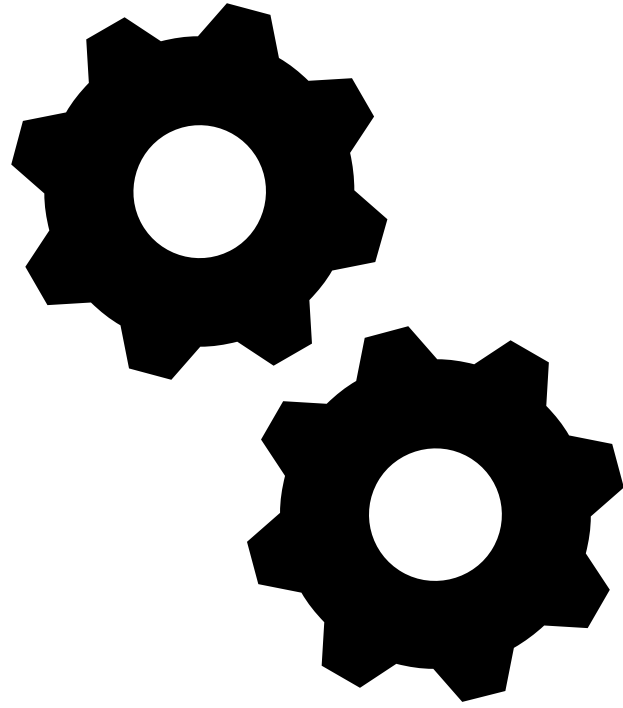


AN “IT CO-OP” FOR PRIMARY CARE

Dr Miriam Martin
MBChB, DCH, DipObst, DipCEM, MBA
(Distinction), MRNZCUC, MRNZCGP

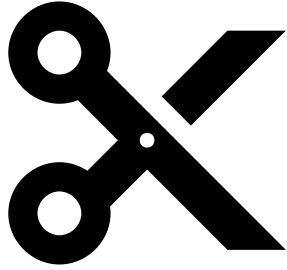


Is this you?



GPs' problem: managing complexity

- More comorbidities
- More pathways
- More information – more documentation
- Public sector not providing IT leadership



Cut expenses

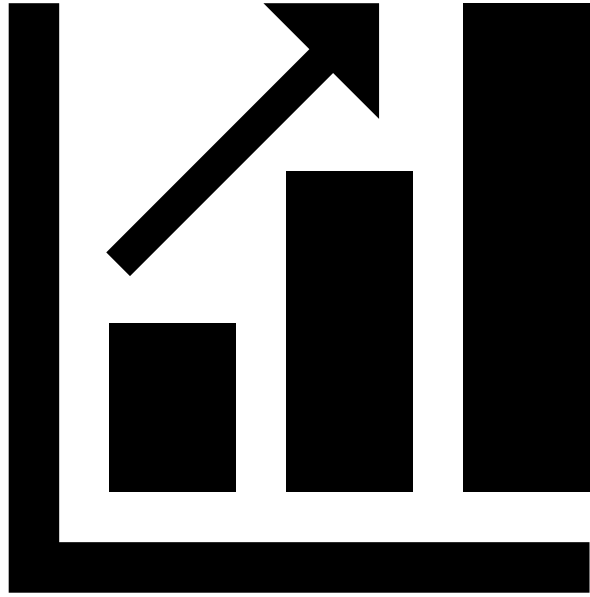


Increase revenue

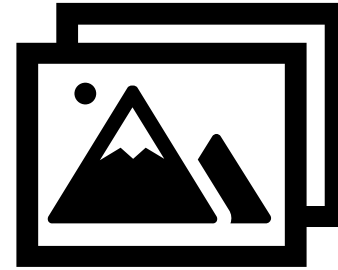


Improve outcomes

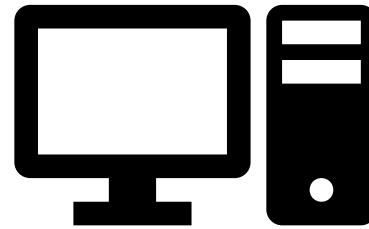
IT solutions help in three ways



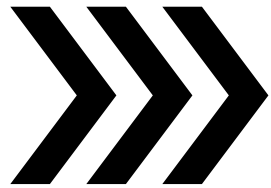
Positive, easy-to-implement business case



