

HISP PROFILE



Company Profile

Name:	Sandlot Solutions
Headquarters:	Fort Worth, Texas
History:	Established in 2006. Live HIE since 2008
Size:	SandlotConnect® currently contains more than 1.8 million individual patient records covering seven counties and includes clinical information from hospitals, pharmacy clearinghouses, free-standing and hospital based clinical laboratories, free-standing and hospital based radiology practices, data from interoperable ambulatory EHRs, and data from other points of care. SandlotConnect® has approximately 1,700 active users, including approximately 565 physicians and approximately 1,135 staff. SandlotConnect® is connected to fourteen hospitals, thirty-nine EMR interfaces, two lab interfaces (Labcorp and Quest) and five imaging centers. SandlotConnect® is also the vendor for Driscoll Health in Corpus Christi, TX and is in communication with several organizations in Texas and across the Country.
Website:	www.sandlotsolutions.com
Contact for more Information:	Jerry Malone 817-529-8269

Experience

Number of Current Secure Messaging Customers:	565+
Number of Customers Receiving Other Types of HIE Services:	565+

Products & Services

SandlotConnect® HIE Solution

Secure Physician to Physician Communications (DIRECT)

SandlotSolutions' Direct offering is a full-fledged HISP (Health Information Service Provider) that will solve the needs of our physicians and partners for confidential, authentic and simple direct secure exchange of relevant content.

The on-going implementation is complementary to our HIE strategy and targets full compliance with the national strategy that focuses on scenarios recommended by the Nationwide Health Information Network.

Therefore our business use cases will include referrals with summary care records, communications with hospitals, labs, and patients, as well as reporting to state and federal agencies.

A Flexible Health Information Exchange System

SandlotConnect® HIE combines patient clinical data — regardless of the source — to help physicians develop the right plan of care in the least amount of time with clinical decision support and other business intelligence tools.

SandlotConnect solutions can be deployed as either a centralized or a federated health information exchange model, for maximum flexibility and scalability. And SandlotConnect is comprehensive — pulling data from EHRs wherever they are. It goes to:

- hospital systems for radiology and transcription reports, laboratory results, and information on patient problems and procedures
- laboratory systems for laboratory orders and results
- physician practices
- other ambulatory care providers
- pharmacy clearinghouses
- e-prescribing networks

-Electronic Health Record (EHR)

We provide a more complete electronic health record to give physicians better access to information right when they need it — enabling more informed decisions for patients at the point of care.

-Patient Continuity of Care Profile

All Sandlot EHR interfaces meet the semantic interoperability standards for CDA (Clinical Document Architecture, authored by HL7), CCR (Continuity of Care Record, authored by ASTM) and CCD (Clinical Care Document jointly agreed to by ASTM and HL7) clinical documents.

-Complete Information Sharing Functionality

All the applications clinicians expect from a good HIE: ePrescribing, eLab Orders and Results, Clinical Images, Secure Provider-Provider Messaging, Referral Management. Document Imaging is under development and coming soon.

-Enterprise Master Patient Index (MPI)

Automated communication with a Master Patient Index (MPI) tool compatible with the HIE to assure accurate

matching of patients with their records.

Sandlot Technology & Adoption Services

-Systems Integration Services

Sandlot Solutions divide system integration and testing into discrete and manageable phases, each with its own set of tasks, timelines, assets, deliverables, and evaluation criteria. The primary phases are project organization and preparation, project initiation and environmental assessment; software, hardware, networking installation; interface development; interoperability development; HIE component configuration, testing, documentation and training; rollout and deployment and project (or phase) completion. We implement data standardization and normalization so that all disparate systems come together to speak the same language. And we can host your EMRs and HIEs.

-Patient Matching Services

When patients can't be matched to their records via our algorithm-based automated system, you can rely on the services of our professionals to resolve discrepancies.

-Physician Web Portal

All authorized users can access patient information through a secure web-based portal independent of the EHR system. It also allows physicians and clinicians to access the data from wherever they are: at home, on the road, in the hospital.

-Physician Adoption Playbook

The Sandlot adoption strategy is both inclusive and collaborative. It includes education for patients and providers on the challenges and benefits of increasing health information technology usage and leverages participation by EMR vendors and local stakeholders. We include training, workflow analysis and improvement for physician practices, and marketing campaigns for provider adoption. We hold kickoff meetings, "Lunch and Learns," open houses and webinars to get the entire community engaged in the process.

-Help Desk

The Sandlot Help Desk uses the expertise and passion for customer satisfaction of a dedicated team of service professionals to manage help tickets, escalations, and enhancements requests. Sandlot proactively measures functionality, reliability, and the quality of SandlotConnect through ongoing testing by our service team. Help Desk is multi-tiered and available for technical support to your organization as well as for end user support.

Training on powerful tools + ongoing support

We make sure everyone in a clinical practice is comfortable with the interface, knows how to log in and understands how the information fits into their workflow. We show them how SandlotConnect works with their EMR platform. And if they've yet to implement an EMR, we show them how to use the Sandlot Physician web portal.

