

Affiliate Strategy

A FRAMEWORK FOR SUCCESS

Successful deployment of an electronic health record (EHR) across multiple sites requires significant planning and coordination. Based on our extensive EHR implementation strategy, training, go-live and stabilization experience, Leidos Health has developed an affiliate implementation strategy framework that assists partners with sharing information, achieve Meaningful Use compliance, support population management and improve patient engagement. Whether you are extending your system to independent partners or extending as a result of a merger or acquisition, our team can guide you through a successful affiliate implementation.

Affiliate Strategy Service Offerings



Additional Complementary Services

- ▶ Operational and Legacy Support
- ▶ Technology Assessment
- ▶ IT Strategy

Our framework ensures that foundational planning, design, host and affiliate readiness assessment, product validation, and infrastructure are in place before system build. We work with your team to plan for overall staffing to include project management and oversight, analyst build support, communication, change management, technical infrastructure support, end-user training, go-live, and post go-live optimization.

PROVEN FRAMEWORK

- ▶ Discovery and Planning services to develop a detailed strategic plan that includes governance, integrated resource planning, sequencing, and total cost of ownership
- ▶ Defined methodologies including, communications strategies, hardware, training, system build and testing, and adoption support
- ▶ Resource planning models
- ▶ Dedicated project teams to assure adequate staffing and qualified resources
- ▶ Practice participation, training and integration with deployment team
- ▶ Collaboration and coordination with inpatient and ancillary go-lives

Assess Readiness, Align Strategy, and Build a Foundation for Success

Leidos Health offers a unique combination of knowledge, expertise and breadth of talent to help our clients successfully roll out the EHR to affiliates. To develop our framework, we have leveraged our years of EHR solution and delivery experience along with our strategy, planning, implementation, training, go-live and project management expertise. We will work with you to assess your organization's and partner's readiness for implementation and help you develop an Affiliate Implementation program that supports your mutual goals.

Key Framework Phases

CURRENT STATE ASSESSMENT

Assess host organizational readiness for affiliate extension

- ▶ Organizational goal alignment
- ▶ Technical/infrastructure assessment
- ▶ Operational readiness



TOTAL COST OF OWNERSHIP

Comprehensive financial planning model to understand the impacts of the Affiliate program and facilitate careful planning



PARTNER ASSESSMENT

Determine partner readiness for implementation

- ▶ Organization alignment
- ▶ Technical/infrastructure assessment
- ▶ Operational readiness



ROADMAP RECOMMENDATIONS

Develop high-level timeline for rollout of partner readiness initiatives and functionality to affiliates that aligns with strategy

- ▶ Recommendations for optimizing current state
- ▶ Staffing requirements to support sequencing and timeline
- ▶ Risks/benefit analysis



Our methodology has been successfully utilized to reduce the risks of failure in the areas of timeline, budget, provider adoption, productivity satisfaction, revenue cycle performance, and patient access. In addition, we use findings from the planning process to execute on the affiliate implementation and rollout.

About Leidos Health

Leidos Health is a leading healthcare IT consulting firm with deep clinical and technical expertise to support our customers in selecting, implementing, and optimizing information technology investments. Leidos Health offers a comprehensive range of technology services for healthcare providers — from vendor selection, strategy, design, implementation, and optimization — across all major electronic health record systems. Our professional services help providers define and enhance IT strategy, optimize technology for their clinical workflow, improve the revenue cycle, and meet regulatory requirements.

FOR MORE INFORMATION

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