

Instructions:

Break out into your assigned small group:

1 – Led by Jason	2 – Led by Tyler	3 – Led by Melissa	4 – Led by Wendy
Gina Bianco Laura McKeane Maggie Mellon Jen Bradford Awa	Bob Power MaryKaye Brady Jessica Perak	Liz Hubert Mary Dallas, MD Monica Clark Missy Mitchell	Martin Martinez Kelly Keith HongCheng Zhao

Discuss fee structure questions – your OHA facilitator/scribe will be documenting your answers

Per fee structure:

1. What are the benefits to this particular fee structure? Does it benefit one type of organization over another?
2. What are the challenges to the fee structure?
3. What are other considerations for this fee structure
 - a) How well does the fee structure support the fee principles?
 - b) What would make the fee structure better?
 - c) What changes would you make to this fee structure?
 - d) If you had to pick a fee structure, which one is your favorite? Least favorite?

Applies to all fee structures:

1. What are your thoughts around fee discounts?
 - a) Early adopter – what would be an “early adopter”
 - b) Data contributor – what is a good discount rate? Renewed annually?
2. Thoughts around whether fees for initial participation which will include onboarding should be higher or lower compared to ongoing fees.

Fee structure #1 - Fee structure based on # users and services (slide 36)

1. Fee structure based on # users and services (Sample)

Services	Basic	Plus	Premium	Enterprise
Web-Based Query Access	<10	<20	<30	30-50*
Extract(s) Per Month**	1	2	5	Unlimited
Data Mart ***	--	--	--	Unlimited

<p>Different fees may apply for initial (onboarding) vs. ongoing participation</p>	<p>Special fees and discounts: * \$X.XX for each additional license ** Additional extracts can be purchased for \$X.XX per extract *** Data Mart can be added to any subscription for \$X.XX annually</p> <p>10% annual data contribution discount/early adopter? HIT Integration (may have no charge, additional charge, or a discount)</p>
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Benefits	Challenges	Considerations

Fee structure #2: Fee structure based on organization type/size (slide 37)

2. Fee structure based on organization type/size (Sample)

Each subscription level includes web portal access	Basic	Plus	Premium	Enterprise
Provider Practice and facilities				
Tiered based on # providers	<10	<20	<30	30-50
Hospitals				
Tiered based on annual revenue	\$0-50 MM	\$50-200MM	\$200-1 BB	>\$1 BB
Provider organizations (Long term care, nursing facilities)				
Tiered based on # beds	<50	<100	<200	>400
Payers				
Tiered based on # of covered lives	<30K	<100K	<250K	>250K
State Agencies				
Medicaid share	\$ x	\$ x	\$ x	\$ x
Other state agencies	\$ x	\$ x	\$ x	\$ x
HIEs, EHR vendors/hosted solutions, IPAs				
Active users?	<10	<20	<30	30-50
Gross sales?	\$0-10 M	\$10-100M	\$100-500M	\$501 M +
Other?	\$ x	\$ x	\$ x	\$ x

Extracts included:

Basic – 1
 Plus – 2
 Premium – 5
 Enterprise – unlimited plus data mart

Different fees may apply for initial (onboarding) vs. ongoing participation

Special fees and discounts:

10% annual data contribution discount
 Additional extracts
 Data mart
 HIT Integration

Benefits	Challenges	Considerations

Fee structure #3: Fee structure based on annual revenue (slide 38)

3. Fee structure based on annual revenue (Sample)

Annual revenue	Standard	Data mart
\$0-10 M	\$	\$
\$10-100M	\$\$	\$\$
\$100-500M	\$\$\$	\$\$\$
\$501 M +	\$\$\$\$	\$\$\$\$

Standard includes:
 Web based query access
 5 data extracts

Different fees may apply for initial (onboarding) vs. ongoing participation

Special fees and discounts:
 10% annual data contribution discount
 Additional extracts
 Data mart
 HIT Integration

Benefits	Challenges	Considerations

Other considerations

Fee discounts	Pricing for initial participation vs. ongoing	Other

Provider Directory Proposed Fee Structure Principles

Below are draft fee structure principles developed by the Provider Directory Advisory Group that will be used as a foundation and basis for the provider directory fee structure:

1. Administration of the financing mechanism will be well-defined and as simple as possible.
2. Fees will be transparent and justifiable in how they are developed and maintained.
3. Fees will be balanced considering the benefits accrued and the respective user resources.
4. Fees will not be a barrier to participation but will be adequate to produce predictable incomes that support services and sustainability.
5. Customized enhancements that are approved by the governance body/steering committee, will be borne by provider directory users.
6. Federal and State investment to stimulate implementation of statewide technology will be leveraged.
7. Investment and adoption by as many stakeholders and users will be encouraged to support economies of scope and scale, and support overall success.