

ZaneNet Approved As Maryland's First MSO (Management Service Organization) Candidate

Silver Spring, Md. - The Maryland Health Care Commission (MHCC) has approved Zane Networks (ZaneNet) as the State's first Candidate Management Service Organization (MSO) under the new *Electronic Health Records (EHR) State Designation Program*.

The Health Information Technology for Economic and Clinical Health (**HITECH**) Act of 2009 generated unprecedented investments in a nationwide electronic health information system. The Act provides at least \$2 billion for local Health Information Exchanges (HIEs), and up to \$45 billion in incentive payments to doctors and hospitals that adopt "**meaningful use**" of certified electronic health records (**EHRs**). Starting in 2011, eligible physicians, including those in solo or small practices, will be able to receive reimbursements of up to \$44,000 under Medicare or \$63,750 under Medicaid. Hospitals will also be eligible for incentive payments of \$2 million or more.

In May of 2009, Maryland Governor Martin O'Malley signed House Bill 706, *Electronic Health Records (EHR) – Regulation and Reimbursement*. The bill requires the Maryland Health Care Commission (MHCC) to designate one or more **Management Service Organizations (MSOs)** to offer EHRs throughout the state by October 2012. On April 6, 2010, Chesapeake Regional Information System for our Patients (CRISP) was awarded \$5.5 million from the Office of the National Coordinator for Health IT (ONC) to become Maryland's Regional Extension Center (REC). With this award, CRISP hopes to enter into contracts with Maryland Managed Service Organizations (MSOs) in order to provide Direct Assistance support to some 1600 primary care providers statewide. This unique model is meant to spark the adoption of EHRs throughout the state by allowing regionally managed MSOs to assist providers in their geographic area. MSOs will largely be represented by state hospitals, technology companies and other health care companies that have at least 50% of their workforce residing in Maryland.

Employing a best-of-breed, **PaaS (Platform as a Service)** model, ZaneNet will provide Maryland physician practices with secure access to certified EHRs and connectivity to the statewide HIE as required to achieve incentive payment eligibility. The ZaneNet MSO, "**ZaneNet Connect,**" will leverage its buying power to deliver Maryland physicians reasonable prices for CCHIT-certified EHRs, manage the technical, privacy and confidentiality aspects of maintaining EHRs, and offer back office and next generation revenue cycle management services. Traditional client-server or standalone EHR systems require physician practices to individually negotiate pricing, maintain technology, and connect independently to the HIE. The "**ZaneNet Connect**" MSO overcomes these barriers to "meaningful use," by providing services on a subscription basis with minimal upfront cost requirements.

About Zane Networks

Zane Networks, LLC (ZaneNet), located in Silver Spring, Maryland, serves public and private entities by solving complex problems using innovative technologies in the areas of *health information technologies (HIT), integrated IT and audiovisual collaborative technologies (including distance learning, telemedicine and telepresence collaborations) and web and database development*. We work with federal, state and international agencies, healthcare providers, national associations, businesses and other organizations on system-wide initiatives that involve technical and project management, engineering, programming, web and database design and other expertise to optimize health outcomes. ZaneNet is an SBA Certified 8(a) Small Disadvantaged Business and a Maryland MBE Certified woman-owned business committed to persistence, teamwork and high-quality service. ZaneNet has recently been chosen as a finalist for State of Maryland's Incubator Company of the Year Award, 2010.

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