

## What is CO-REC?

CO-REC—the Colorado Regional Extension Assistance Center—is a collaboration of partners dedicated to helping providers in clinics, small hospitals, and other settings in Colorado improve care by implementing and using electronic health record (EHR) systems. Colorado Regional Health Information Organization (CORHIO) was the recipient of federal funding in early 2010, and developed CO-REC as one of the 60 regional HIT extension centers across the nation.

## Who operates CO-REC?

CORHIO provides the management and oversight for the federal grant program and CO-REC services, and has subcontracted with seven key partners across the state to provide CO-REC services to providers. The partner organizations include ClinicNET, Colorado Community Managed Care Network, Colorado Foundation for Medical Care, Colorado Rural Health Center, Health TeamWorks, Physician Health Partners, and Quality Health Network. These partner organizations were selected based on their expertise and coverage of the state.

## How do the CO-REC partners interact, and who should I choose?

As CO-REC was being formed, the seven partner organizations began meeting regularly to plan and submit the federal grant application. Under CORHIO's leadership, the partner organizations continue to meet regularly to develop CO-REC shared collateral including tools, standardized forms and preferred vendor contracts. In some cases, multiple partner organizations may have relationships with the same clinic or hospital in which case the facility is able to choose their primary REC of choice. Regardless of the CO-REC organization you may choose, all CO-REC partners will stay in close collaboration to ensure the success of the facilities in Colorado.

## What services does CO-REC offer?

CO-REC services are designed to take your organization from its current state—whether you have no EHR or only need to optimize your current system—to stage 1 meaningful use in 12 months or less. Services include:

- Readiness assessments—determining where your organization is on the continuum of readiness to adopt an EHR and providing a plan to prepare your organization for the EHR adoption process

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- Practice and workflow redesign—planning and preparing for the cultural changes, as well as clinical, and business benefits of EHR
- Assisting you in selecting a certified EHR product that offers the best value for your needs—taking you from developing your system requirements/needs to identifying the right vendor for you
- Vendor contracting—providing sample contracts and opportunities to connect with preferred vendors for an accelerated contracting process
- Process for EHR project management—offering a process to work with your selected vendor to ensure effective implementation of a certified EHR product
- EHR optimization and meaningful use—leveraging an EHR's potential to support your goals to improve quality and value of care, by enhancing clinical and administrative workflows, process improvement, template building, and clinical decision support
- Privacy and security best practices—providing training on how to comply with legal requirements to protect patient health information, including risk mitigation, policy and procedure templates, and business associate management
- Functional interoperability and HIE assessment and guidance—from the basics of e-prescribing to preparing your organization to participate in health information exchange with other providers and with other entities and for quality reporting

CO-REC support DOES NOT include funds for hardware or software for any provider.

## How does CO-REC provide services?

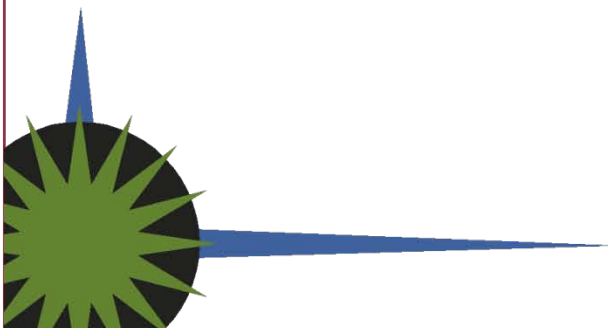
CO-REC uses a process consultation approach, focused on providing you with the skills and tools needed to make changes. We teach you how to make HIT decisions, empowering you to make changes in an informed and sustainable way. Processes and technologies are constantly changing and you will continue to need these skills in the future.

CO-REC believes the key to improving quality and patient safety, and to achieving a positive ROI on an EHR investment, comes when organizations have the right leadership, culture, process, and workflow in place. CO-REC works with providers to make sure these organizational factors align for HIT success.

CO-REC technical assistance is a mix of individualized on-site assistance with direct hands-on support, consultations, and group learning collaboratives. Educational resources include toolkits, educational Webinars, and Web links to best practices collected from the federal Office of the National Coordinator (ONC) and developed by the CO-REC partners.

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## Who Is Eligible for No-Cost CO-REC services?

No-cost CO-REC services are available to Colorado "priority primary care provider" providers as defined by the federal REC grant. Services are available whether you have no EHR, an installed EHR that is difficult or impossible to use, or a working EHR that needs to be optimized to fully benefit you and meet federal meaningful use requirements

Priority primary care providers includes:

- Physicians, or other healthcare providers such as physician assistants and nurse practitioners with prescribing privileges
- Family medicine, general medicine, pediatrics, OB/GYN and geriatrics in Individual and small group practices (ten or fewer professionals)
- Public and Critical Access Hospitals
- Community Health Centers (CHCs)
- Rural Health Clinics (RHCs) and Rural Hospitals
- Other settings that predominately serve uninsured, underinsured and medically underserved populations such as Community Funded Safety Net Clinics or other free clinics

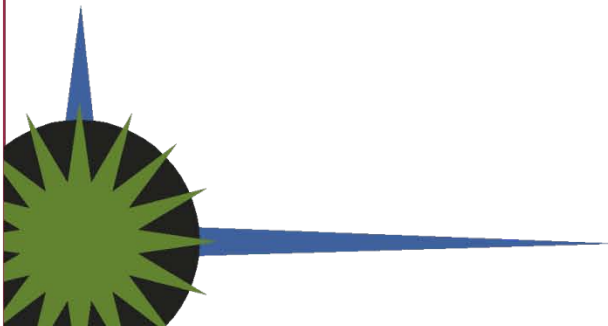
For more information about REC Eligible Providers, visit [www.HEALTHIT.HHS.GOV](http://www.HEALTHIT.HHS.GOV)

## How much do CO-REC services cost?

Now through January 2012, CO-REC services are subsidized by a federal grant. Unlike many other regional REC providers, CO-REC is providing services at no-cost to priority primary care providers. For priority primary care providers after 2012, CO-REC fees will be based on the services needed.

