

**VENN**  
HEALTH  
PARTNERS

**Connecting the Dots...**

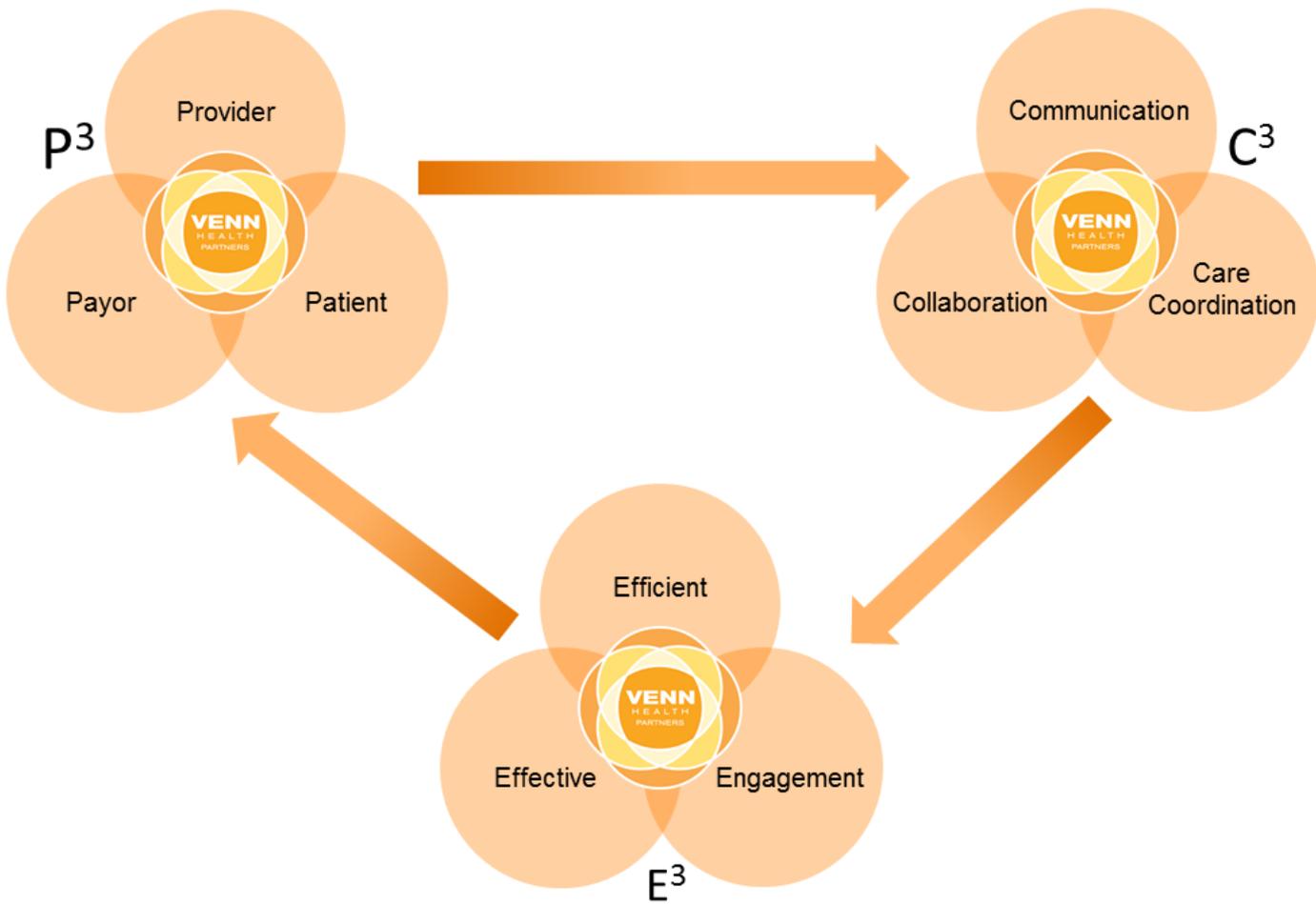


## We connect the dots...

- Provide Best in Class project/program methodologies
- Minimize implementation delays by owning work stream deliverables and communication
- Drive change management, adoption, and optimization efforts
- Execute governance framework



