

Annual eConsult Workshop

Remaining Challenges

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every stage of life™*

Wholesale Awareness and Adoption

Messaging

- Broad communication within healthcare delivery system
- Clear value proposition
- “Top down” engagement
- Organization expectation and commitment
- Medical leadership
- Including patient/member as key stakeholder
- Stamina is key



Distinct Partnerships and Roles

Essential component of success

Shared vision, goals and performance metrics required

- Primary care clinicians and specialists
- Clinicians and medical groups/leadership
- Collaboratives, consortiums and coalitions
- Electronic consultation vendors
- Non-profit organizations and advocacy groups
- Health plans



Equity

- Investment required by primary care sites to implement and effectively operationalize and administer programs
- Primary care practitioners are required to change practice patterns
- Ongoing interest and consideration by health plans on how to effectively support implementation and adoption,
- Expense necessary to continue building infrastructure and capacity across fee-for-service and shared risk contractual environments
- Long-term considerations as we move further towards value-based care

Questions and Discussion

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