## Can any of the REC funding help offset purchasing costs for providers?

No, the REC funding goes directly to the CO-REC partners to pay for the technical assistance costs involved in helping you adopt and implement EHR. Federal subsidies will go directly to the providers to reimburse them for some of the costs once they reach meaningful use of their technology.



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## **Are Critical Access and small hospitals eligible for services?**

Yes. Services for Critical Access (CAH) and rural hospitals under 50 beds are now available. Clinics affiliated with CAH and small hospitals should sign up to start using services now. CO-REC consultants understand that the clinic and hospital EHR strategies are interrelated and their systems need to connect.

## **I am not a priority primary care provider. Can I use CO-REC services?**

CO-REC services are currently available to Colorado providers who meet the priority primary care provider definition. All clinics, hospitals, chiropractors, specialists, nursing homes, and other settings that focus on services other than primary care, who are interested in receiving services, should contact Robyn Leone, CORHIO CO-REC Director at 720.285.3245, or email: COREC@corhio.org.

## **There's always a catch. What will I have to do to use CO-REC services?**

To use CO-REC, organizations must commit to:

- Providing staff time to support the EHR adoption process
- Providing capital to purchase EHR hardware, software, implementation support, and other needed resources, for those who need to purchase an EHR
- Meeting agreed upon project assignments, tasks, timeframes, and reporting

## **How do I get started with CO-REC?**

To get started with Colorado Rural Health Center as your REC provider, all you need to do is fill out a provider letter of agreement or hospital letter of agreement by going to <http://www.coruralhealth.org/programs/hit/> and fax a signed copy to 303-832-7496 or scan a signed copy and send it to tm@coruralhealth.org.

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## How is CO-REC funded?

The 2009 American Recovery and Reinvestment Act (ARRA) created the EHR subsidy for technical assistance as an incentive with the belief that if all providers use electronic health records effectively, the safety, quality, and efficiency of care will improve, in turn reducing overall health care costs.

The majority of CO-REC funding comes through the ONC, Department of Health and Human Services, through ARRA. The other portion comes from in-kind contributions from the partner organizations committed to helping facilities improve quality and reach meaningful use.

Federal funding comes to CORHIO and is distributed to CO-REC partners when one of three milestones is achieved:

- Provider agreement between a health care practice and a regional extension center is signed.
- A practice and its associated providers are actively utilizing e-prescribing and quality reporting measures, such as disease registries.
- A practice and its associated providers have met meaningful use, based on the CMS standard released July 2010. Stage 1 criteria for meaningful use can be found on page 52:  
[http://www.ofr.gov/OFRUpload/OFRData/2010-17207\\_PI.pdf](http://www.ofr.gov/OFRUpload/OFRData/2010-17207_PI.pdf)

## What are CO-REC's goals?

CO-REC aims to provide technical assistance services and support to over 2,200 priority primary care physicians and other clinicians in Colorado over the next four years. CO-REC is committed to helping more clinics and hospitals reach meaningful use of EHR systems by 2012.

## Which EHR systems will CO-REC support?

CO-REC will only work with nationally certified EHR vendor products. At this point CO-REC partners work with a variety of different vendors. As this program evolves, CO-REC plans to focus on a select group of preferred EHR vendors/products for group purchasing and implementation cost-saving efficiencies. A list of currently approved EHR vendors/products can be found at  
<http://www.corhio.org/co-rec/vendor-information/approved-integration-ehr-vendors.aspx>



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## Why should I choose CO-REC over any other consultant?

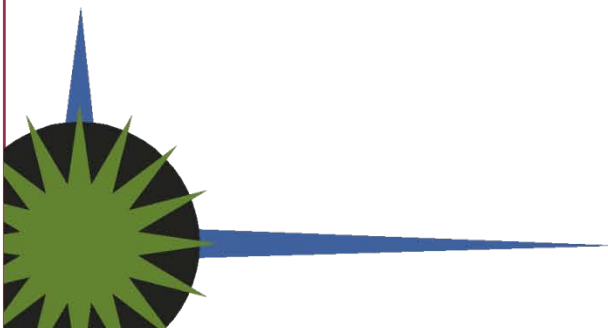
Our costs are lower because we receive federal subsidies support our technical assistance for adopting and optimizing HIT.

The organizations that make up CO-REC have a long term focus on assisting facilities with adopting health information technology and improving the quality and safety of patient care using technology tools. We offer you:

- Proven track records of helping providers improve health care quality, patient safety, and cost reduction
- Proven HIT expertise in delivering cost-effective services
- Close coordination with the state health information exchange programs, e-health initiatives, workforce training programs, other regional extension centers, and with other recovery act funded initiatives in Colorado.

We have extensive experience helping small practices and working with rural providers. Many of the larger consulting services with comparable experience have focused primarily on large hospitals.

We don't get paid by the federal government unless you achieve meaningful use!



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