



Patagonia Health



Electronic
Health Record



Practice
Management



Comprehensive
Billing

Presentations 101

- Give your background
- Build some credibility
- Be relatable
- Be personal

Background and Credibility (I hope)

- Been in Healthcare IT for the last 27 years
 - It hurts a little just to see that on the screen
- Roles include:
 - EHR Helpdesk
 - Managing an EHR R&D Team
 - Patient experience software
 - Healthcare cyber-security
 - Currently the VP of Sales & Marketing for Patagonia Health for the past 6 years

Relatable and Personal

- Born and raised in Cary, NC
- Married for over 22 years (to the same woman)
- We have three daughters



Disclaimer

- This is not a sales presentation
- It is not my goal to:
 - Promote Patagonia Health as the **leading provider** of EHR systems among public health departments across the country
 - Highlight we have several installations across California with state-specific functionality such as **MCAH and MTU**
 - Point out we are an employee-owned company with **award winning** U.S.-based customer service
 - Encourage you to visit my table if you would like to learn more.

Advancing Public Health

The Role of EHRs in Improving Sustainability

Sustainability through an EHR

- Reducing paper
- Minimize energy consumption
- Decrease carbon emissions
- Eliminate redundancy and duplicate data entry

The obvious: PAPER

- Printing reports
- Patient registration forms
- Claims and remittance advice
- Faxing referrals
- Paper charts
- The transition to electronic documentation can decrease paper-related costs by 50% or more.
- New York State Department of Health implemented automated reporting through its EHR, leading to a 60% reduction in paper usage.



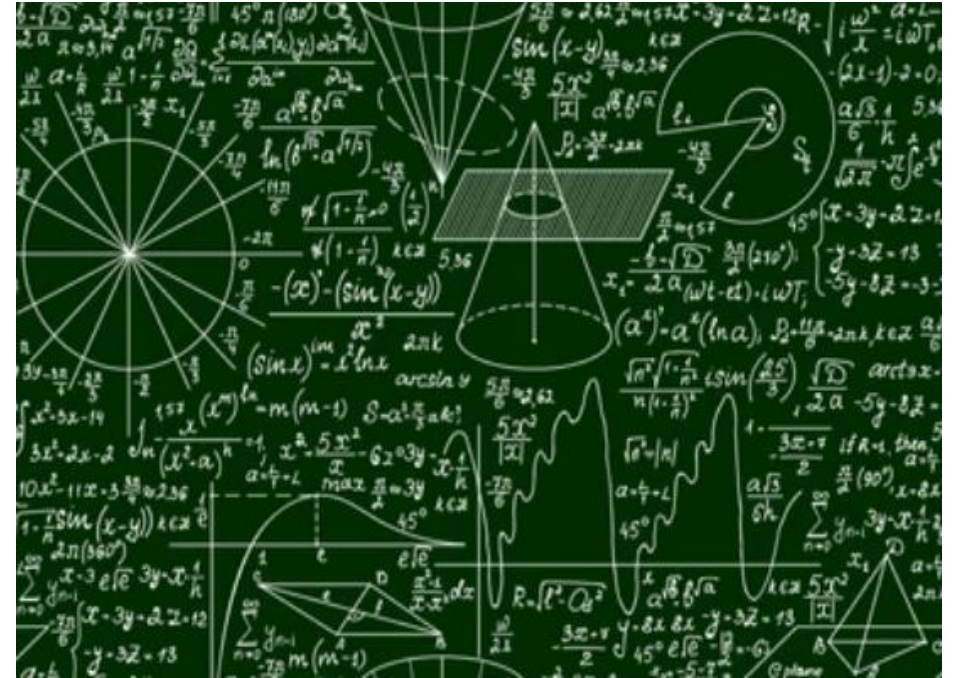
The environmental cost of paper



- According to the EPA, the average office worker uses about 10,000 sheets of paper per year.
- One ream of paper, 500 sheets, uses 5%-6% of a standard pine tree

Let's to the math

- 10,000 pages per year per person
- 5% of a tree per 500 pages (to make the math easy)
- Equals 1 tree per person per year (on the low side)
- 30 people in the office working for 30 years = 900 trees



Energy Efficiency: Cloud-based solutions

- Significant reduction of energy costs
 - Energy costs for just a 30-user system can exceed \$200 per month.
- A 2020 report by the International Energy Agency (IEA) showed that cloud computing can reduce energy use by up to 80% compared to traditional data centers.
- Providers like **Patagonia Health** offer Software as a Service (SaaS) EHR solutions reducing the need for on-site infrastructure



Energy Efficiency: Green data centers

- Partnering with EHR providers that utilize renewable energy sources can further enhance sustainability.
- Google Cloud, for instance, has been carbon-neutral since 2007 and has committed to running its data centers on 24/7 carbon-free energy by 2030.

