

# The Meaningful Use Challenge

55% of hospitals expect penalties

Dozens of MU Certification Measurements

HITECH

ARRA

CCHIT

REC

EH / EP

CMS

CPOE

HIE

66% of critical access hospitals don't expect to demonstrate MU by 2015

EHR

Outcomes

Only 60% of hospitals think MU will improve quality of care

Key Issues: Proving MU Compliance, Aggressive Timelines, Definitions

**Meaningful Use**

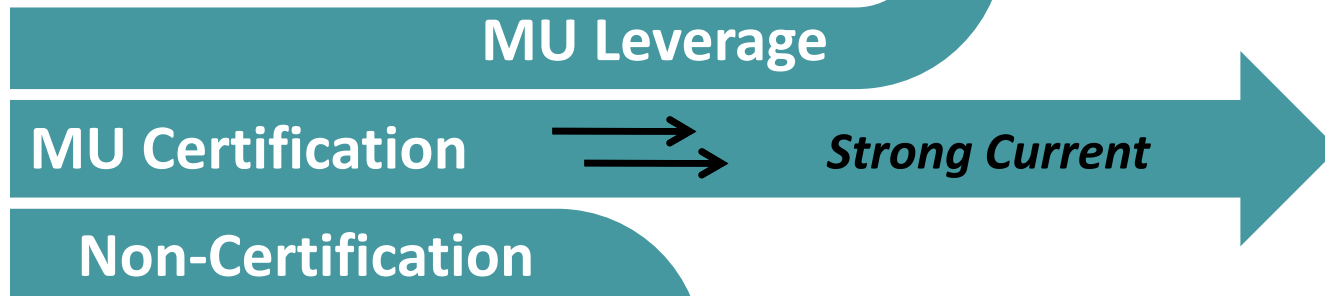
**What and When ...**  
*Largely determined by Legislation and Regulations*

**Complex Decisions, Alignment and Implications**  
(Quality of Care, Organization, Finance, Hospital / MD Relationships, Competition & Consolidation ...)  
**Left to Providers**

