

VITL Green Mountain Care Board

January 22nd, 2020

Beth Anderson, Chief Executive Officer
Robert Turnau, Chief Financial Officer
Christopher Shenk, Technology Director
Carolyn Stone, Operations Director

Agenda



Overview – Beth Anderson



FY20 Updated Budget – Bob Turnau



Collaborative Services – Christopher Shenk



Quarterly Update – Carolyn Stone

Overview

FY20 Updated Budget

FY20 Updated Budget

- The GMCB approved VITL's budget in June with a condition that VITL return in November to present an updated budget based on CY20 negotiations with the State
- In November, VITL presented a forecast to the GMCB based on the CY20 negotiated contract
- The GMCB requested that VITL return in January to present an updated budget
- VITL's Board of Directors approved the FY20 Updated Budget in December
- The CY20 contract was signed by DVHA and VITL in December

FY20 Updated Budget-Highlights

- Revenue increase \$1,511K
 - State contracts increase \$1,885K due to impact of CY20
 - Offsets reduction in Collaborative Services revenue (expense sharing)
- Expenses increase \$1,508K
 - Addition of \$802K for consultants to augment VITL staff
 - \$154K for additional legal support for contracting and consent
 - \$157K for network costs (Azure implementation + Verato)
 - \$180K for staffing for maintenance of new functionality
 - \$150K for contingency
- Change in net assets-\$183K deficit
- Balance Sheet
 - Cash on hand to be \$1,784K or 84 days
 - WIP to \$824K at year-end
 - AP up by \$424K over budget due to increased expenditures from CS projects

CY20 Contract: Overview of Changes

- Contract signed by DVHA and VITL in December
- Includes new initiatives that support better long-term alignment of the work of our various partners. These efforts are being undertaken in two phases, both of which are underway:
 - **Enhancements** – provides for additional avenues of connectivity such as EMS/Emergency services and provides for preparation and planning for managing additional data types.
 - **Collaborative Services** – implements new services that will enhance VITL’s platform and data quality, and also serve the needs of Blueprint and OneCare Vermont (Interface, Universal Master Patient Index, and Terminology Services).
 - **Future Platform** – builds on work already underway at VITL to explore options to improve/replace existing VHIE software and the HDM. The timeline is accelerated as DHVA decided to consolidate the Blueprint for Health’s Clinical Registry with VITL’s new HDM rather than invest in a new platform for Blueprint.

Detail of CY20 Contract

Phase/Project	Contract Values		Estimated Distribution of Revenue by year	
	CY19 (Awarded)	CY20 (Negotiations)	FY20 (Estimated)	FY21 (Estimated)
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	-	-	-
All Other	228,600	228,100	70,000	158,100
Total Basic Contract	4,826,545	5,230,741	2,623,046	2,607,695
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	-
All Other	-	125,000	25,000	100,000
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	4,126,891	4,724,838

New work scope

- Consent mgmt. \$175K
- Preparation & Planning for Additional Data Types \$75K
- Connecting EMS/Emergency Services \$250K
- Collaborative Services Phase 1 projects \$1,727K
- Collaborative Services Phase 2 \$1,970K

Note: VITL's fiscal year is 7/1/XX to 6/30/XY

FY20 Updated Budget-Summary

Item	FY18 Audited	FY19 Audited	FY20 Budget	Variance	FY20 Updated Budget
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	(19,481)	2,433,241
DVHA CY20 Contract	-	-	2,222,000	1,904,892	4,126,892
Other State Contracts	167,485	59,200	-	-	-
Total State Contracts	5,517,497	5,044,088	4,674,723	1,885,410	6,560,133
OCV Contract	836,265	834,420	810,000	26,000	836,000
Patient Ping	32,788	42,626	30,000	-	30,000
Collaborative Services	-	-	399,667	(399,667)	-
VITL Direct	120,000	124,500	123,000	-	123,000
Misc. Revenue	11,446	17,638	18,000	-	18,000
Total Revenue	\$ 6,517,996	\$ 6,063,272	\$ 6,055,389	\$ 1,511,744	\$ 7,567,133
Total All Expenses	\$ 5,501,399	\$ 5,123,490	\$ 6,241,877	\$ 1,508,280	\$ 7,750,158
Change in Net Assets	1,016,598	939,782	(186,488)	3,464	(183,025)

