

# Southwest Michigan Health Information Exchange Physician IT Summit

Summary and Analysis from  
July 2009

Physician Practice Survey  
Larry Hamilton, ChangeScape Inc.

# Objectives of the Survey

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- Determine the extent of EHR penetration in our seven county area
  - For those with an EHR system – what brand and what functions they use most
  - For those without an EHR – when, or if, they might be putting one in and what brand they're considering

# Objectives of the Survey cont'd.

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- Determine the number of practices owned by hospitals/health systems vs. independent
  - How interested their practice would be in sharing health information and becoming part of a health information exchange
  - What kind of help they might need to achieve their objectives relative to EHR systems
  - Demographic info (size, # docs, specialties, etc.)
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# Survey Area



## Seven Counties Surveyed

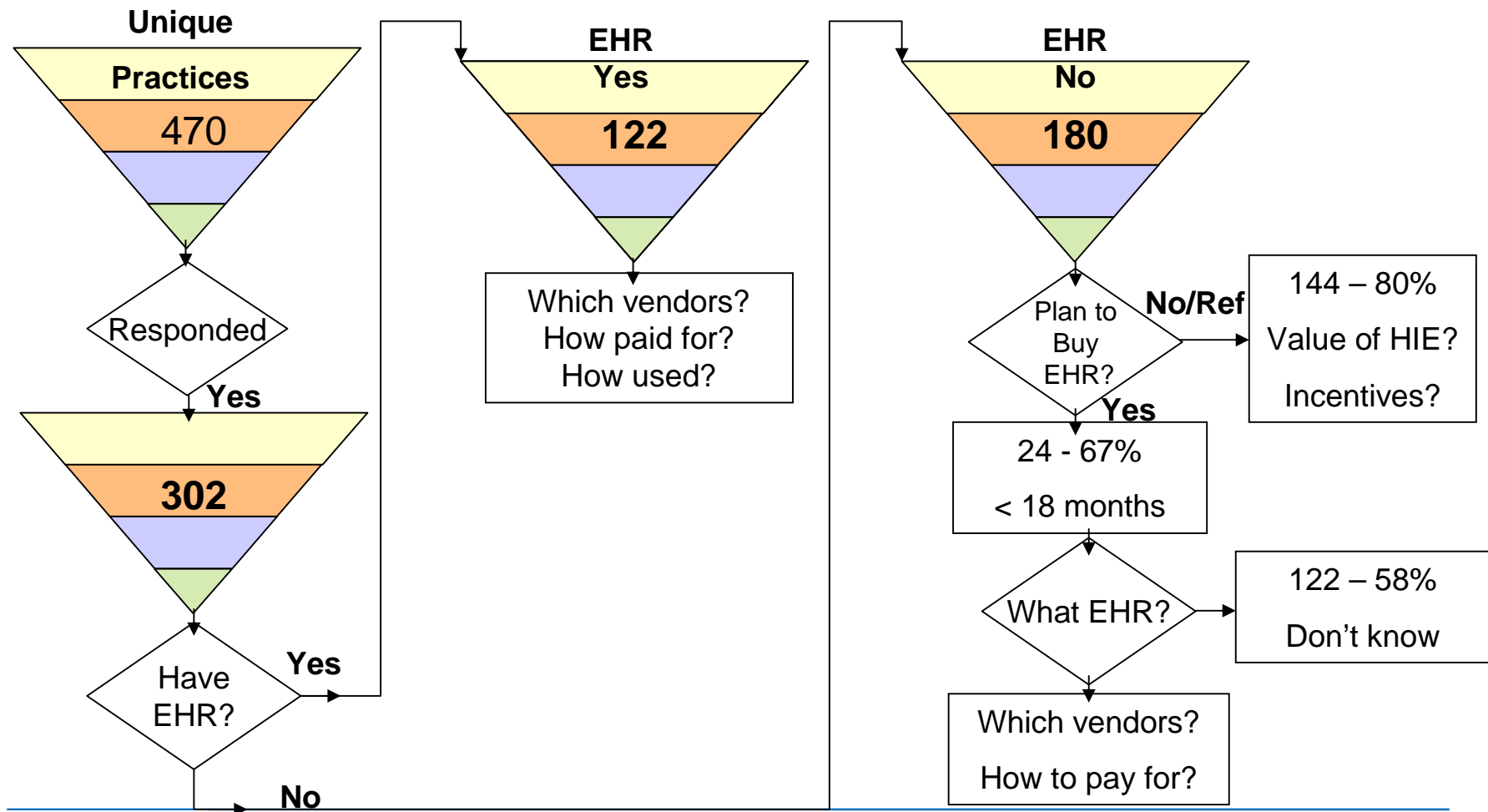
Berrien  
Branch  
Cass  
Calhoun  
Kalamazoo  
St. Joseph  
Van Buren

