



NaviNet

MHDC HealthIT 2011
**The Tools for Meaningful and
Accountable Care**

The Technology to Power *EHR's* and *HIEs*

John Kelly, CIO
NaviNet, Inc.
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About NaviNet

- *Mission: Advance the efficiency and quality of healthcare.*
- America's largest real-time healthcare communications network
- Securely links health plans, partners and government to hundreds of thousands of physicians, clinicians and healthcare professionals
- **NaviNet Network:**
 - Large health plan customer base
 - 70% of nation's physicians
 - Touches 121 million covered lives
 - Multi-payer access
 - SaaS platform
 - 50+ different types of healthcare-related transactions



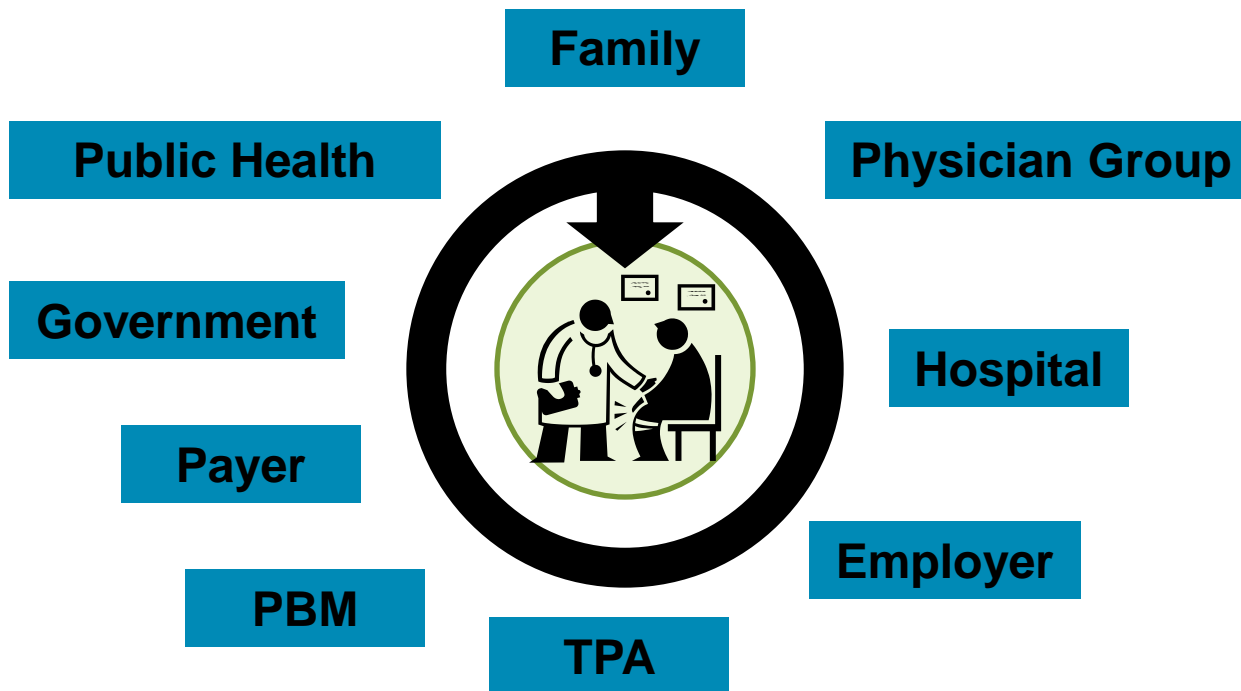
Company Highlights

- **Founded:** 1998
- **Headquarters:** Boston, MA
- **2010 Providers:** 900,000+
- **2010 Health Plans:** 30
- **Covered Lives:** 121 million
- **Employees** 300

End Game

- Making effective decisions
 - Timing
 - Experience
 - Knowledge
 - Context
 - Permission
 - Trust
 - Culture

The Moment of Influence



Role of Technology

- **Message**
 - Source, filter and craft
- **Delivery**
 - Package, transport and target
- **Presentation**
 - Context and device sensitive

