

Washington State Health Information Infrastructure Advisory Board

**EHR Adoption Policy Options**

I. Adoption Policy Options by Barrier Type

A. Financial

1. Direct financial assistance
  - a. Purchase assistance
  - b. Use payments
    - i. Per patient
    - ii. Per encounter
  - c. Reduce liability costs
  - d. Pay for improved outcomes
2. Financial penalties (mandates)
  - a. Lack of purchase
  - b. Lack of use
3. Reduce market uncertainty
  - a. Standards
  - b. Certification
  - c. Purchase/support cooperatives
4. Increase EHR value
  - a. Access to more complete patient information
  - b. Organized feedback from physicians to improve usability
  - c. Decision support to reduce errors/improve efficiency

B. Technical

1. Selection assistance
2. Installation assistance

C. Practice

1. Workflow redesign assistance
2. Education of physician "champions"
3. Peer support

II. Potential Sources of Funds

A. Government

1. Direct
2. Tax incentives
3. Subsidized loans

B. Third-party payers

C. Employers

D. Health record banks

E. Patients

F. Other?

### III. Suggested Evaluation Criteria for Policy Options

- A. Practicality (Can it be implemented?)
- B. Effectiveness (Will it work?)
- C. Cost (Is the cost within acceptable range?)

### IV. Advantages of Community-based Solutions

- A. Achieve critical mass in medical trading area
- B. Engage peer support
- C. Local accountability
- D. Group purchasing
- E. Change local standard of care from paper to EHR

### V. Potential Short-term Policy Options

- A. Tax incentives for EHR purchases – i.e. sales tax exemption, B&O tax credit
- B. Increased reimbursements for encounters where EHR used
- C. Community-based EHR adoption programs
  1. Selection, installation, workflow redesign, education, peer support
  2. Consider grants to pilot programs in several communities
  3. Linkage to health record bank pilots?
  4. Some potential similarities to agricultural extension service (see <http://www.csrees.usda.gov/qlinks/extension.html> )