# Survey Process

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- Acquired Physician Database from [SK&A](#)
- Analyzed for Zip code and City coverage
- Eliminated Practices already surveyed
- Created Phone Survey Script
- Contracted with Market Decisions to conduct phone survey - goal: 300 complete surveys
- Conducted survey from June 30 – July 30
- Final Report delivered July 31, 2009

# Survey Question Logic Overview



# Results

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- Responses - 302 responses collected
  - Represents 725 physicians in Southwest Michigan
  - 63% of total physician population in the region
  - 49 practices are owned by a hospital (16%)
  - 11 practices are owned by health system (4%)
  - 239 practices are independently owned (79%)
  - 3 no answer (1%)

# Results: Practice Management Systems

Question: Does your practice use a practice management system?

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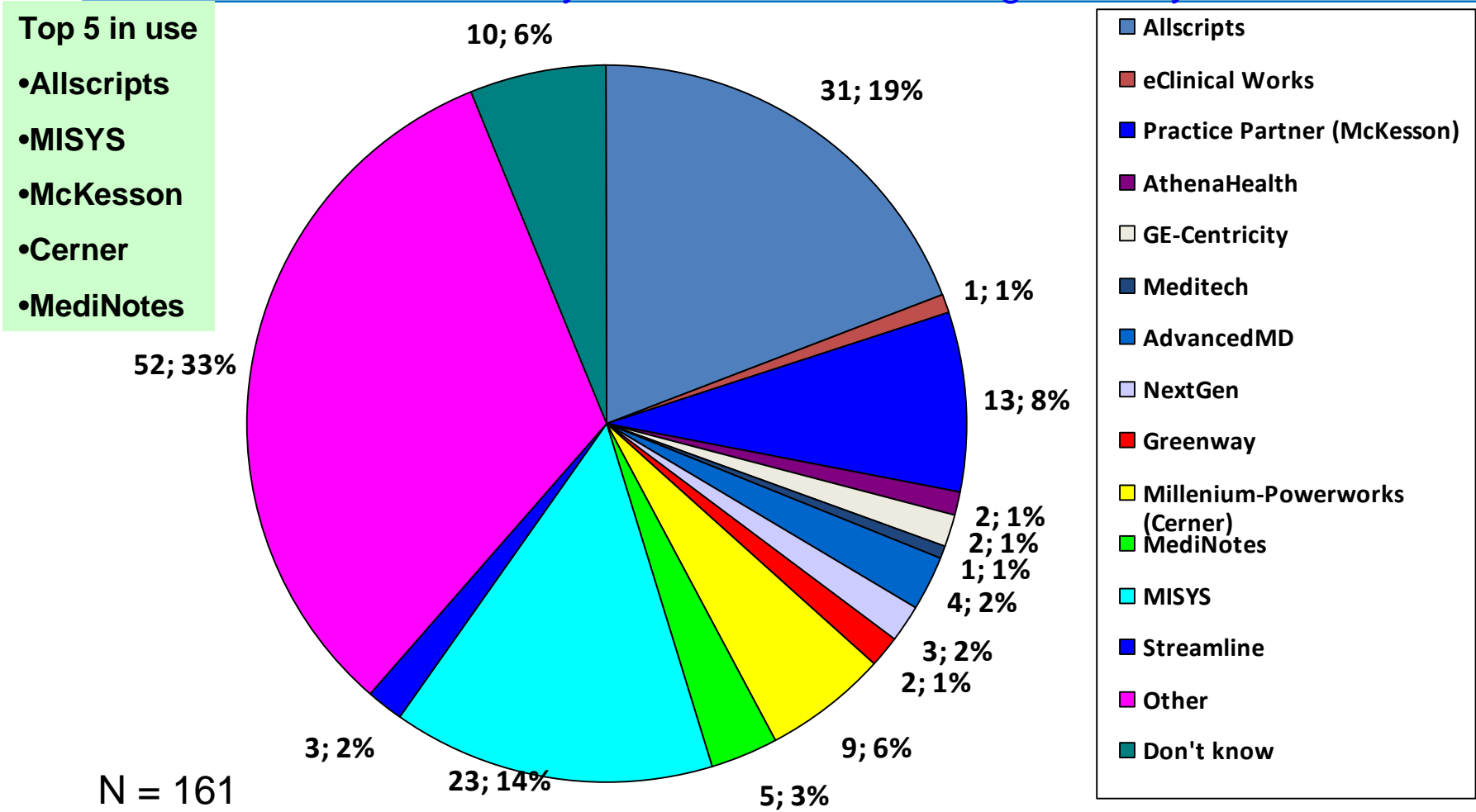
- Yes - 53% (161) use a Practice Management System
- No - 47% (141) do not.

