



## Q&A: Kevin Scalia, Netsmart Technologies

By: [Claude Solnik](#) July 15, 2014 Comments Off

In December, Kevin Scalia [talked with LIBN](#) about the ways hospitals, doctors and human-service agencies were implementing electronic medical records. Nearly eight months later, Scalia's Great River-based IT firm is helping health and human-services providers progress in this important area – thanks, in part, to the Affordable Care Act.

Have there been significant changes in electronic medical records since we last talked? The technology is [always advancing](#), but the big changes are in care coordination. You go to your doctor, who refers you to a specialist who has no idea what the first doctor did. So we're electronically connecting those doctors, and we're live in many more places.

How is Obamacare affecting things? The funding to drive coordination was provided by the Affordable Care Act. The feds pay 90 percent and the state pays 10 percent to roll out the infrastructure for care-coordination bodies.

Are hospitals on board? Most hospitals in the metro-New York area have an electronic health record. Most are pretty far in terms of rolling them out.

Talk about some of your latest product developments. If I can give you an application on your iPhone that measures your heart rate or blood glucose and connects through the Internet to our system, we can send out a care manager if your blood pressure spikes. This is just in its infancy, but there's a lot of interest.

Does any of this reduce healthcare costs? In the past, you would go to your doctor, who would bill Medicare or Medicaid, then you'd get sick in two minutes and be billed again. We're moving toward payments if the person gets better and recovers, so we introduced a product that allows providers to measure and track outcomes and benchmark performance. If the goal is to reduce healthcare costs, then the goal is to keep people out of the hospital.

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