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Iroquois Newsletter

IROQUOIS NEWS

July 8, 2008

Health Care Reform Plans

IHA has been asked to provide recommendations regarding the certificate of need (CON) process to the State Hospital Review and Planning Council (SHRPC). The Department of Health is currently evaluating the CON process in an effort to ensure that the process facilitates the appropriate alignment of health care resources with community needs and avoids another downsizing of the delivery system. The Department is looking at ways to improve the process to respond to changes in the health care marketplace, local planning and public notice, the migration of services, and the CON submission and review process. IHA has established a local health planning advisory committee, and will be soliciting comments and suggestions from the membership.

Quality Coach Fellowship Program Educates and Energizes

IHA recently hosted three two-day education programs in collaboration with IPRO to train key hospital ancillary and managerial staff to maximize quality performance and patient satisfaction in response to the Centers for Medicare & Medicaid Services' (CMS's) quality measures and other P4P initiatives.

The goal of the QCF Program is to draw a clear connection between the day-to-day activities of front-line caregivers and the quality-measure focus of various payers. The QCF Program consists of multiple phases, each designed to institutionalize a team-focused environment that will support frontline caregivers in improving quality and ensuring patient safety. The program will facilitate the development of hospital-based quality improvement coaches to ensure that care provided within participating member hospitals is consistent with the various P4P initiatives, is properly documented, and will therefore be properly recognized by CMS and various other payers for reimbursement purposes.

Data Exchange Between Hospitals, Payors, and Physician Groups

The Health Information eXchange of New York (HIXNY) continues its work in developing a regional clinical information data exchange to be used by hospitals, payors, and physician groups in the Capital District. Data exchange between emergency departments and payor and physician groups is slated to begin this fall.

HIXNY was jointly created by the IHA on behalf of their 55 hospitals and the New York Health Plan Association (HPA) representing 30 health plans statewide, to promote collaboration among providers and payers designed to reduce health care costs and promote high quality clinical care in upstate New York .

Created in 2000, the primary mission of HIXNY is to reduce health care costs and promote high quality clinical care. HIXNY will achieve this dual mission by providing a technology infrastructure and services to enable physicians, hospitals and other health care providers and insurers to interact, share information resources, and conduct business using a standardized, HIPAA compliant approach to administrative transactions.

In 2005, HIXNY took a major step towards achieving its mission. HIXNY membership was expanded to include, 9 hospitals, 3 insurers, and 7 physician/clinic groups, joining IHA and HPA as equal members within HIXNY.

In January 2007, the HIXNY board was restructured and now includes equal representation from each membership category. Gary J. Fitzgerald, President of IHA, was nominated by the hospital members to serve on the HIXNY board in addition to George Hickman of Albany Medical Center, William Young of Ellis Hospital, and John Collins, MD of Northeast Health. [For more information about HIXNY, visit www.hixny.org.](http://www.hixny.org)

Competitive Local Contract Portfolio Available to All

United Iroquois Shared Services, the for-profit subsidiary of Iroquois, has a portfolio of contracts available to all IHA/UISS members. The UISS contracting team develops and maintains highly-competitive contracts based on member suggestions and feedback.

The portfolio includes contracts that affect various departments within your facility, such as: Dietary/Food Service; Materials Management; Medical Imaging; Engineering & Maintenance; and Environmental Services, to name a few.

The UISS Client Relations Team is available to meet with your department managers to review their current spend and determine savings opportunities through contract utilization. [Additional information is available at http://www.iroquois.org/contracts.cfm.](http://www.iroquois.org/contracts.cfm)

The Iroquois News is an email publication of the Iroquois Healthcare Alliance and United Iroquois Shared Services.



The publication is distributed as needed to share information. The news contains information regarding advocacy and an overview of the state and Federal political landscape as it impacts the health care industry in Upstate New York; initiatives of the Association including but not limited to workforce initiatives, bioterrorism, emergency preparedness, regulatory notifications; and information about our for-profit services including UISS group purchasing. To unsubscribe, please notify IroquoisNewsletter@iroquois.org.

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Iroquois Healthcare Alliance & United Iroquois Shared Services

Clifton Park Office
17 Halfmoon Executive Park Drive
Clifton Park, NY 12065
phone: 518-383-5060
fax: 518-383-2616

Syracuse
5740 Combs
East Syracuse, NY
phone: 315-487-1100
fax: 315-487-1101

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