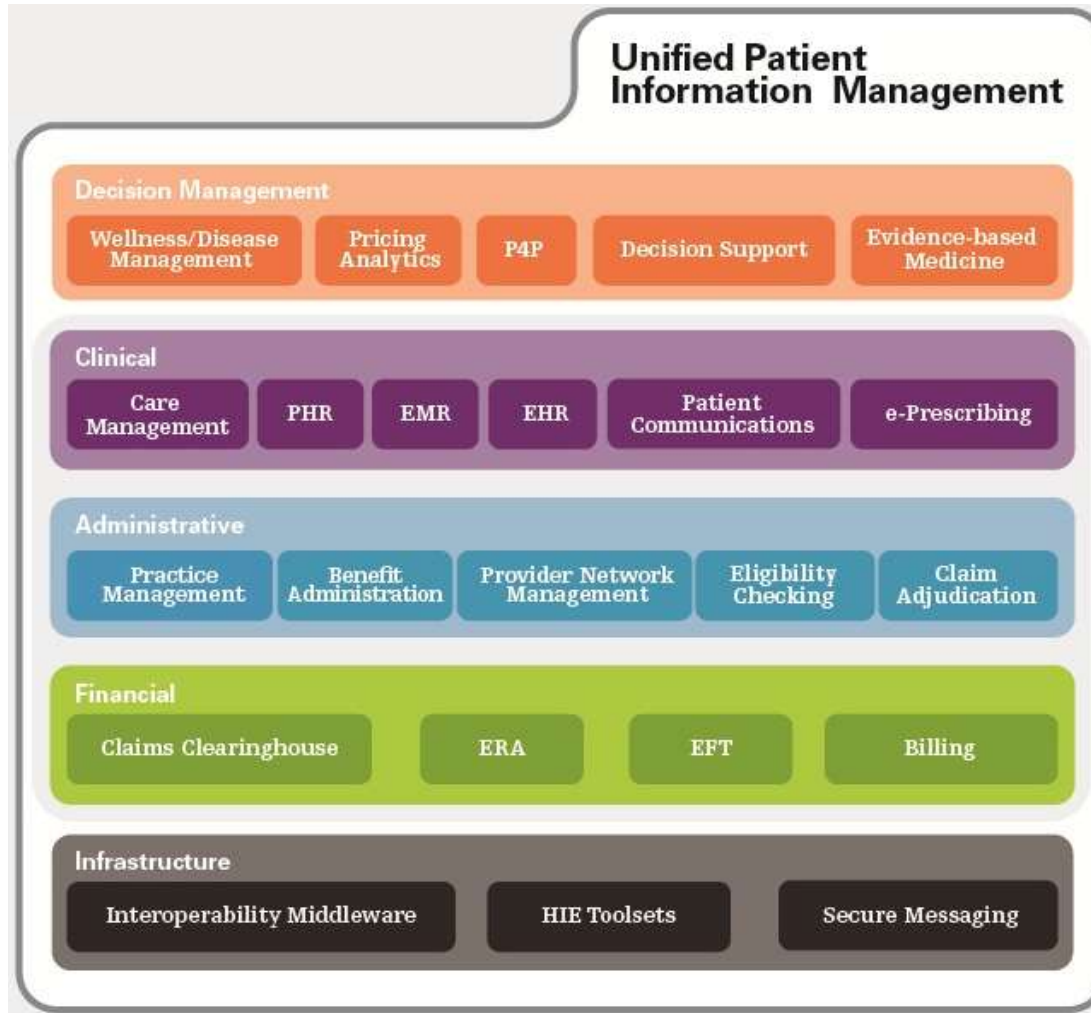
Challenge of the Multi Master World

- Single source of truth
- 360⁰ view
- Complete longitudinal record

VS.

Right Info, Right Place, Right Time, Right Format

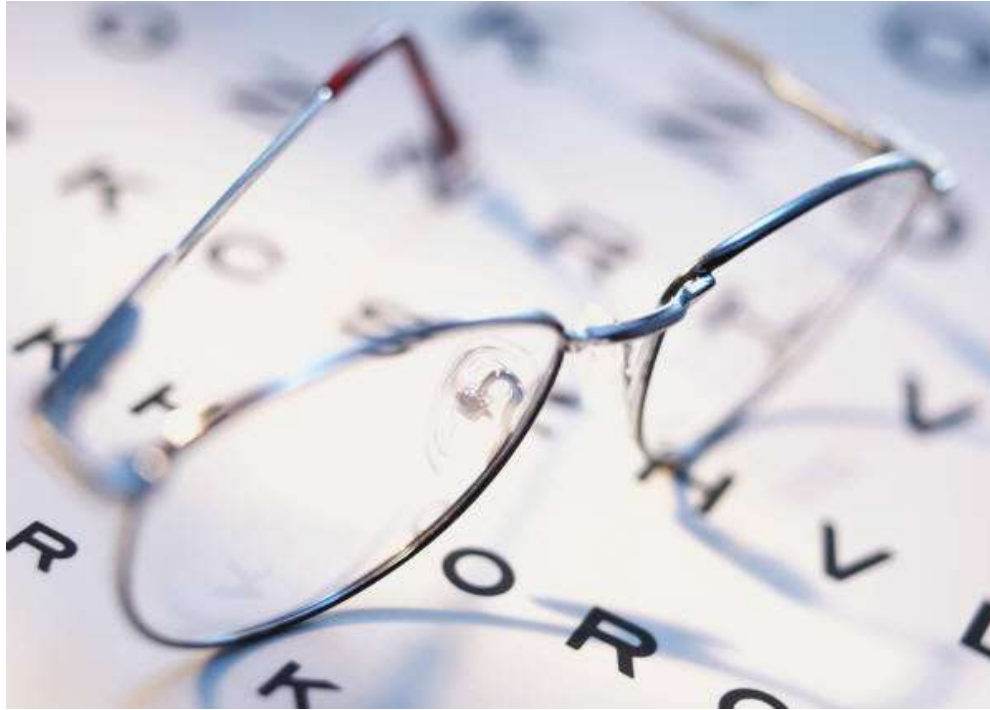
UPIM.....with a Capital M



It's the Internet Stupid....for Better or Worse

- Massively multi-participant online information exchange
- Collaboration, coopetition and commoditization
- Open architecture/standards based transmissions
- Value chain integration
 - Integrate disparate system data to a unified presentation via desktop and mobile devices
 - Go beyond the transactions and into the business processes of the whole process community (providers, payers, government, employers and other quality and cost overseers)

“Lens on the Page”



Are We There Yet?



NaviNet

Where healthcare comes together.

John Kelly

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