# The Ecosystem



# Core Offerings



## Population Health

<b>Enterprise Imaging/Telehealth</b>	<b>Data Management</b>	<b>Value-based Programs</b>	<b>Regulatory Mandates</b>
Vendor Selection	Data Governance	ACO	ePrescription
Discovery	Data Quality	DSRIP	Radiology CDS
Implementation	Enterprise DW	MIPS	CMS Core Measures
Governance	Analytics	Meaningful Use	
Asset Management	Artificial Intelligence		
ROI			

**Professional Services:**  
Program Management, Application, Integration, and Infrastructure Resources



## ADVISORY

- IT Strategy
- Current State Discovery
- Regulatory Mandates
- RFI/RFP Support
- Vendor Management
- Contract Negotiation
- Budget Planning
- Governance

## EXECUTION

- Program Management
  - Program Managers
  - Project Managers
  - Project Coordinators
- Application Support
  - Configuration
  - Integration
  - Documentation
  - Testing
- Infrastructure Services
  - Server/Storage
  - Networking
  - Security
- Education
  - Classroom
  - Just in Time
- Go-live Support
  - At the Elbow
  - Command Center
- Analytics and Reporting
- Governance

## OPTIMIZATION

- System Tuning and Stabilization
- Dashboards and Analytics
- Periodic Health Checks
- Clinical Workflow Integration
- Continuous Improvement Process
- System Expansion
- Governance



### PROGRAM GOVERNANCE

# Case Study: Enterprise Imaging



## Engaged at large North East health system

- Team of five overseeing 36 month rollout
- Best of breed solution managing three vendors
  - ✓ Enterprise Diagnostic Viewer
  - ✓ Workflow Orchestrator
  - ✓ Vendor Neutral Archive
- Complete integration across all enterprise applications
- Replacing/decommissioning eight legacy PACS systems
- Migrating 600+ TB of historical data to single Vendor Neutral Archive
- Optimizing existing departmental workflows to enterprise workflow orchestrator
- Coordinating “Just in Time” training and “At the Elbow” support
- Replacement of clinical distribution web application across Health System
- Supporting change management efforts within the Radiology Service Line
- Rapid deployment methodology to **ensure cost neutrality**
  - ✓ Ensuring vendor operating support costs remain neutral throughout transformation

# Case Study: Asset Management



## Fleet management of all cardiology devices across health system

- Completed discovery of all cardiology assets (US, EKG, procedure rooms, leads, etc.)
- Create database of all items
  - ✓ Include asset's useable life, software revisions, functionality and additional licensing
- Interactive dashboard to report to corporate and service line leadership
- Run asset utilization reports by service line and location
- Capital budget management available to support fleet refresh
- Operational budget management available to optimize the right assets to the right locations
  - ✓ Avoid unused duplication of expensive options and resources
- Cybersecurity management of all software revisions and updates
  - ✓ Avoid costly downtime due to cyber attacks against non supported operating systems

# Case Study: Radiology CDS



## Engaged at large North East health system

### Initial 3 month health system wide assessment

- Created inventory of all Radiology Ordering locations/systems
- Reviewed latest documentation released by CMS to understand the scope of the mandate
- Documented all technical and operational workflows
- Determined current application readiness
- Validated all IT projects required to comply with CMS mandate
- Created financial impact if mandate is not implemented to prioritize resources
- Presented findings to all appropriate Health System leadership

### Build program team to oversee implementation

- Multi specialty team to support program level efforts
- Determine additional professional services team requires to complete IT projects
- Define Health System Governance teams
- Oversee technical and operational efforts
- Support educational and change management efforts
- Ensured all risks were documented, communicated and the focus of all workstream meetings

