Most health execs don't trust hospital data to inform their strategic decisions

Article

The news: Only 20% of healthcare execs fully trust the quality of their electronic health record (EHR) data to drive strategic clinical and operational priorities, despite widespread

adoption of EHRs, per a Sage Growth Partners and InterSystems survey of 100 healthcare organization executives.

How we got here: Most hospitals are working with EHR giants like **Epic** to store and analyze patient data, but research indicates the tech often <u>falls</u> short in terms of accuracy.

- **Epic remains king of the EHR market.** It holds the greatest hospital market share (31%), compared with **Cerner** (27%) and Meditech (16%), per KLAS.

- **However, Epic's tech isn't always trustworthy.** Hospitals like University of Michigan Medicine reported Epic's sepsis algorithm only performed at an overall **accuracy rate of 63%,** often creating false alarms for physicians.

This makes it difficult for healthcare execs to make quick pivots to improve their hospitals' operations, and we're seeing that uncomfortability and lack of trust in their responses to the recent Sage Growth Partners Survey.

- **About 43% of C-suite leaders say poor data quality leads to the inability to make timely decisions**, per Sage Growth Partners.

The bigger picture: Many health systems are bypassing legacy EHRs and partnering with entrants to get access to higher-quality, more reliable data.

For example, in July, healthcare data analytics startup **Truveta Health** <u>scored</u> $95 million in funding and added three health system partners to its roster of clients that includes **Providence, Henry Ford Health System**, and **Northwell Health**.
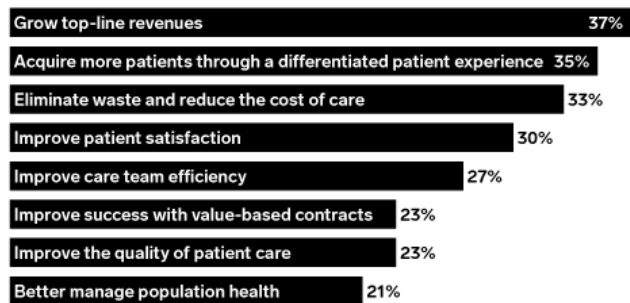
- Truveta is helping hospitals extract reliable insights from patient data to improve existing treatment and boost revenues.

- Plus, Truveta has a <u>deal</u> with cloud vendor **Microsoft Azure**, which makes it easier to sift through patient data—something that is difficult to do with clunky EHR systems

It's likely health systems will turn to solutions like Truveta Health and **<u>Graphite Health</u>,** as these tools will help organizations improve their patient care analyses and optimize decision-making:

- **About 80% of healthcare execs indicate creating and sharing high-quality data across their organizations is a top strategic priority for analytics in the next 12 months.**

Leading Strategic Business Goals* of US Healthcare Organizations According to US Healthcare Leaders, June 2021

% of respondents

Grow top-line revenues	37%
Acquire more patients through a differentiated patient experience	35%
Eliminate waste and reduce the cost of care	33%
Improve patient satisfaction	30%
Improve care team efficiency	27%
Improve success with value-based contracts	23%
Improve the quality of patient care	23%
Better manage population health	21%

Note: n=81; chart shows consolidated rank of top 3 goals; top 8 responses shown; *in the next 3 years
Source: Lumeon, "2021 US Research Report: The Future of Digital Transformation in Healthcare" conducted by Sage Growth Partners, July 29, 2021

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