



North Texas Specialty Physicians



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April 15, 2010
Texas Senate Health and Human Services Committee

North Texas Specialty Physicians (NTSP)

- Physician founded (1995) and governed IPA headquartered in Fort Worth, TX
- 600 specialty and primary care physicians delivering care to 15,000 residents per day of Tarrant, Johnson, and Parker Counties
- Accepts risk for over 23,000 covered Medicare lives
- Believe that records should follow patients and be real time
- A physician-led organization focused on innovation and technology which resulted in the founding of Sandlot, LLC, a regional Health Information Exchange (HIE) in 2006



Sandlot, LLC

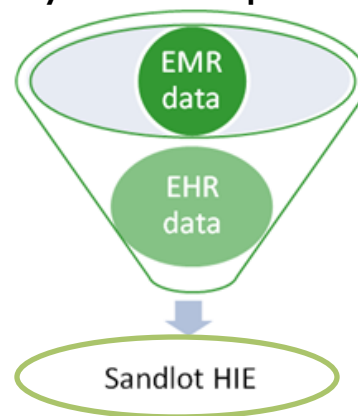
A regional Health Information Exchange (HIE) connecting North Texas physicians, hospitals, and other healthcare providers.

- 1.4 million patients
- 1,400 physicians and staff trained
- 350+ physicians feeding electronic clinical data
- 7 connected North Texas hospitals
- 50,000 clinical transactions per day



What Sandlot Does

1. Takes an Electronic Medical Record (EMR), which is a document electronically created during a physician/patient visit
3. Incorporates that new EMR into the patient's Electronic Health Record (EHR), which is the patient's medical history
3. Does this in real time and in a fashion that is parsable across disparate systems and interoperable with various EMR data sources
4. Ensures the EMR and EHR can be displayed for providers throughout the community at the point of care



Why develop Sandlot?

- Shared patient information means better care delivered more efficiently
- The medical record follows the patient, not the provider so there are no gaps
- Fewer mistakes, less duplication of resources
- Improve the model of patient care
- Safety and security of clinical information increases
- Opens up a new industry for both high tech and low tech services

Why Sandlot Works

- The physicians drive the technology, not technology driving the physicians
- Centers around the model of care
- Workflow friendly
- Best of Breed Integration
- Emphasis on low tech services for adoption, training, and utilization
- Sustainable

Case Scenario

1. A Patient goes to see his physician and faints while waiting in the lobby

Action: Physician went into the Sandlot portal and saw from the patient's medical history that he is diabetic and proceeded to treat the patient appropriately

Results: Patient was treated and sent home

Cost impact: Ambulance trip to emergency room and possible hospital admission avoided

Care impact: Patient received timely intervention at the initial point of care

Case Scenario

2. A Mother took her child to the pediatrician but forgot his immunization records

Action: Physician was able to view the child's previous immunizations in the Sandlot portal

Results: Doctor treated the child with the correct set of immunizations

Cost impact: Only the correct immunizations were given (no duplicate tests)

Care impact: The correct care was received, eliminating a second trip

Sandlot's Lessons Learned

- Select good partners
- Start from the right place
- Prioritize and audit security systems from the start
- Focus on achieving tipping points of physician and community adoption
- Achieve high levels of patient opt-in
- Maintain critical activity levels (clinical transactions)
- Be prepared to create new job opportunities that require training and education systems
- Ensure your financial model supports your clinical model of care
- Sustainability will be a result



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