



# GRIPA automates secure patient data transfer and simplifies data integration with Infor and DataMotion

## Facts at a glance



Headquarters  
Rochester, New York



Industry  
Healthcare



Products and services  
Infor Cloverleaf®  
Cloud Health Information Exchange (HIE)



Coordinating solution  
DataMotion™  
Direct Secure Messaging



Web site  
[gripa.org](http://gripa.org)

The Greater Rochester Independent Practice Association (GRIPA) is a membership-based organization, affiliated with Rochester Regional Health System, that represents more than a thousand employed and private practice physicians, three community hospitals, and a multi-disciplinary care management and information technology team. GRIPA faces challenges integrating with the many electronic health records (EHRs) among its physician practices.

GRIPA was also challenged with aggregating patient data in order to measure provider performance against a set of quality measures and metrics established through contracts with local insurance payers and the Medicare Shared Savings Program (MSSP).

GRIPA also needed a way to easily integrate and aggregate new data (regardless of document type and format) with existing clinical information from many other sources. GRIPA analyzes this aggregated patient data to create quality reports and pinpoint gaps in care where it can improve patient care and outcomes.

## Business goals

- Securely exchange clinical patient information between physicians and care managers.
- Integrate clinical information from disparate systems into GRIPA's central data repository.
- Efficiently manage clinical records and document types.
- Meet quality measures and metrics for the MSSP and insurance payers.
- Aggregate data to find patterns that can be used to improve population health.



There was a good infrastructure in place to combine new patient data with existing clinical information into the existing Infor central data repository. Bringing in DataMotion helps us meet Direct Project standards, integrate with more sources and leverage new data to improve patient care.”

Jamie Hayslip, CIO, GRIPA



## Improving patient outcomes

### Realizing cost savings

Previously, GRIPA's data gathering and auditing involved hiring medical records reviewers to visit practices and manually comb through electronic medical records and paper charts. That data was then entered into a central data repository.

When GRIPA became the accountable care organization (ACO) for all the providers in its network, the organization decided to automate the data gathering process by integrating DataMotion Direct Secure Messaging with Infor Cloverleaf Cloud Health Information Exchange (HIE). This new system allows physicians to exchange patient information securely with other care providers via Direct Secure Messaging into Cloverleaf. Cloverleaf then combines the new patient information with existing data in each patient's EHR. This ability to create comprehensive patient profiles provides the foundation for a proactive and data driven approach to health care.

This automation between Direct Secure Messaging and Cloverleaf helps GRIPA save time, money, and resources.

### Implementing the system, targeting clinical results

Once GRIPA signed the contract for Direct Secure Messaging with DataMotion, an accredited Health Information Service Provider (HISP), that system was up in a couple weeks. From an Infor standpoint, kickoff to data flow took about a month, and having an established relationship with Infor since 2005 made this transition a turn-key event.

With more detailed and accurate reporting, GRIPA was able to establish formal processes for using data to identify gaps in care. This helps create better reporting for quality initiatives, such as blood pressure screenings that are required by payers and Medicare. Additionally, GRIPA is able to analyze information about specific diseases and conditions and turn it over to physicians. This information allows the physicians to provide better patient care.

GRIPA also recognizes the system's clinical value for its care managers who work with high-risk patients; these patients require more care at a higher cost. A consolidated summary of recent patient activity, medication lists, allergies, lab results, and other information will help the team with more effective interactions, streamline care, and ultimately help improve patient outcomes.

“

Having partners like DataMotion and Infor—who are predictable and do what they say they'll do—is extremely beneficial for our organization. It makes time to value that much quicker.”

Jamie Hayslip, CIO, GRIPA

## The future of cloud-based HIEs

GRIPA recognizes that cloud-based HIEs like Infor Cloverleaf Cloud Health Information Exchange are necessary to be able to integrate and use data from disparate HIE systems. Moving forward, GRIPA sees potential in extending the use of DataMotion Direct Secure Messaging for sending patient alerts and alerts to practices when there are gaps in care.

“

There's a strong need and place for cloud-based HIEs. If other practice associations are contemplating an implementation like this, I would say it's a good thing to invest in.”

Jamie Hayslip, GRIPA



Complementary  
Partner

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