



HIE Oversight Committee

September 15, 2023

Recap and Agenda for Today

Recap from July 11th Discussion:

- Value of the HIE to providers, health plans, and the State
- Proposed HIE price increases and rationale
- Draft communications plan about increases

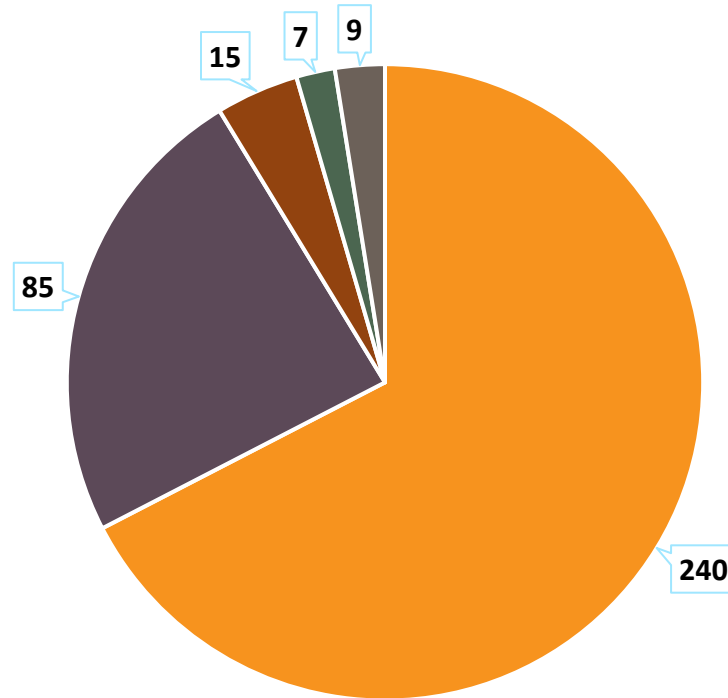
For Today:

- Discuss/decide HIE price increases
- Discuss communications plan about increases

Background & Rationale

- OneHealthPort developed a fixed-fee pricing model for HIE users in 2010
- Prices have not changed since 2010 – over 13 years – despite inflation, changes in vendor fees, and a much larger number of transactions over the years
- Costs will continue to rise
- To sustain the HIE and the overall business, OneHealthPort must raise its prices in 2024

HIE Participants by Organization Tier Level



- Entry: \$0 - \$10 Million
- Small: \$10 Million to \$100 Million
- Mid-size: \$100 Million - \$500 Million
- Large: \$500 Million - \$1 Billion
- Leadership: \$1 Billion Plus

Proposal 1: 75% Increase

- Even at 75% increase to the subscription model, costs and revenue do not match, with costs being higher than revenue

Organization Tier Level	Current Annual Subscription Fee	75% increase
Entry: \$0 - \$10 Million	\$600	\$1,050
Small: \$10 Million to \$100 Million	\$6,000	\$10,500
Mid-size: \$100 Million - \$500 Million	\$12,000	\$21,000
Large: \$500 Million - \$1 Billion	\$24,000	\$42,000
Leadership: \$1 Billion Plus	\$48,000	\$84,000

Proposal 2: 85% Increase

- HIE prices would need to be increased 85% for costs and revenue to match at break even

Organization Tier Level	Current Annual Subscription Fee	85% increase
Entry: \$0 - \$10 Million	\$600	\$1,110
Small: \$10 Million to \$100 Million	\$6,000	\$11,100
Mid-size: \$100 Million - \$500 Million	\$12,000	\$22,200
Large: \$500 Million - \$1 Billion	\$24,000	\$44,400
Leadership: \$1 Billion Plus	\$48,000	\$88,800

Proposal 3: 111% increase

- This proposal provides a buffer to cover unforeseen costs (i.e., transaction overage fees). The original 2013 HIE Oversight Panel recommended a 15% margin to offset risks for these purposes.

Organization Tier Level	Current Annual Subscription Fee	111% increase
Entry: \$0 - \$10 Million	\$600	\$1,266
Small: \$10 Million to \$100 Million	\$6,000	\$12,660
Mid-size: \$100 Million - \$500 Million	\$12,000	\$25,320
Large: \$500 Million - \$1 Billion	\$24,000	\$50,640
Leadership: \$1 Billion Plus	\$48,000	\$101,280

Communications Plan

- **Oct –Dec 2023:**
 - Communicate with HIE subscribers about price increases that will begin January 2024
 - Utilize OneHealthPort newsletters and website as a forum for delivering messages about HIE value and increases
 - FAQs on our website with the providers’ most commonly asked questions
 - Provide feedback loop that captures questions
- **December 2023:**
 - Invoices sent out to subscribers with subscription payment due in January. Letter accompanying invoice explaining price increases
- **January 2024:**
 - Continue reaching out to subscribers about changes as needed to address questions and new invoicing process

Additional Details

- **Process change in 2024:**
 - Annual subscriber invoices will always be in January versus throughout the year
 - For 2024, less payment upfront for subscribers whose anniversaries are later during the transition year (pro-rated credit for subscription fee already paid)
 - New subscribing orgs that join in 2024 and beyond will pay a pro-rated amount through the end of the year based on startup month of HIE use, then receive a full year's invoice in January of the following year
- **By Q3 2024:**
 - HIE Oversight Panel to discuss pricing adjustments needed for 2025
- **Other:**
 - OneHealthPort working with HCA to apply for Federal Medicaid dollars to offset costs to providers