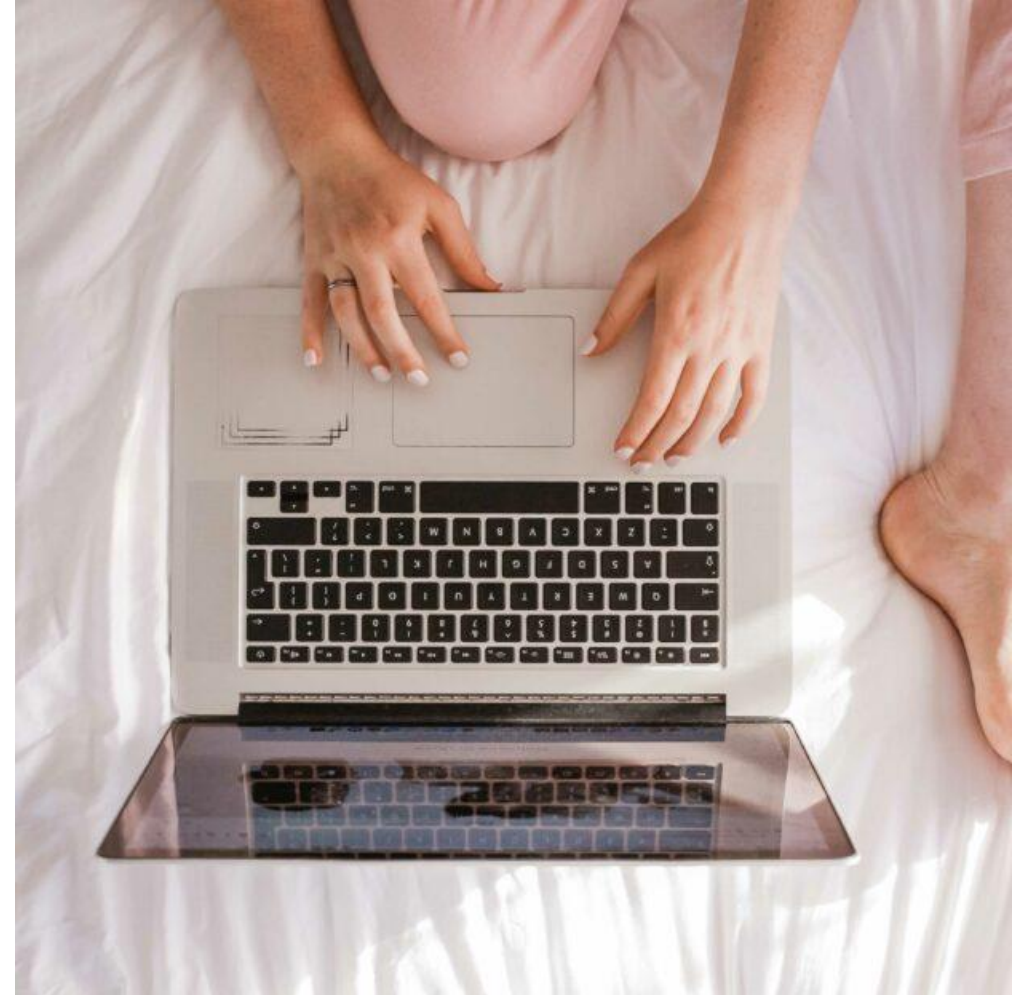
Patient Portals (yes, we have that)

- A study from the American Journal of Managed Care found that patient engagement through online portals can reduce no-show rates by 20%, leading to less wasted resources and more efficient use of time.
- eCheck-in / Contactless Patient Experience
 - Reduce registration paperwork
- Online bill pay
 - Paper statements
 - Paper checks
 - Reduced carbon footprint bypassing the postal service



Telehealth

- Telehealth use surged during the COVID-19 pandemic, with a study showing a 154% increase in telehealth visits in March 2020 compared to the previous year.
- As an example, **Patagonia Health's fully integrated Telehealth** solution is designed to make the easy and secure for both the provider and the patient.