- Net impact of \$1,511K to FY20 revenue updated budget
- Expenses increase by \$1,508K
- Net income unchanged

FY20 Updated Budget-Expenses

	FY18 Audited	FY19 Audited	FY20 Budget	Variance	FY20 Updated Budget
Total Revenue	6,517,996	6,063,272	6,055,389	1,511,744	7,567,133
Personnel Related Expenses	3,179,938	2,704,942	2,890,528	180,086	3,070,614
Health Catalyst (f.n.a. Medicity)	1,030,451	1,004,201	1,071,954	43,244	1,115,198
Information Technology	509,133	588,361	1,504,947	171,848	1,676,794
Consultants	81,393	13,465	87,000	801,775	888,775
Occupancy	224,586	204,226	148,089	(3,973)	144,116
Legal & Accounting	147,658	294,250	135,565	154,098	289,664
Education & Outreach	10,939	5,928	8,040	41,400	49,440
Insurance	100,551	102,284	105,671	(18,982)	86,689
Prof. Dev. & Travel	61,131	41,027	107,464	(11,274)	96,190
Telecommunications	61,621	59,340	63,775	-	63,775
All Other	93,998	105,466	118,845	57	118,902
Contingency	-	-	-	150,000	150,000
Total All Expenses	\$ 5,501,399	\$ 5,123,490	\$ 6,241,877	\$ 1,508,280	\$ 7,750,158
Change in Net Assets	1,016,598	939,782	(186,488)	3,464	(183,025)

- Expenses increase \$1,508K
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FY20 Updated Budget-Balance Sheet

	FY18 Audited	FY19 Audited	FY20 Budget	Variance	FY20 Updated Budget
Cash	1,579,370	2,486,940	1,974,473	(190,391)	1,784,082
Accounts Receivable	1,231,418	1,214,998	1,122,050	110,782	1,232,832
WIP	26,514	24,946	-	824,295	824,295
Prepaid Expenses	134,307	143,856	182,002	-	182,002
Total Current Assets	2,971,608	3,870,740	3,278,525	744,686	4,023,211
Property and Equipment	357,522	323,985	461,635	(102,578)	359,057
Less Accumulated Depreciation	(249,602)	(182,037)	(382,461)	127,716	(254,745)
Net Property and Equipment	107,920	141,948	79,174	25,138	104,312
Other Assets	12,781	12,781	12,781	-	12,781
Total Assets	3,092,310	4,025,469	3,370,480	769,824	4,140,304
Accounts Payable	203,128	358,654	235,966	424,295	660,261
Accrued Salaries and Taxes	-	-	-	-	-
Accrued Vacation	165,088	134,126	131,037	9,343	140,380
Deferred Revenue	12,910	12,910	2,909	-	2,909
Refundable Advances	131,187	-	-	-	-
Total Current Liabilities	512,312	505,690	369,912	433,638	803,550
Net Assets	2,579,997	3,519,779	3,000,568	336,186	3,336,754
Total Liabilities and Net Assets	3,092,310	4,025,469	3,370,480	769,824	4,140,304

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Collaborative Services

Collaborative Services – Phase 1

Universal MPI

- Participants:
 - VITL (lead)
 - BP/CHA
 - OCV
- Solution: Verato UMPI
- Began testing in November
- In December, completed testing and began production smoke test

Terminology Services

- Participants:
 - CHA (lead)
 - VITL
 - OCV
- Solution: Term Atlas
 - Developed and provided by Cureous Innovations (HealthInfoNet, Maine HIE)
- Environment provided in December

Interfacing

- Participants:
 - VITL (lead)
- Solution: Rhapsody
 - Provided by Cureous Innovations
- Environment provided at the end of December
- VITL infrastructure in place

Collaborative Services – UMPI

- Preliminary MPI match rates for the first half of January increased over 25%!
- VITL will continue to monitor and provide updates in the future as the tool matures



Collaborative Services – Phase 2

Participants

- VITL (lead)
- DVHA
- ADS
- Blueprint for Health
- OneCare Vermont
- Vermont Care Partners
- Bi-State Primary Care Association
- GMCB

Scope

- Shared Healthcare Data Platform to:
 - Replace VHIE Health Data Management
 - Support Blueprint Clinical Data Analytics
 - Enable additional data types

