

OREGON HEALTH NETWORK

LAYING THE FOUNDATION Oregon HIT Stakeholder Engagement Meeting July 23, 2009

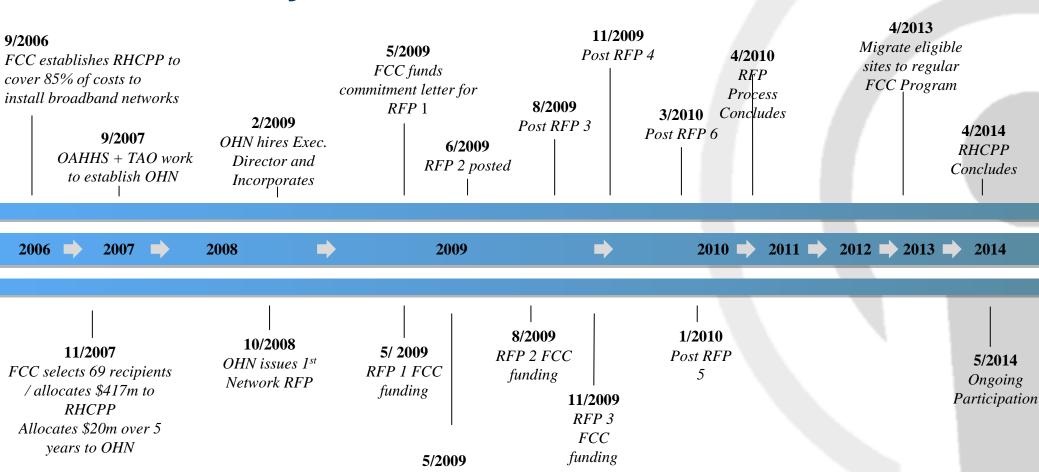


Goals

- 1. Update on OHN
 - Evolution
 - Vision & mission
 - Business model
 - Development plan
- 2. Current Status
 - RHCPP Status
 - OHN Participation Status



OHN: History & evolution



OHN holds 40 Letters of Agency RFP 2 submitted to USAC for approval, RFP 3 drafted, accepted LOA's for RFP 4



Vision & Mission: focus & priorities

- Sustainability & Business plan
 - FCC requirements
 - OHN requirements value beyond network
- Network Operations Center (NOC)
- 3. Education & awareness
 - RHCPP process
- Leadership & strategic planning
 - Marketing
 - Strategic partnerships
 - Non-profits
 - State
 - Industry
 - Staffing
 - Operations & systems infrastructure
 - **Fundraising**



All Oregonians have access to the best possible healthcare regardless of location.

Mission: To ensure the highest quality of healthcare for all Oregonians through an enhanced telehealth network, education, technological innovation and state-wide collaboration.



Business Model

Exploring Future Opportunities

Working with new payer models / groups

Providing telehealth to the patient's home

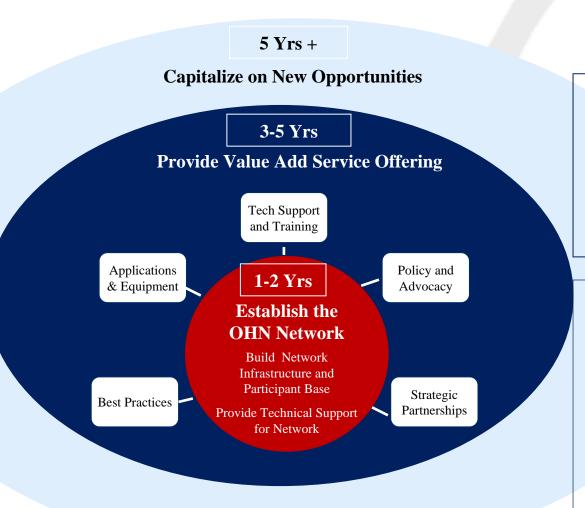
Facilitating new telehealth applications

Additional Suite of New Value Added Services

Consulting services for Telehealth design and delivery

Special needs training

Standardization of applications and equipment



Continuing to Develop Long-Term Strategic Partners

TAO

OAHHS

Cisco

Peer Technologies

Intel

Target New Customer Groups

K-12 Institutions (clinics and counselors)

Retail Pharmacies

Health Care Payer Groups Government Organizations

Assisted Living Facilities



OHN Development Plan

Phase 1 2008

Phase 2 2009

Phase 3 2009/ 2010

Phase 4 2010 / 2011+

Targeted Participants

- Early Adopters
- •Key Influencers
- •Non-Profit Urban Hospitals
- Community Colleges
- •Non-Profit Rural Hospitals

- Non-Profit Rural Clinics
- Mental Health Clinics
- Federally Qualified Health Centers
- Tribal Clinics
- Private Urban Health Clinics

- Private Clinics (urban and rural)
- For Profit Hospitals
- K-12 Institutions (clinics and counselors)
- Retail Pharmacies
- Health Care Payer Groups
- Government Organizations
- Assisted Living Facilities

Target early adopters and key influencers

Enlist core providers and user groups

Expand OHN's immediate user base

Recruit a broader set of tangential customers



FCC RHCPP: status

RHCPP: deadlines

- June 30, 2010
 All vendor contracts must be approved by the FCC by 6/30/2010
- May 2014
 - Oregon's RHCPP ends

National FCC RHCPP Updates

- 42 RFP's for 31 programs posted
- Issued 27 funding commitment letters for \$17.2 m
- Dispensed \$4.4 million in recurring
 & non-recurring services
- Approved 6 mergers with 2 additional proposed



A 5-year pilot program, all future RHCPP participant sites must have their vendor contracts approved by the FCC by June 30, 2010.



OHN Participation: status

RFP 1: Contracted 7 sites

- Network Operations Center (NOC)
- Wallowa Memorial Hospital
- (2) Blue Mountain Community College
- (3) Oregon Coast Community College

RFP 2: 51 sites out for bid

- Includes
 - 5 large hospital systems (including 27 hospitals and numerous clinics)
 - 11 small hospitals
 - 6 community colleges
 - 17 clinics

RFP 3: To post July/Aug 2009

• Includes 77+ sites





Creating awareness about OHN and the RHCPP time limitation continue to be our greatest challenges.
Collaboration is the best and only means for us to address them.

Thank you

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