



# MHTA Conference

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Alan Abramson, Sr. Vice President and CIO



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# Impact of Health Reform

- **“The legislation sets a new direction but doesn’t actually contain much re-form. We can anticipate additional legislation in coming sessions.”**

Mark McClelland MD, PhD

- **“When we combine ARRA, HITECH (new HIPAA) and ICD-10 with Health Reform, we see the greatest IT transformation in any industry in the last 50 years.”**

Wayne Pietreszek  
Partner, McKinsey

# Impact of Health Reform

- **A new IT infrastructure is the only major point of bipartisan support. But there are different opinions about how it should function....  
....seatbelts required, helmet optional.”**

**Harry Reynolds**  
Director Health Plan Transformation  
IBM

- **“As an industry, we have had over a decade to voluntarily create a better health care system which is patient-centered, effective, and cost efficient. We didn’t do it, and now the government is stepping in.”**

**Craig Semitt, MD**  
CEO, Dean Health System, Inc.

# Impact of Health Reform

## Core Elements

- **10 year messy transition**
- **Five year financial windfall benefits providers and pharma**
- **Payer success shifts from rating insured risk to attracting/retaining profitable customers.**
- **New forms of ‘retail health care’ will emerge**
- **New players = banks and government contractors**
- **Market solutions largely replaced with regulation, control, and bureaucracy**
- **Trial and error (no obvious winning strategy)**
- **Expect casualties (M&A, Re-org, and O.W.R.)**



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# Impact of Health Reform

## Core IT Elements

- Will impact nearly all systems and business processes
- Winning IT model = low cost, highly adaptable architecture capable of rapid change
- New Healthcare Model = 80% change in B.P., 20% change in IT
- ICD-10 is a “sleeper”, it will totally alter reimbursement
- IT partnerships – too much to do alone
- HIE is a key enabler
- Capital constraints = IT projects funded from efficiency gains



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