Activity

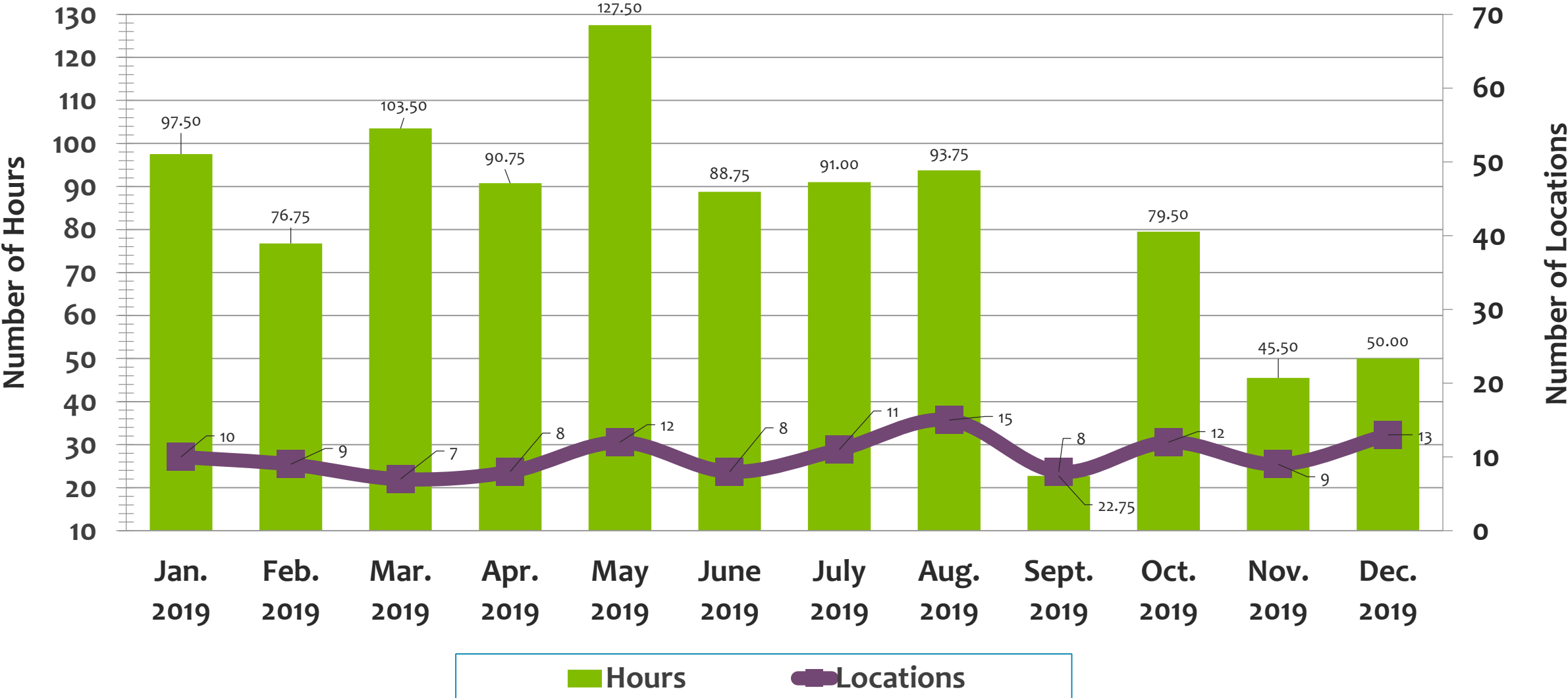
- November:
 - Narrowed to 3 vendors
- December:
 - Vendor presentations
 - Began due diligence