Our people ensure that physicians and their staff can enhance patient care through the software and services that comprise Sandlot Solutions. We are dedicated to:

- Educating physicians and their staff on the benefits of technologies and services provided by Sandlot
- Teaching physicians and their staff how to use software, workflow, and other techniques which provide access to patient information and improve the quality of patient care

- Providing support on the products and services offered by Sandlot
- Augmenting EMR software training through value-added services including software usage tips, workarounds, templates, add-ons and solutions to issues
- Providing training for physician-to physician-communication
- Tracking actual usage statistics of your HIE and identifying potential barriers to everyday use; reaching out to offer assistance to overcome those barriers

Business Suite Services

-HIE Project Planning and Implementation

Sandlot has established policies, procedures and guides for successful planning and implementation for physicians, facilities, and ancillary providers. We include strategies for governance structure, workflow planning for all stakeholders, and an HIE Value Assessment Toolkit so your organization can run a sustainable HIE.

-HIE Operating Procedures

The diverse groups that come together to build, implement, and support HIE and EMR solutions require operating procedures that communicate a clear direction and create bridges to get work done. Sandlot has identified the areas required for successful HIE and EMR adoption and implementation:

- Focus on workflow analysis
- Focus on benefits and results-driven implementation
- Focus on intuitive design
- Participation in vendor training for training staff and users groups
- Document processes

-HIE Contracting Tool Kit

Using our supplied templates “as is” or customizing them to match your individual needs, you’ll be able to create strong and cooperative exchange partnerships.

Our toolkits include:

- Templates for contracts between the HIE and healthcare organizations, including data sources such as labs, radiology or imaging centers, pharmacies
- Templates for participation agreement between the HIE and physician groups or individual offices
- Templates for opt-in/opt-out authorization for patients
- Community-wide protocols and procedures for ongoing utilization and system growth
- Recommendations for governance
- Security procedures

SandlotMetrix

Sandlot, LLC is an innovative healthcare solutions company founded by practicing physicians. We specialize in delivering the tools, technology, and services to help physicians make more informed clinical decisions and “move the needle” on quality as they transform their clinical practice in the new era of accountable care.

With SandlotMetrix, physicians are now able to improve quality outcomes before, during, and after the

patient's visit. Physicians and other clinicians are now able to

- Prospectively track patients falling outside care guidelines
- Deliver care recommendations based on the patient's electronic, longitudinal health record at the point of care
- Retrospectively monitor performance through the lens of HEDIS, PQRI, EHR Meaningful Use, and other pay-for-performance measures

Sandlot's innovative healthcare solutions are for physicians and healthcare organizations who are dissatisfied with manual methods of managing patient quality measures and medical adherence.

SandlotConnect is a unique point of care solution – a blending of HIE technology with quality management tools - enabling healthcare providers to integrate care delivery and achieve measurable improvement in quality outcomes.

Direct Product Name

SandlotConnect
SandlotMetrix

HISP Pricing Sheet

		Per Provider Cost per Unit	Per Practice Cost per Unit	Per Enterprise Cost per unit	Comment, inclusions and exclusions
Fees for HISP Services (including Certificate Authority fees; 30 days training and support included at no cost to Providers)	License Fees	\$400	N/A	\$10,000	One time license fee includes Set-up, Proficiency Training, Implementation Project Management and Training Costs. License is provided on a per physician basis. Enterprise refers to a single entity hospital. Employed providers and authorized users will incur the \$400 license fee.
	Customization/Enterprise Set-Up	Included	N/A	Included	
	Proficiency Training for providers and support staff	Included	N/A	Included	
	Implementation Project Management	Included	N/A	Included	
	Training Costs	Included	N/A	Included	
	Other:	Included	N/A	Included	
	Other:	Included	N/A	Included	
	Other:	Included	N/A	Included	
	Tiered Pricing Available (Y/N)	Included	N/A	Included	
	Subscription Fees (monthly)	\$10	N/A	TBD	
Support and Maintenance Fees (annualized)	TBD	N/A	TBD	Includes annual certification fees.	
Additional Recurring Costs for HISP Services (including costs for Certificate Authority)	Ongoing Customization Services	TBD	N/A	TBD	This is determined on a case by case basis. Customization may vary widely between physician practices.
	Ongoing Training	TBD	N/A	TBD	This is determined on a case by case basis.

					Ongoing Training requirements may vary widely between physician practices.
	Certificate Fees (annual)	TBD	N/A	TBD	Annual Certificate Fees are included in annual maintenance and support
	Other:	TBD	N/A	TBD	
	Other:	TBD	N/A	TBD	
	Other:	TBD	N/A	TBD	
	Other:	TBD	N/A	TBD	
		Per Provider Cost per Unit	Per Practice Cost per Unit	Per Enterprise Cost per unit	Comment, inclusions and exclusions
Other Required Products/Services (list)	Proficiency Training for providers and support staff	TBD	N/A	TBD	Proficiency Training for providers and support staff is included in the initial license fee. Supplemental training is determined on a case by case basis as requirements may vary widely between physician practices.
	Implementation Project Management	TBD	N/A	TBD	Implementation Project Management is included in the initial license fee. Supplemental project management is determined on a case by case basis as requirements may vary widely between physician practices

	Training Costs	TBD	N/A	TBD	Training Costs are included in the initial license fee. Supplemental training costs are determined on a case by case basis as requirements may vary widely between physician practices
	Other:	TBD	N/A	TBD	
	Other:	TBD	N/A	TBD	
	Other:	TBD	N/A	TBD	
	Other:	TBD	N/A	TBD	
Optional Additional Products / Services					The costs for extending services past Direct messaging will depend on the level of integration, installed systems and effort. These costs are determined on a case by case basis as requirements may vary widely between entities.