# Case Study: Campus Transformation



## Ongoing engagement at large North East academic medical center

### Campus Transformation Team

- Team of 20 (out of 60) supporting ongoing multiyear efforts
- 150 active projects across all area of Medical Center growth
- Multi-billion dollar strategic initiative
- Project managers, project coordinators, technical writers, and structure cabling resources onsite
- Engaged in new State of the Art digital hospital and research center
- Implementation of new patient/provider centric technologies
- Supporting both capital and operational efforts

### Completed large data center buildout

- Supported IT team in build out and deployment of new disaster recovery data center
- Technical writers, ITIL and technical infrastructure experts, project managers, and training resources onsite
- Implementation of new CMDB (change management data base) for all application

# Case Study: CJR Accountable Care

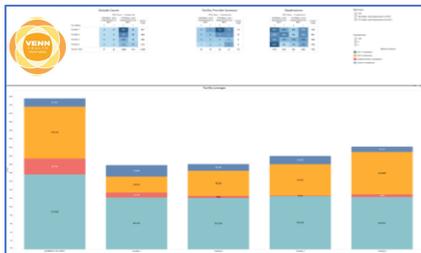


Engaged to build actionable dashboard on CJR performance

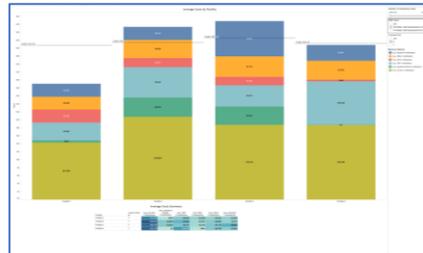
Initial load of CMS historical data across all facilities and region

- ❑ Created flexible data model to ensure that inclusion of additional data sources in later phases was possible
- ❑ Designed front end interactive dashboard
- ❑ End user can drill down each level of data to immediately uncover source of data variance
- ❑ Web based, HIPAA secure access
- ❑ Used for real time provider feedback

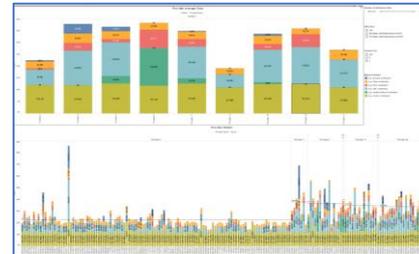
Regional Comparison



Facility Comparison



Provider Comparison



90 Day Episode Details

A screenshot of a table displaying 90-day episode details. The table has multiple columns and rows, listing individual patient episodes with their respective data points. The text is small and dense, typical of a data-heavy report.

# Introducing: Software Development Services



## Boutique software product development services

Expertise from real world implementations to deliver clinical and operational value

- Web Applications
- Mobile Applications
- Open Source Applications
- Web Services
- Middleware
- Service Oriented Architecture (SOA)
- Enterprise Business Solutions
- User Interface Designing/Usability
- One stop shop solutions from concept to products, including integration with Healthcare systems using IHE, HL7, FHIR, DICOM, etc.
- Local and offshore resources

## Current projects include

- Consumable Inventory Control – Ancillary Services
- Clinical Asset Management System

# Introducing: Population Health – dot by dot



Connecting the dots – one dot at a time!

Clinical and Operational expertise combined with enabling technology

- Solve individual uses cases across provider, patients, and payers
- Improve engagement, integration, and outcomes
- Focus on hospitals, care teams, and community services
- Technology works seamlessly with current IT systems – no costly replacement
- Aggregate the appropriate data sets across multiple (usually non integrated) systems
- Strong “rules engine” to create alerts, tasks, assessment, and education
- The appropriate alert to the appropriate member(s) of the care team with the appropriate amount of data
- Easy patient user interface for both entering data and responding to requests/alerts