N = 302

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# Results: Practice Management Systems

Vendors currently used for Practice Management Systems



# Results: EHR System

Question: Does your practice use an EHR system?

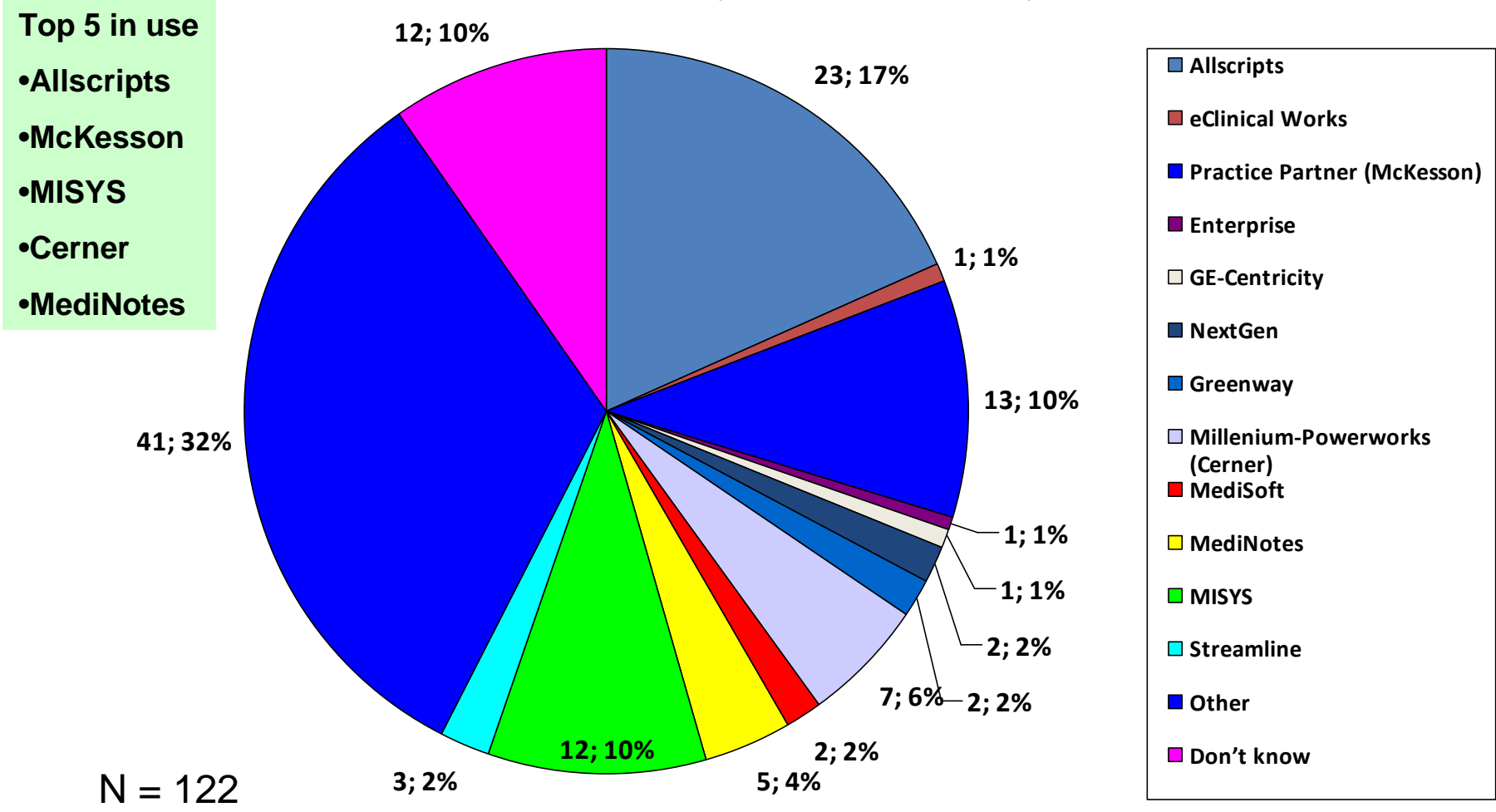
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- Yes - 40% (122) use an EHR System
- No - 60% (180) do not.

