



Five Tips for Lowering Cost of Data Aggregation for APP Reporting

Is your ACO ready to kickoff APP Reporting? Then you already know your first step: Get data from physician systems, especially if you are planning for all-patient reporting. Data collection know-how, security, storage needs, and patient matching requirements will likely lead you to acquire expertise to accomplish the task.

Many ACOs are searching for an APP Reporting vendor. This is new territory. We see ACOs struggling through the RFP bidding process. Here are tips for ACOs to get top vendors and the best proposal.

The Best Proposal Depends on Confidence in Your Approach

Achieving lowest price and best vendor for APP reporting will largely depend on three factors:

- **Assessment of the complexity and difficulty of data aggregation for your ACO.**
- **Responsibility for working with practices directly.**
- **Flexibility in data formats to make it both do-able and cost-effective.**

Note that none of these issues have to do with the reporting platform itself but, instead, with collecting data.

Five Actions to Get the Best Proposal

Here's what you need to do to address the factors that influence price:

- 1. Before the RFP, organize your practice and system information.** Have a list by practice (TIN) with number of providers, EHR, and version (if applicable). If more practices have the same EHR vendor, indicate them as a separate feeds. The number of data sources/feeds and provider volume are key pricing components. These are proxies for processing and storage costs.
- 2. Identify an ACO intermediary to be central point of contact with practices.** Having a vendor deal with your practices will cost money and delays because practices have no bonds with them. You need a central hub of communications and decision-making. You will also have data hurdles, as some EHRs prove to be less able to produce data. You will lower costs by being the intermediary.
- 3. Adopt a process to educate practices on all aspects of APP Reporting, from data collection to quality performance requirements.** The vendor should assist with educational webinars about APP Reporting, data aggregation, and data questions. This will streamline adoption, if under your direction. But you will also want to be involved in communicating performance requirements.
- 4. Be flexible with data sources to achieve quick progress.** Anticipate that some practices cannot produce data easily. ACOs have some problematic EHRs, practices with no EHRs, and practice systems that cannot produce certain data formats. You need to be flexible to achieve an all-patient data base, and clinical data collection may require input.
- 5. Get the best value for your data.** While APP Reporting may be the impetus for data aggregation, don't let it drive your strategy by limiting data. The cost of data includes processing and storage costs. QRDA, with data restricted to measures, will have the highest processing costs because its format is expensive. You can aggregate much more data less expensively for better value and more benefit to your ACO.