

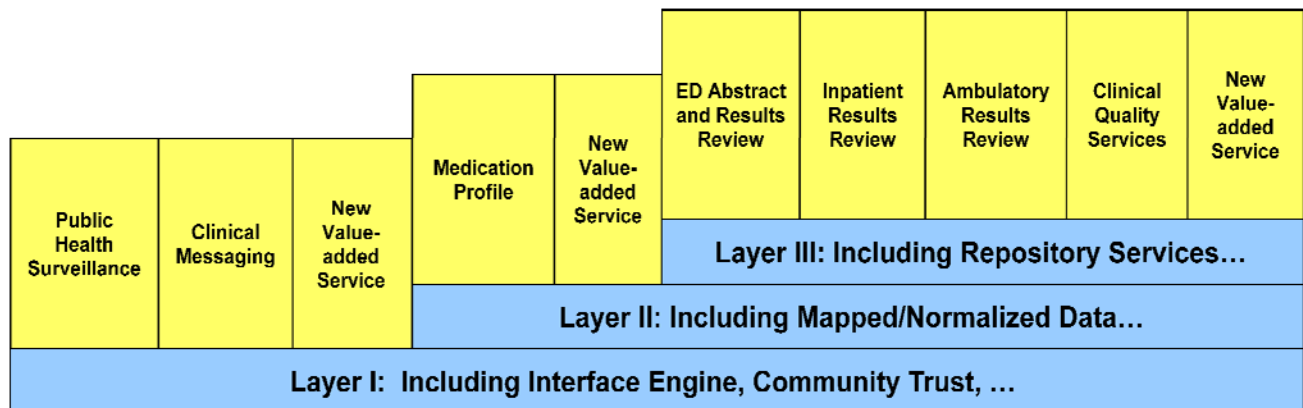
HIE Sustainability – *Basic Conceptual Principles*

Based on the experience of 7 years of operation and an on-going history of service development, launch, and support, IHIE bases its sustainability plans seven basic principles. We believe these principles are key to health information exchange being a self-sustaining endeavor.

- **Principle 1: HIE is a Business**
- **Principle 2: The Leveraging of High-cost, High-value Assets**
- Principle 3: No Loss Leaders
- Principle 4: Independent, Local Sustainability
- Principle 5: Natural Monopoly
- **Principle 6: The Need for Scale**
- Principle 7: Avoidance of Grants for Operational Cost

The Leveraging of High-cost, High-value Assets

HIE assets are interdependent and, once created, can be leveraged to deliver additional services.



A layer of necessary investment

Value-added services that can be built upon the HIE investment

The Peanut Butter Principle

	Problem to Solve	Solution	Byproduct Issue	Secondary Solution	Outcome
<p>George Washington Carver (early 1900's)</p>	<p>Soil depleted by Cotton</p>	<p>Plant Peanuts to replenish lost nutrients in the soil</p>	<p>What to do with all the peanuts?</p>	<p>Make and sell products that use peanuts, e.g.:</p> <ul style="list-style-type: none"> • Peanut butter • Peanut oil 	<p>Sustain the southern economy (Keep growing cotton)</p>
<p>Health Information Exchange (2010)</p>	<p>Rising cost of healthcare</p> <p>Need to improve healthcare quality and safety</p>	<p>Build HIE infrastructure (and use it to address the problems)</p>	<p>How does society (or a given community) pay for HIE? i.e. financially sustain it</p>	<p>Offer/sell services that use (and reuse) the HIE infrastructure, e.g.:</p> <ul style="list-style-type: none"> • Electronic Results delivery • Clinical Quality Services • Medication profile 	<p>Make positive contributions to health and healthcare</p>