N = 302

# Results: Use an EHR System

## Vendors currently used for EHR Systems



# Results - EHR Functional Uses

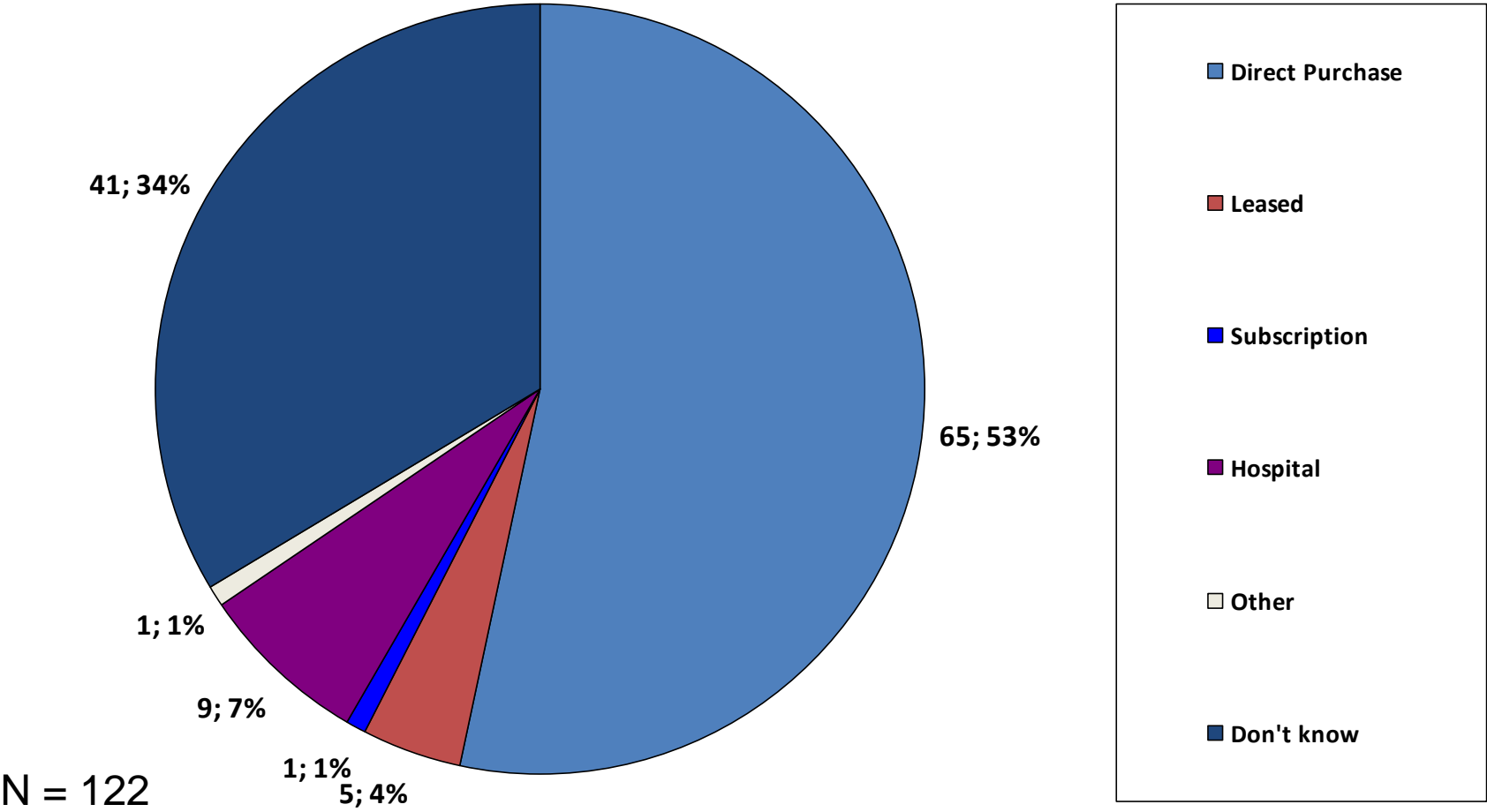
Question: How often does your practice use the following functions?

Functional Uses	Never	Sometimes	Always	NA (Do not have)	Don't Know
Consult letter creation	59 48%	24 20%	13 11%	21 17%	5 4%
Medication management	9 7%	68 56%	41 34%	2 2%	2 2%
E-prescribing	23 19%	46 38%	47 39%	4 3%	2 2%
Orders for labs and diags	46 38%	39 32%	28 23%	6 5%	3 2%
Patient comm – e-mail or portal	102 84%	13 11%	5 4%	1 1%	1 1%
Clinical decision support	42 34%	63 52%	8 7%	3 2%	6 5%

N = 122

# Results: Use an EHR System

Question: How did your practice pay for your EHR system?



# Results: Do not use an EHR system

Question: Are you planning to acquire an EHR for your practice?

- Yes – 36 (20%)
- No – 139 (77%)
- Don't know – 5 (3%)

Question: When does your practice expect to acquire an EHR?