# Venn Health Partners - Leadership Team



## ■ Kulin Hemani – Chief Executive Officer, VHP

Kulin Hemani has spent over 25 years pioneering innovations in healthcare economics for top-tier global healthcare brands, transforming struggling businesses into market leaders. An early architect of cloud storage, his deep understanding of health IT has seen him create and implement more than 150 multi-million dollar, enterprise-wide digital solutions, for efficient and effective healthcare delivery. His mastering of the business of healthcare, related revenue cycles, and the rapidly changing, often challenging patient-provider-payer landscape allow him to excel in translating the clinical and technology needs of enterprise-level healthcare companies into seamless, cross-functional solutions, consistently generating increased ROI and ROO. His entrepreneurial style, combined with a unique ability to forecast healthcare trends and leverage analytics for improved clinical outcomes, cast him firmly in a leadership role at Siemens Healthcare. During his 24-year career with the company, he held multiple executive-level positions within the PACS, Oncology Care Systems, and Computed Tomography business segments, including Vice President of Marketing & Business Strategy, and Vice President for Healthcare Enterprise Solutions. Kulin left Siemens in 2016 to take over as CEO of Venn Health Partners to create an organization with a mission to transform healthcare.

## ■ Ron Sims – VP, Business Development - Project Director, VHP

Ron has over 25 years of diverse healthcare industry experience and held numerous leadership, operational, program/project and analytical roles. He assumed the VP of Operations and Business Development in September 2015. He also serves as a consultative executive in strategic programs for clients. At Venn Health Partners, Ron oversees various teams within the healthcare information technology (“IT”) consulting services industry. These teams support organizations in Program Management, Project Management, Analysts, Training, Go-Live Support, EHR, Clinical Ancillary Systems, Revenue Cycle Services, and Population Health Services. Throughout his career, including at Venn, Ron has worked with strategic partners in software and professional services. His objective is to always provide his clients with options in niche areas as well as the big firms solutions.

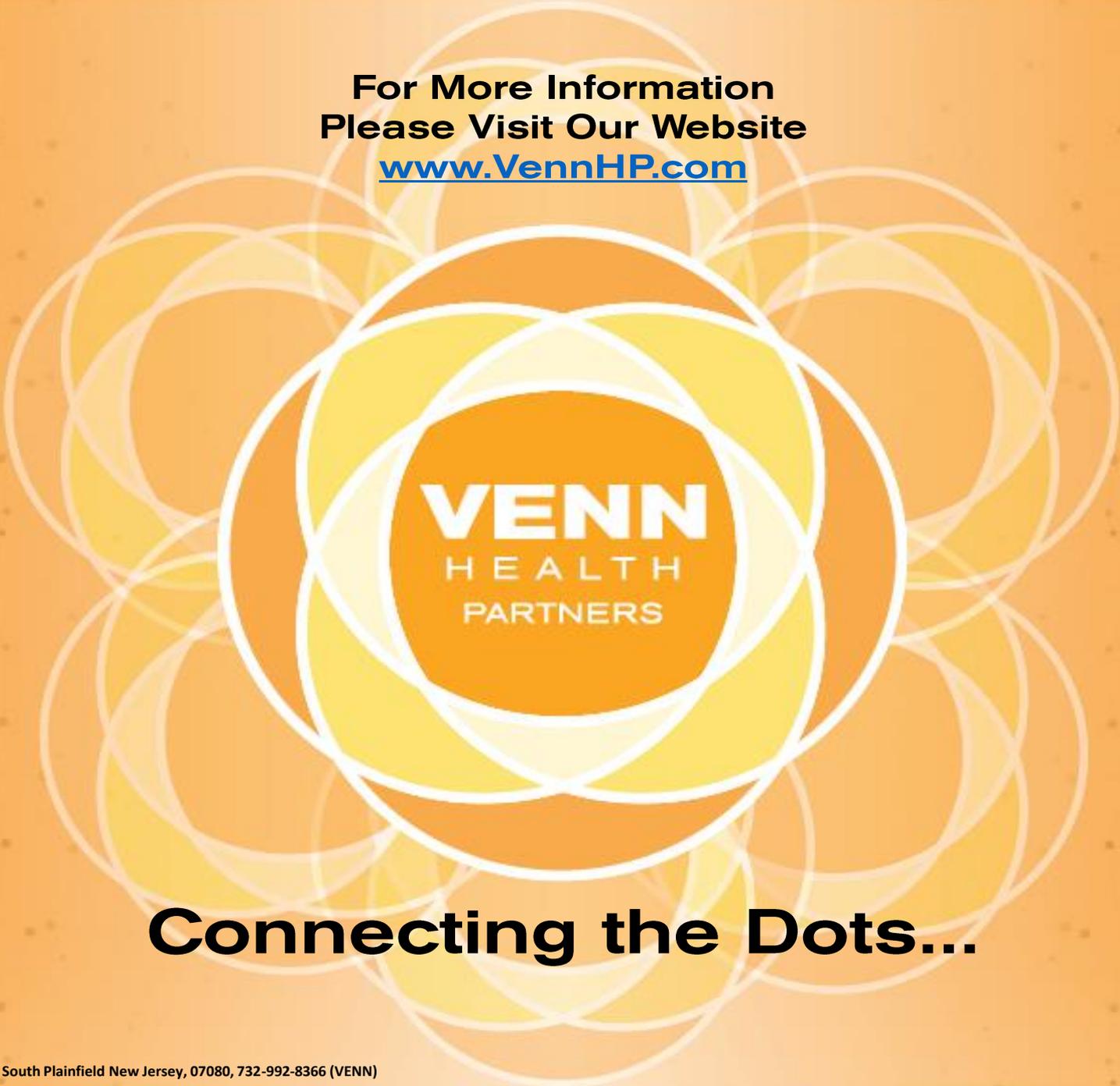
## ■ Chris Petillo – Senior Advisor, VHP