Standardisation



Existing & novel IT tools

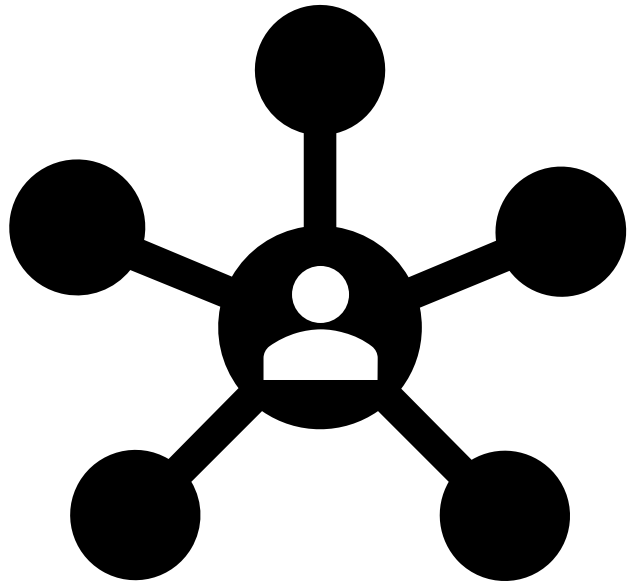
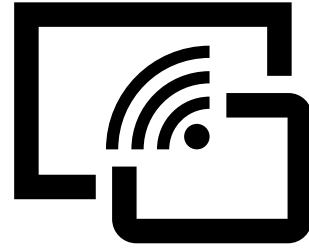


Short cycle times



Customer-driven innovation

**Solution:
Efficiency & profits
through IT**



In a co-op, practices pool resources to develop solutions, then share them

Example -Kaiser Permanente –PMS

9 million patients, USA

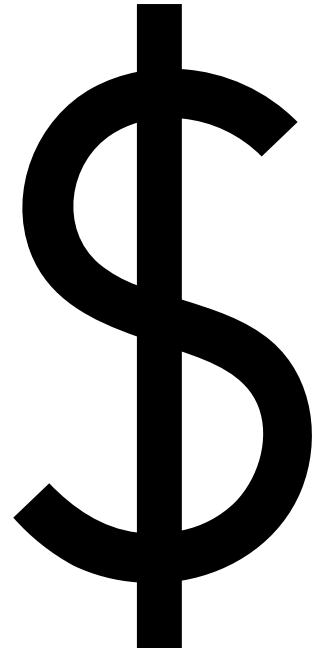
- First system with IBM –ground up complete system
- *clinicians were taking an extra 30 to 75 minutes per day to do their work because there were too many steps to complete simple tasks*
- 2004 Wrote off entire initial system -\$400m

- 2010 Second system: Epic Systems –with Cerner
- Integrated system –buy in modules and connect to main framework
- The system constantly monitors the patient –missed scripts, blood tests etc
- \$4b or \$444 per member with continuous investment
- Infrastructure is critical to keep the system going



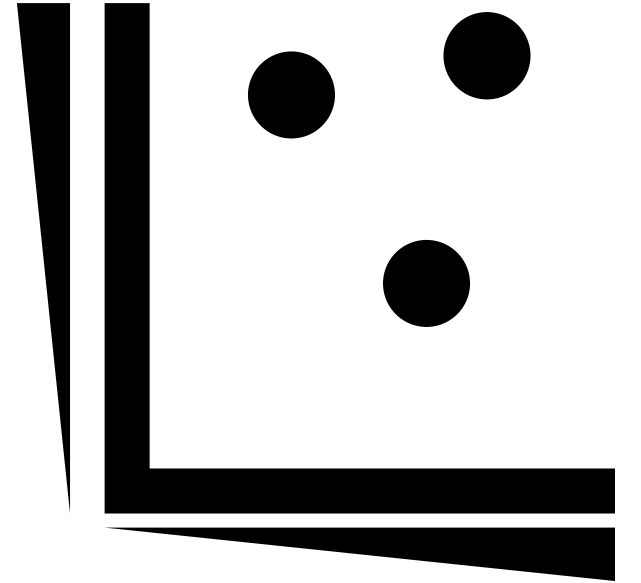
1

Brainstorm ideas



2

Quantify benefit



3

Rank by feasibility and impact

Three-step group discussion

Step 1 –Brainstorm ideas

Things that annoy you –eg normal lab results

Repetitive tasks –eg loading New Patient questionnaires

Things that cost \$\$\$ to do

Complex processes that involve many people/depts may need remapping

Big DATA collection

Step 2 –Roughly quantify benefit

- Doctor @ \$300 /hour
- Admin @ \$70 /hour
- Nurse @ \$100/hour
- Clinic space @\$30/hour or \$500/m²/year

- Brief mapping of time and \$
- Back of envelop estimate of annual savings/\$generation etc

Step 3 -Plot on Easy to do vs Make/Save \$ grid



Research

- Does the solution exist already?
- Can the existing solution be adapted?
- How much will it cost?
- Can it be integrated into our PMS?
- Can we sell the solution to PHO/DHB/MOH?

- Detailed mapping and costings

Interested?

Email me on miriamm@villagehealth.net.nz

References

Reynolds, B; Wadsworth, J; 2009. Agricultural Economists. A Guide for the Development of Purchasing Cooperatives. [Cooperative Information Reports \(CIR\)](#) 280606. United States Department of Agriculture, Rural Development.

<https://docplayer.net/18118005-A-guide-for-the-development-of-purchasing-cooperatives.html>

Pope, Lee Ann; 2006. Strength in Numbers: An Introduction to Cooperative Procurements. National Association of State Procurement Officials.

<https://www.naspo.org/dnn/portals/16/documents/CooperativePurchasingBrief.pdf>