Next Steps

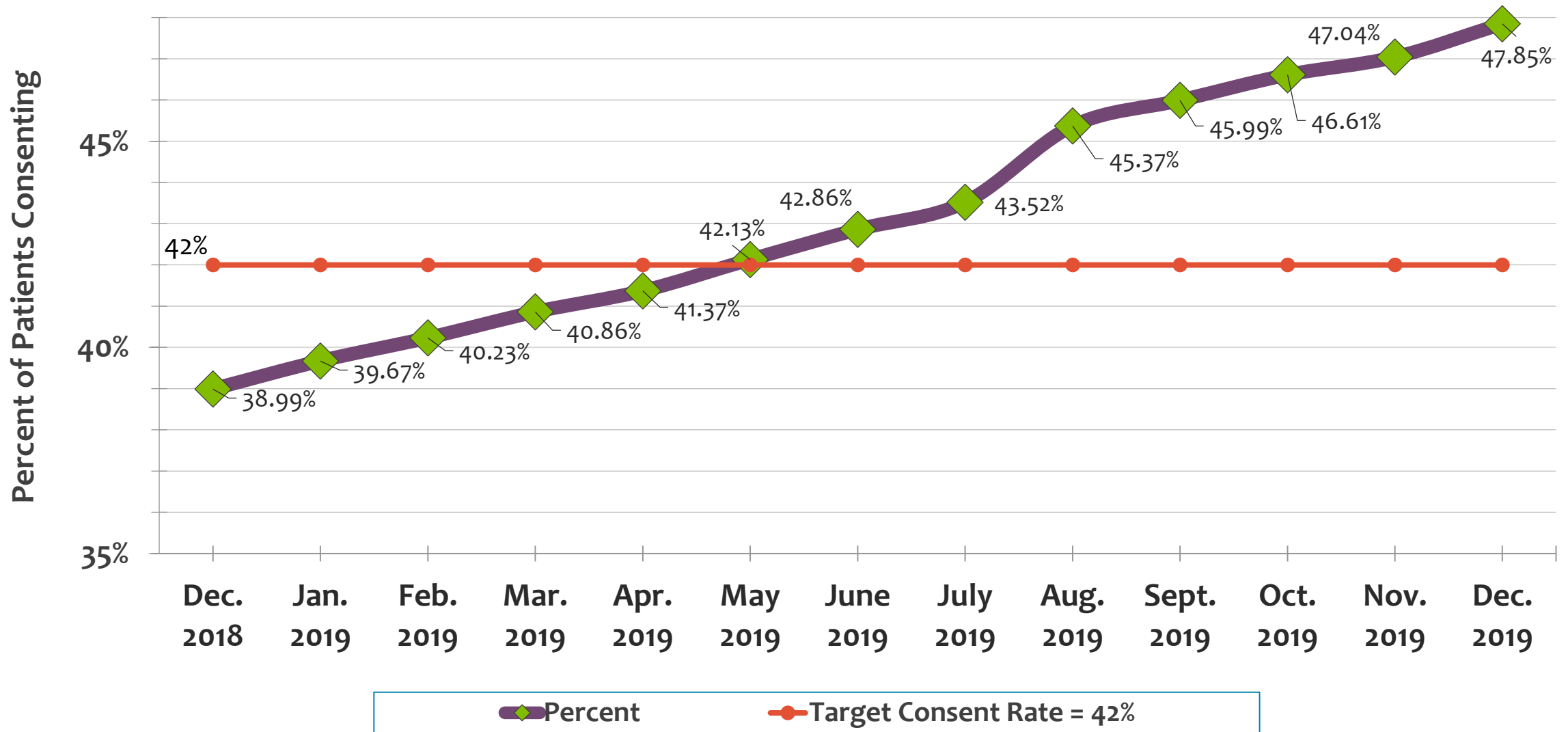
- January:
 - Complete due diligence
 - Bids through RFP
- February:
 - Vendor selection
- March:
 - Contracting starts
- Implementation to follow