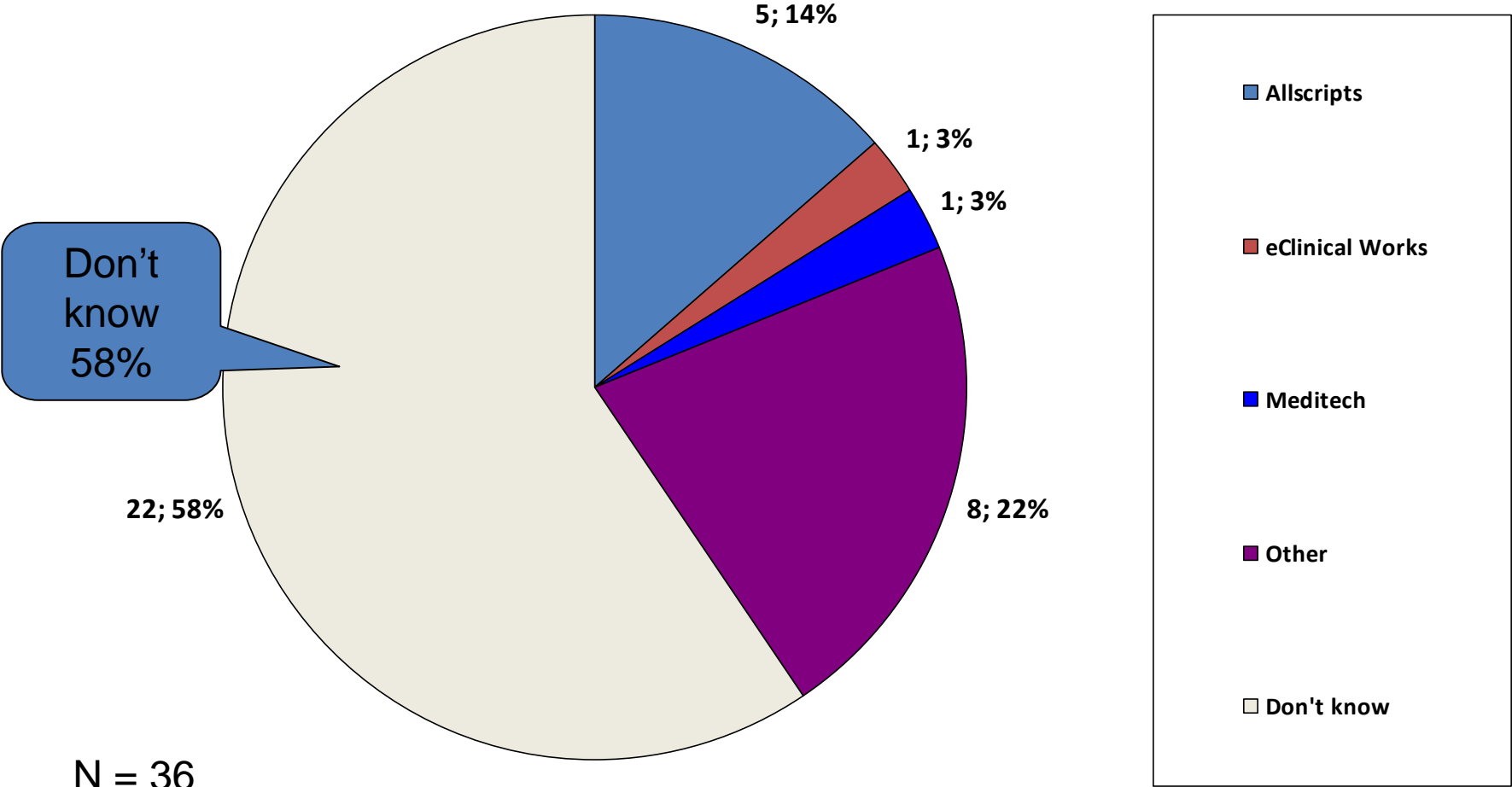
Timeframe	Count	Percent
< 6 months	6	17%
< 12 months	11	31%
< 18 months	7	19%
2 – 3 years	2	6%
< 3 years	1	3%
Other	5	14%
Don't know	4	11%
Total	36	100%

24 practices  
67%

N = 36

# Results: Do not use an EHR system

Question: What brands of EHRs are you considering for you practice?



# Conclusions

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- Southwest Michigan has a higher-than-average number of EHR systems in use
- Usage of existing systems functionality is limited to one or two main uses
- Majority of those planning to buy a system do not have a pre-determined supplier in mind

# Questions

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