quarterly Report



Meaningful Use and Security Risk Assessment Consultations



Percent of Vermont Patients Providing Consent



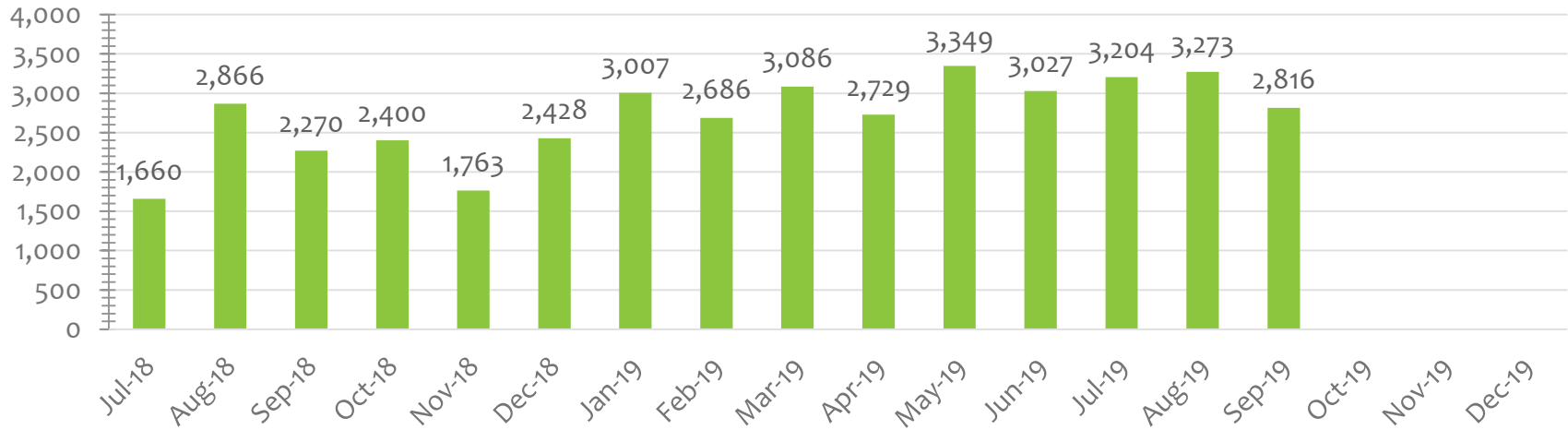
Connectivity Criteria: New & Replacement Interfaces as of September 30, 2019

- Target of 89 completed work plans by the end of calendar year 2019.
- 121 completed work plans and 22 workplans in progress.
- There are currently 11 locations meeting Tier 2 Connectivity Criteria.