# Meaningful Use Dilemma

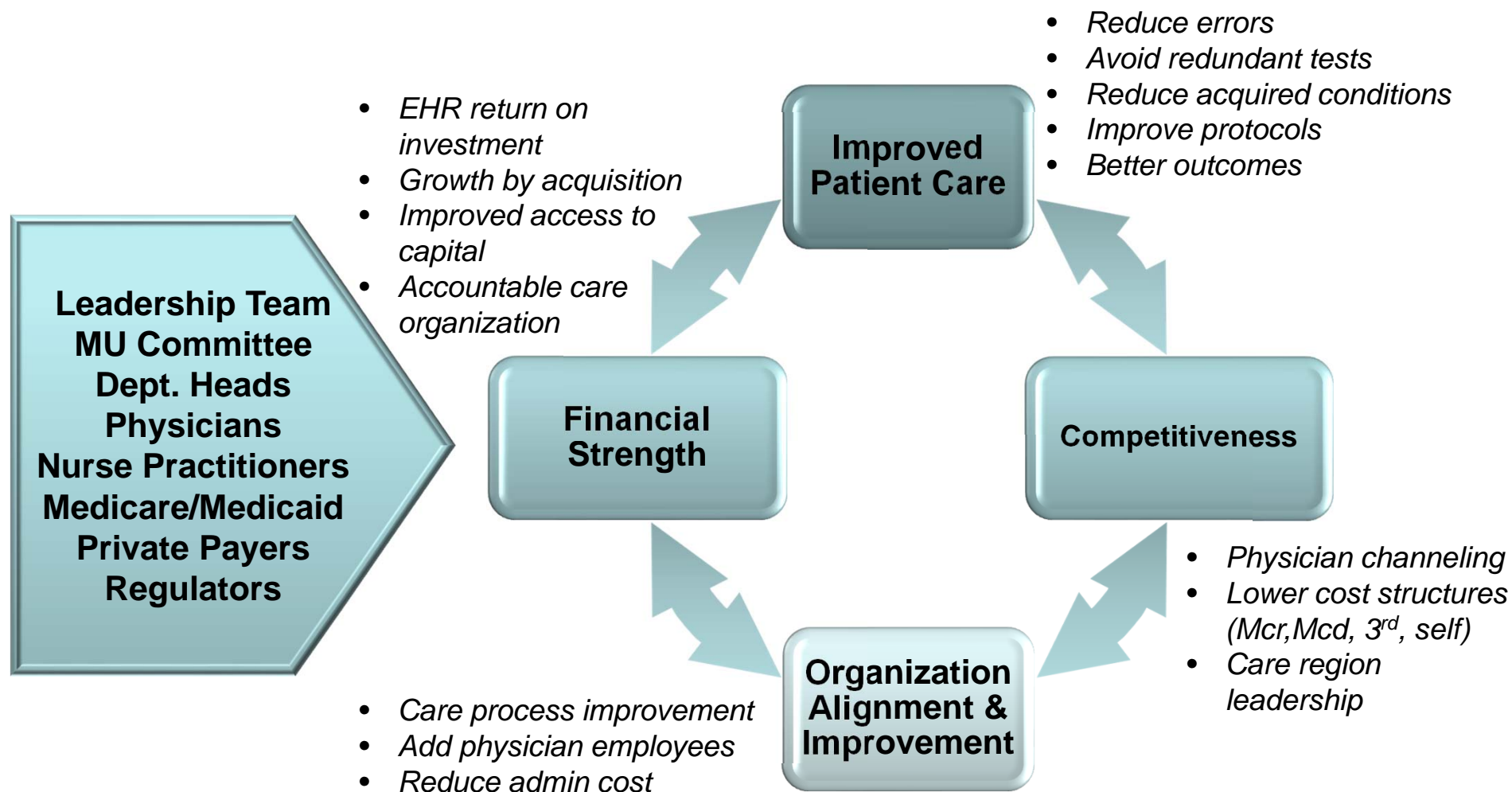


- ☑ Organizational Alignment
- ☑ Competitive Advantage
- ☑ Financial Strength
- ☑ Improved Patient Care



-  Money Spent
-  Time Wasted
-  Resources Drained
-  Opportunities Lost

# Dimensions of Strategically Effective Care



**Change Leadership Essential for Success**

# MUSIC Solutions <sup>SM</sup>

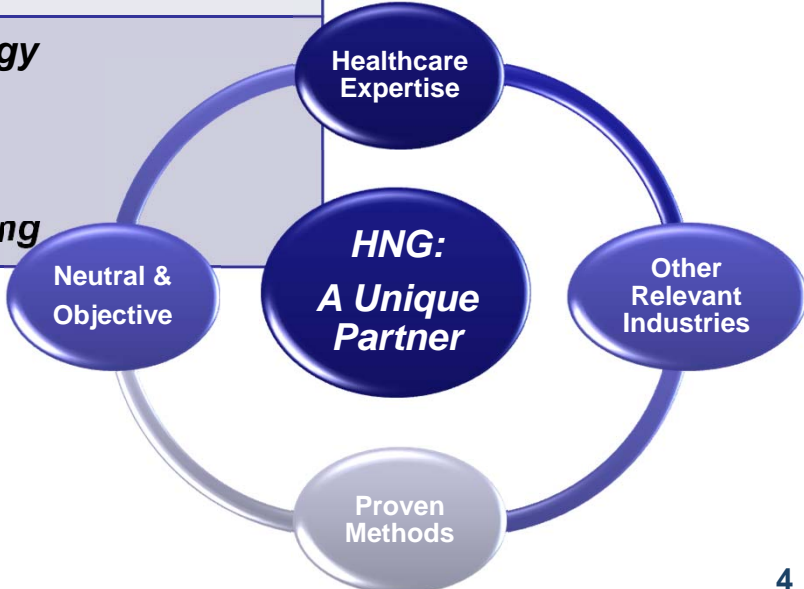
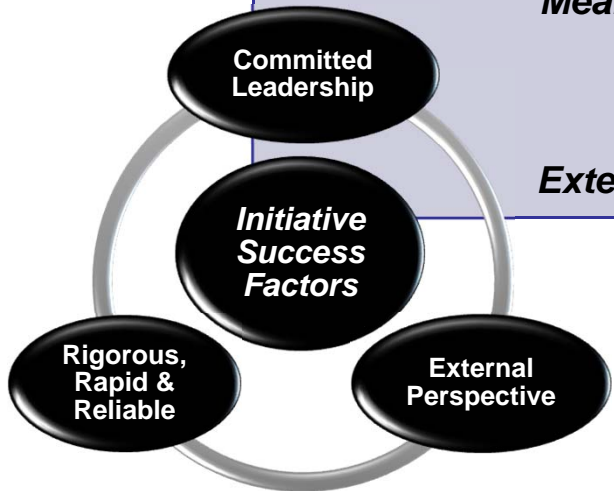
(Meaningful Use: Strategic Improvement of Care)



Proven Methods and Tools		
<ul style="list-style-type: none"> <li>Decision Making Maturity Check</li> <li>Leadership Team &amp; Thinking Style Profiles</li> <li>MU Current State Survey</li> </ul>	<ul style="list-style-type: none"> <li>Multi-Dimensional Decision Making</li> <li>Decision Landscape</li> <li>Alignment Cycle</li> <li>ValueDialog <sup>SM</sup></li> </ul>	<ul style="list-style-type: none"> <li>Skills Development</li> <li>Team Coaching</li> <li>Re-Alignment</li> </ul>

*Deliverables*

**Meaningful Use Success Strategy**  
**Roadmap**  
**Scorecard**  
**ValueDialog Models**  
*Extend to Future Decision-Making*



# The Value Proposition Dynamics