Chris Petillo has spent over 25 years implementing and advancing technology and operational optimizations in healthcare for top companies and health systems, transforming clinical efficiencies, increasing revenue, and improving patient outcomes. An early advocate and implementer of cloud image storage, his deep understanding of health IT has enabled him to engage in all clinical areas of healthcare including electronic medical records, departmental and enterprise ancillary systems, integration, data warehousing and analytics, and custom development. He has been published in several magazines discussing his opinions and experiences in the early days of PACS and later in Enterprise Imaging. With his deep understanding of the landscape of healthcare IT and his ability to translate the requirements and expected outcomes across all key stakeholders, he brings his insights, optimism, and determination as a change champion to help with the much-needed transformation of healthcare. He currently is Senior Advisor to Venn Health Partner and President of Rhyno Healthcare Solutions focusing on Population Health and Care Management solutions in hopes to tie in the much-needed integration of core clinical care systems with other social determinants of health.

## ■ Ken Kirch – Project Director, VHP

Ken Kirch has over 30 years of healthcare experience ranging from strategic consulting, to implementations of large clinical and financial systems, to holding several CIO roles at large academic faculty practices and university medical centers. As such, he has a strong understanding of hospital administration and operations and what is required to ensure successful implementations. Ken has engaged in developing IT strategy, system selections, and implementation of systems from major vendors including Cerner, McKesson, Meditech, Invision and HMS. He has acted as project manager on several Meaningful Use engagements including providing guidance and development of policies and procedures on the requirements to maintaining vendor relationships and ensuring deliverables were successfully obtained. He has successfully managed several parallel assignments involving multiple products, and interacting with key stake holders including “C” Suite leadership. He recently served as program director successfully completing an enterprise rollout of ePrescription for both controlled and non-controlled substances at a very large North East health system. In that role, he was responsible for oversight of each system upgrade and operational workflow changes, facilitating communication and issues resolution to all key leaders, and developing metrics to monitor the readiness and success of the deployment.

**For More Information  
Please Visit Our Website  
[www.VennHP.com](http://www.VennHP.com)**



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