Quarterly Update

Meaningful Use and Security Risk Assessment Consultations



Percent of Vermont Patients Providing Consent

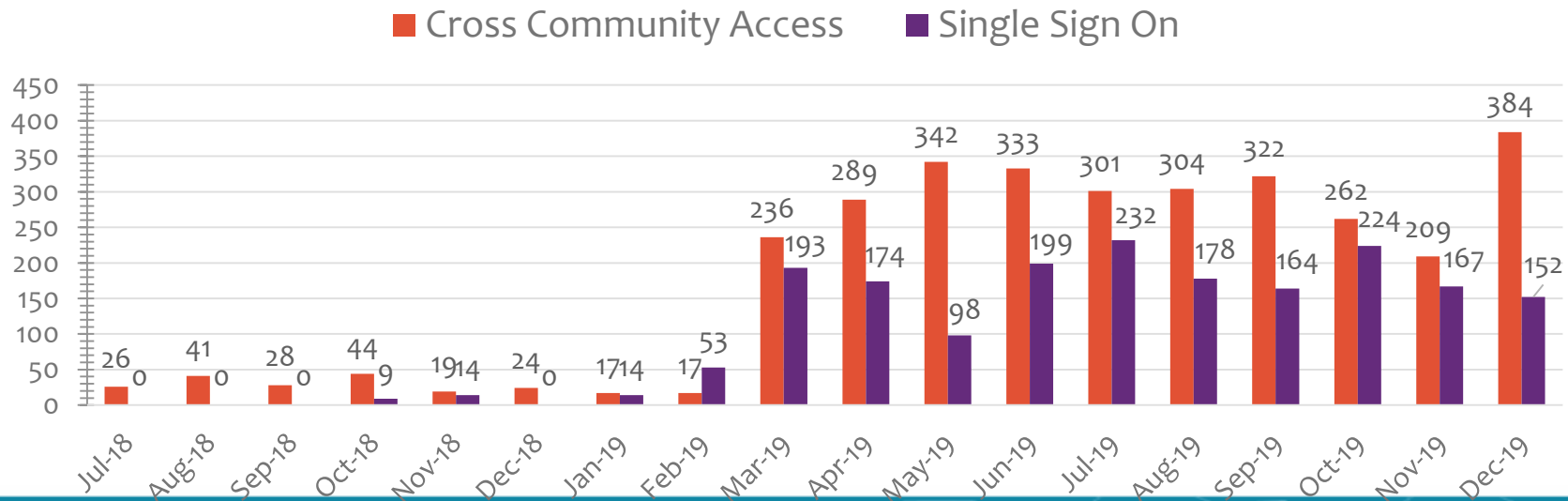
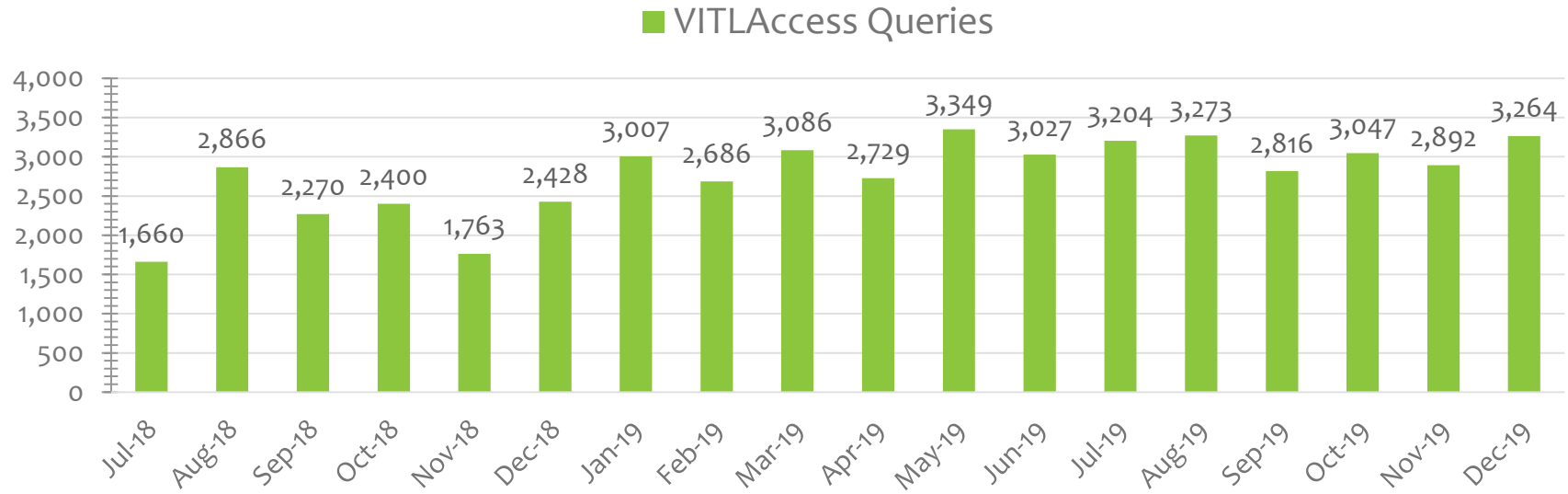


Connectivity Criteria: New & Replacement Interfaces as of December 31, 2019

- Met target of 85 new and replacement interfaces with 121 completed in 2019.
- Met target of 89 work plans with 121 completed in 2019 and 22 in progress.
- There are currently 28 locations meeting Tier 2 Connectivity Criteria.