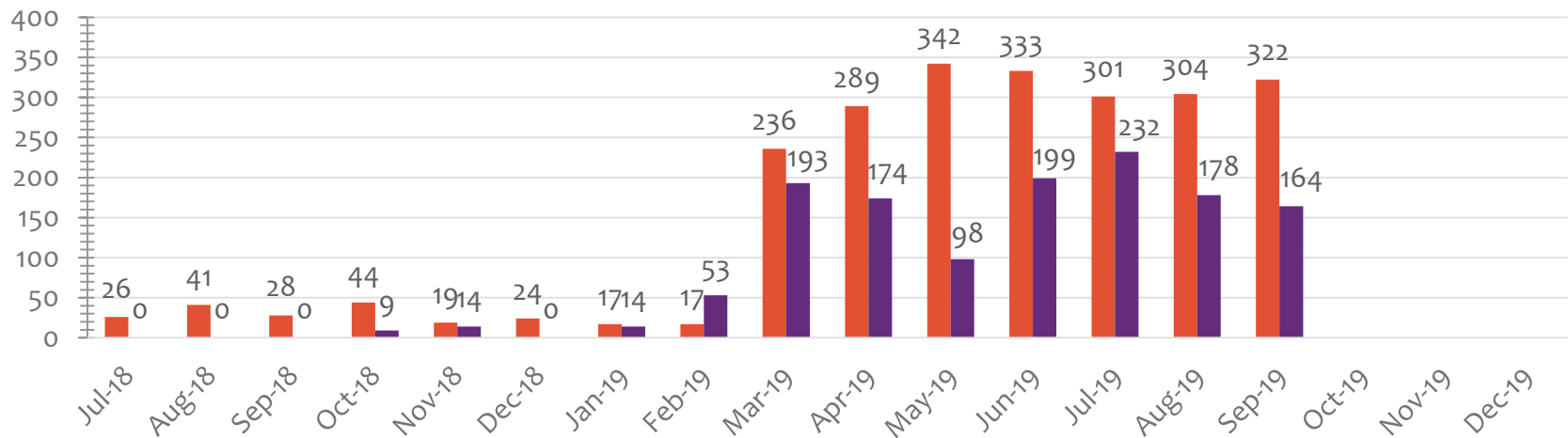


Point of Care: Utilization

■ VITLAccess Queries

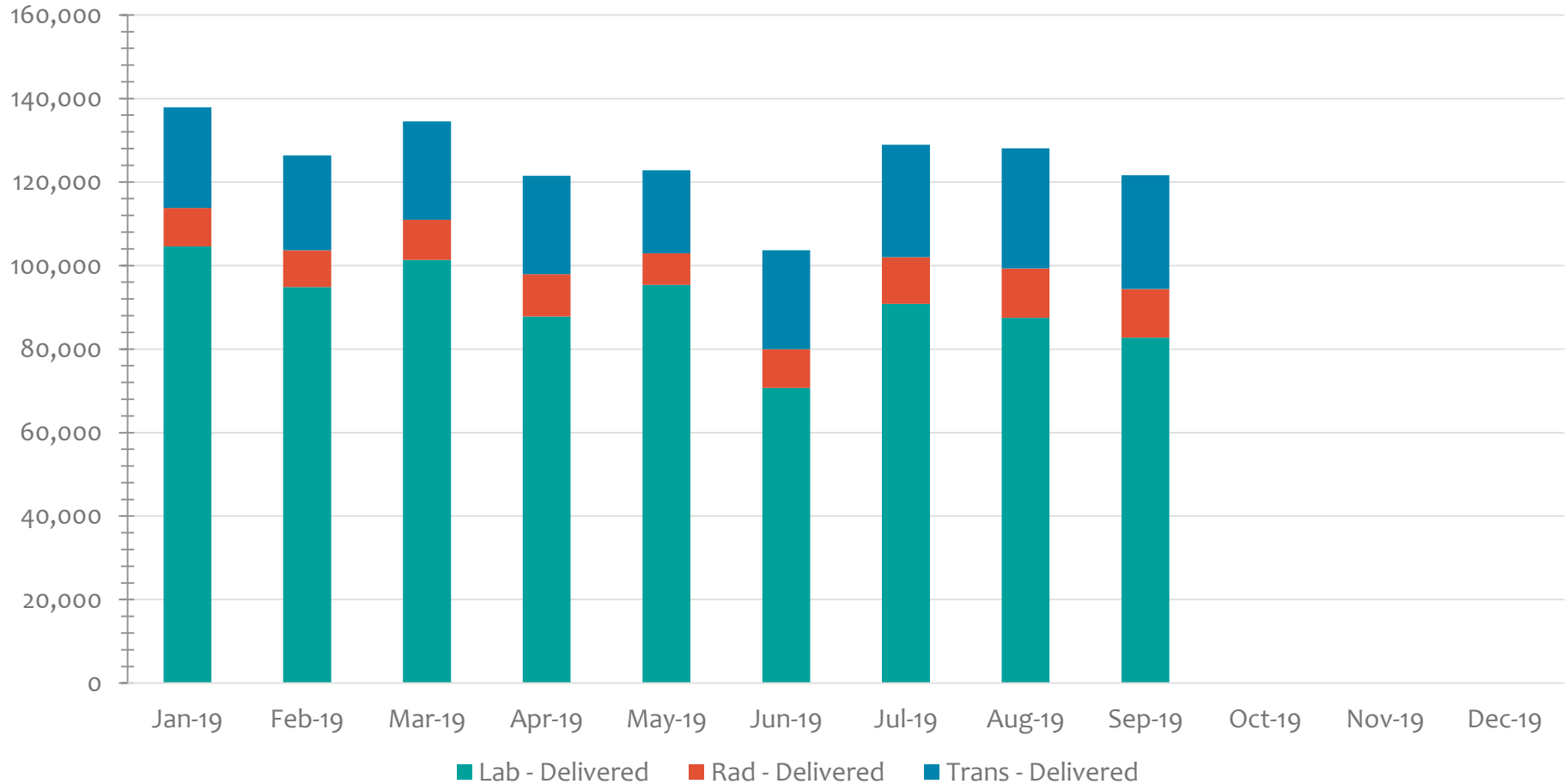


■ Cross Community Access ■ Single Sign On



Point of Care: Utilization

Provider Results Delivery



Number of providers receiving results in September 2019 = 443