Let's do the math



- Average distance patients drive: 8.6 miles
- Approximately 1.6 billion outpatient visits in the US each year
- Average mpg, per the EPA, is 26.4
- If we can move 10% of all visits to telehealth, we can save **52.1 million gallons of gas**

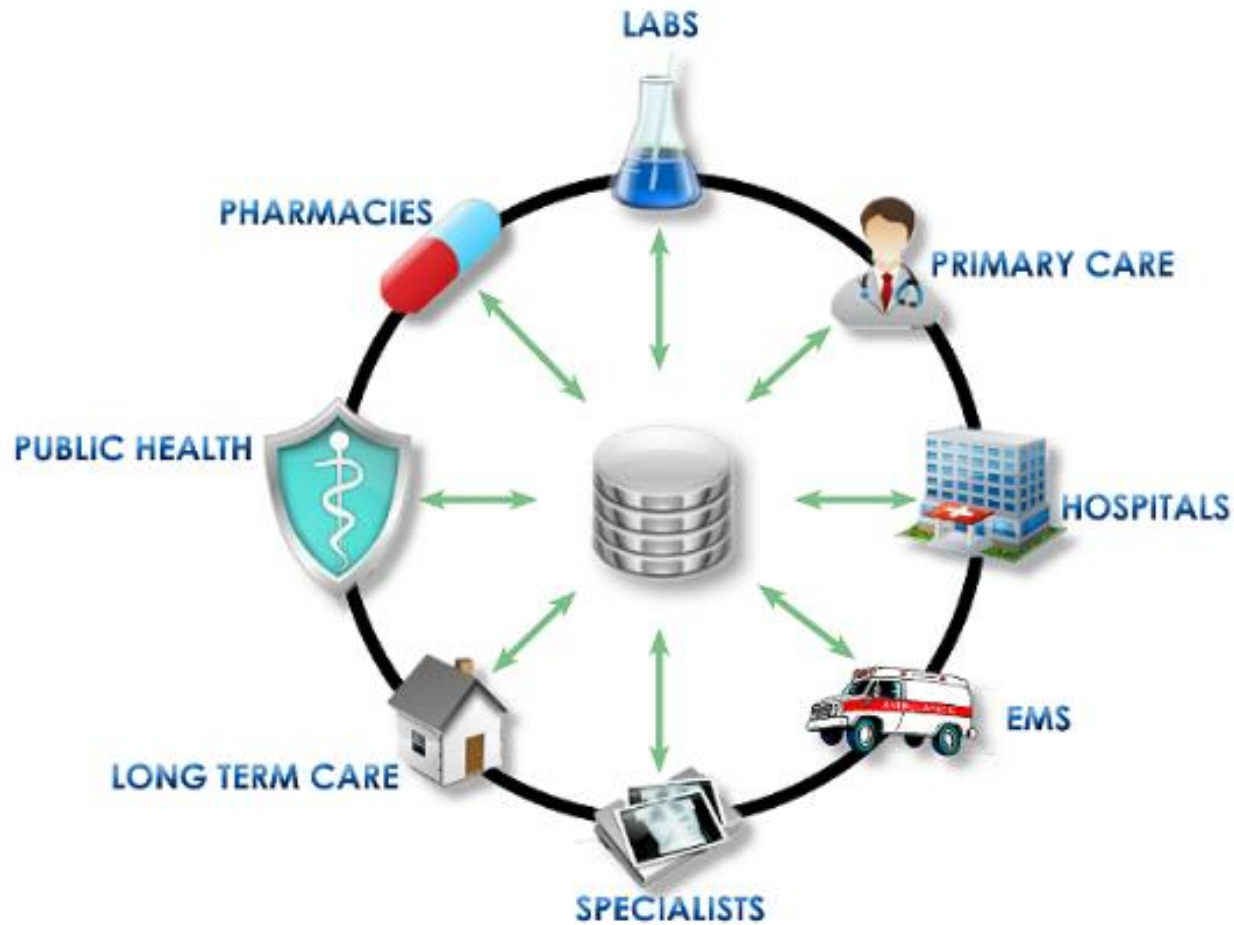


Eliminate redundancy

- Federally-certified systems, **such as Patagonia Health**, must be able to interact
 - The Healthcare Information and Management Systems Society (HIMSS) notes that interoperability can save the healthcare system up to \$30 billion annually by preventing unnecessary tests and procedures.
- EHRs that include collaboration features, like shared care plans, enable efficient communication among departments.
 - A study published in the Journal of American Medical Informatics found that enhanced collaboration through EHRs can reduce duplicate tests by up to 20%.



The data's been entered once already!



California State HIE

The EHR should be specific to YOUR programs

- Examples of how a certain EHR (yes, it's **Patagonia Health**) supports public health departments
 - Encounter notes for California perinatal, diabetes prevention program, medical marijuana treatment, animal bite treatment, and California children's services (CCS)
 - Tuberculosis App and encounter notes for LTBI
 - Encounter notes for family planning for low income individuals (Family PACT)
 - Case management documents for MCAH- smart start
 - Connection to CAIR/CAIR 2 (California immunization registry)





Do you have any questions?

Thank you!



Patagonia Health designs integrated EHR, Practice Management, and Billing solutions specifically for public and behavioral health. We are committed to delivering award-winning service from implementation to ongoing training and support.

[Patagoniahealth.com](https://www.patagoniahealth.com)



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