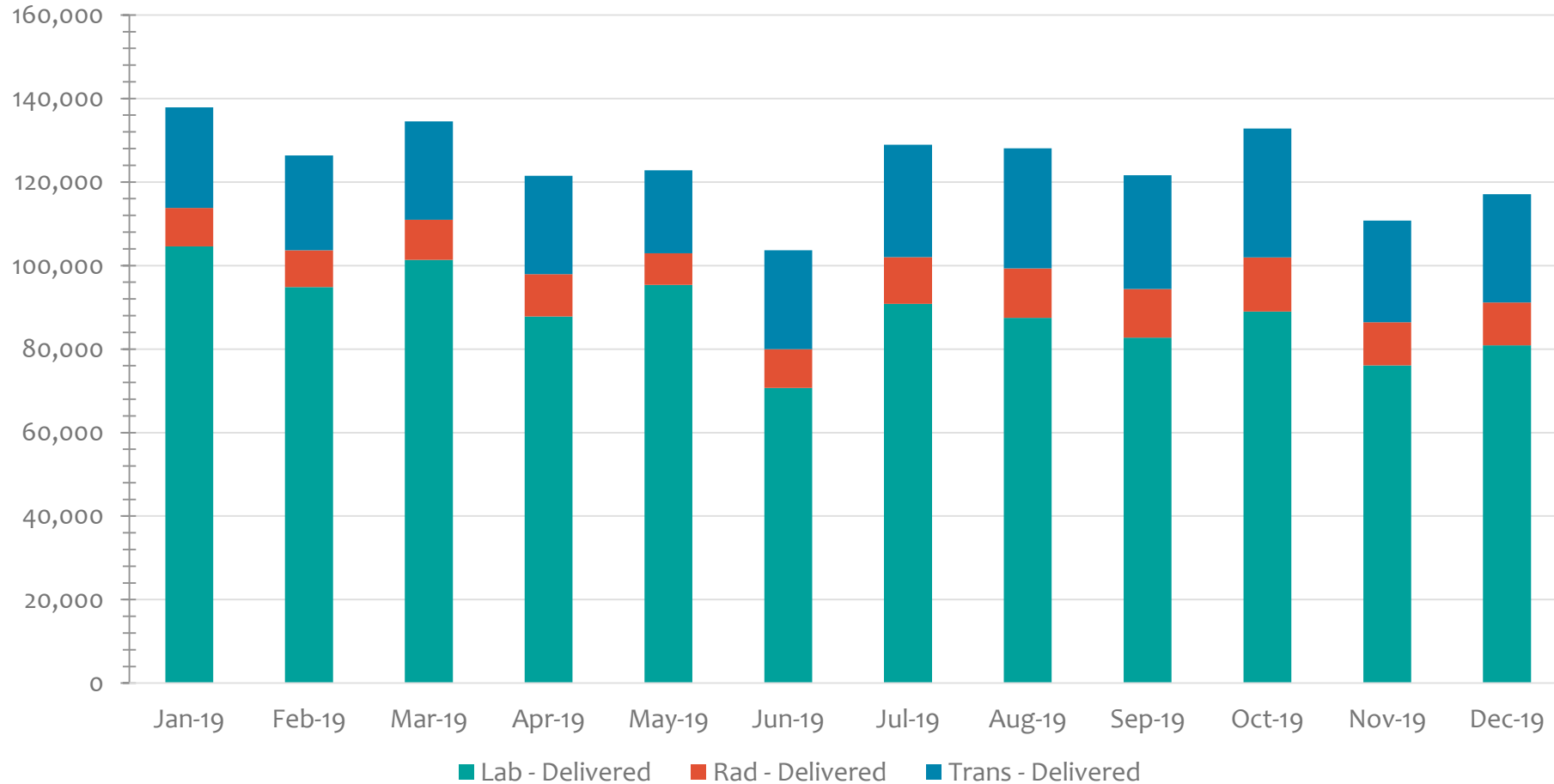


Point of Care: Utilization



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Provider Results Delivery



Number of providers receiving results in December = 469