



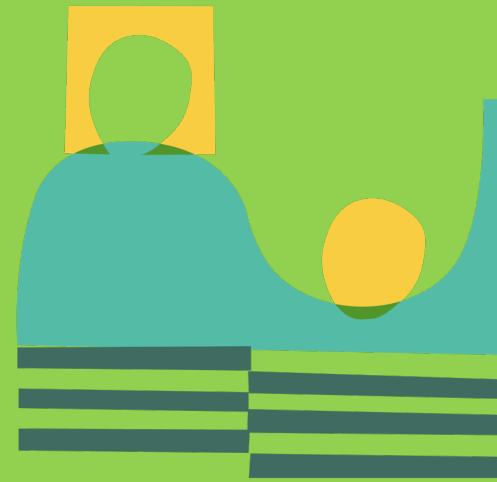
# **About VITL and the Vermont Health Information Exchange**

February 13, 2025

## **VITL**



# About VITL





## About VITL

VITL is a Vermont-based 501(c) (3) nonprofit that shares health information responsibly to help providers care for their patients.

18 V.S.A. § 9352 designates VITL as the operator of the Vermont Health Information Exchange (VHIE) – a health data sharing network that is creating one health record for every Vermonter.

**VITL's mission** is to securely aggregate, standardize, and share the data needed to improve the effectiveness of health care for Vermonters



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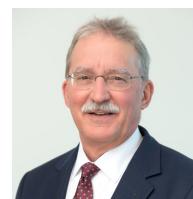
**Sarah Lindberg**

Freedman HealthCare



**James Mauro**

Blue Cross Blue Shield  
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**Norman Ward, MD**

UVM Medical Center





## VITL enables the sharing of health data across systems

- VITL collects, matches, and standardizes patient data in real time from health care providers caring for Vermonters to create one longitudinal record for each person in the VHIE
- For health care organizations, connecting to VITL replaces the need to build many point-to-point connections
- VITL efficiently delivers their health data to the places it needs to go, resulting in reduced provider and organization burden and more data available to support:
  - Patient care
  - Care management
  - Quality improvement
  - Public health activities
  - Population health initiatives
  - Health care reform



# VITL Participants

*241 total organizations contribute and/or access data through VITL*

	Contribute Data	Access Data
<b>Hospitals</b> (including 14 Vermont hospitals and two border hospitals, along with their inpatient and ambulatory services, emergency departments, and owned specialty and primary care practices)	15	16
<b>Vermont Federally Qualified Health Centers</b>	11	10
<b>Independent Specialty and Primary Care Practices</b>	49	91
<b>Home Health Agencies</b>	4	5
<b>Nursing Homes and Long-term Care Facilities</b>	0	4
<b>Pharmacy Chains and Independent Pharmacies</b>	11	1
<b>Laboratories (State and Commercial)</b>	15	0
<b>Departments of the State of Vermont</b>	2	3
<b>Designated Mental Health Agencies and Specialized Services Agencies</b>	0	12
<b>Emergency Medical Services Agencies</b>	0	50
<b>Commercial Payer</b>	0	1





# How Vermonters' Data is Shared

The security and confidentiality of patient health records in the Vermont Health Information Exchange remains a core focus of VITL's work

- Currently, 98.9% of Vermonters are sharing their data.
- An individual Vermonter's data is available to authorized users.
- Data sharing is governed by Services Agreements executed between VITL and organizations that contribute and use data, state and federal law including HIPAA, VITL policies, and Appendix A of the State's HIE Strategic Plan.
- Ongoing patient education occurs through provider partnerships and public outreach. [vitl.net/sharing](https://vitl.net/sharing)





# VITL by the Numbers

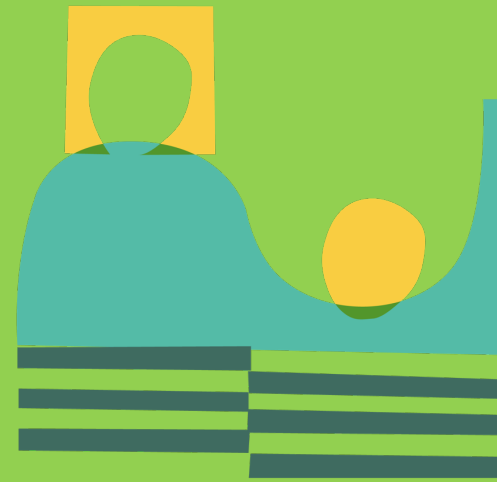
241 health care organizations contribute and/or access data

- In 2024, VITL
  - Received 60.5 million messages
  - Delivered over 1.3 million test results and reports directly into providers' EHRs
  - Delivered 23,296 reportable laboratory results to VDH
  - Shared 1,066,890 immunization records with VDH
  - Enabled access to 253,378 immunization histories from EHRs
- 2,751 users at 183 organizations have access to VITL's provider portal
  - There were 22,769 chart accesses in January
  - Chart accesses increased 53% since December 2023





# FY25 Budget



# Our work is guided by the State's HIE Strategic Plan and VITL's Strategic Framework

## VT HIE Strategic Plan Goals

1. Create One Health Record for Every Person
2. Better Health Outcomes
3. Improve Health Care Operations
4. Use Data to Enable Investment and Policy Decisions

## VITL Strategic Directions

1. Focus on our Customers
2. Tell Our Story
3. Be the Go-To Partner for Exchanging Vermont's Health Information
4. Build a Learning Organization
5. Ensure Sustainability





## Funding sources

- VITL's funding comes mostly through an annual contract with AHS ~ 97%
- Approximately 3% of the budget is from other sources
- VITL's budget is approved annually by the Green Mountain Care Board



# Annual Contract with AHS

- Provides funding for:
  - ***Maintenance and Operations (M&O)*** to cover day-to-day operation of the HIE
    - This covers expenses that include day-to-day operation of the VHIE, costs include software licensing, privacy and security, patient education, maintaining data connections, customer onboarding and support, patient consent education and management, provider portal, results delivery, and patient matching
  - ***Design, development, and implementation (DDI)*** to enable the creation and implementation of new functionality and capabilities
    - This is the ‘project work’ we do each year, and may include work to create new interfaces, integrate new data types, and deliver new functionality





## **FY25 Contract: DDI Projects**

- Implementing Application Programming Interfaces (APIs)
- Building new data collection interfaces
- Continued collaboration with public health
  - Delivering electronic lab reporting
  - Providing data for WIC program
  - Integrating immunization and birth registry data
- Enhancing access to provider portal (VITLAccess)
- Supporting Medicaid Data Warehouse & Unified Health Data Space
- Collecting social determinants of health data (CMS HRSN)
- Supporting State's MDAAP program
- Expanding provider outreach



# FY25 Revenue

Category	Amount	Description
Maintenance & Operations (M&O)	\$6,801,540	<ul style="list-style-type: none"> <li>• Accounts for COLAs and software contract escalators</li> <li>• New scope from FY24 development projects</li> </ul>
Design, Development & Implementation (DDI)	\$4,497,906	<ul style="list-style-type: none"> <li>• Enabling FHIR-based data interoperability</li> <li>• Public Health</li> <li>• Bi-State pass-through</li> <li>• Supporting Medicaid</li> <li>• Social determinants of health</li> <li>• Enhanced provider outreach</li> </ul>
Deferred Revenue	\$474,856	<ul style="list-style-type: none"> <li>• Collected but not recognized</li> </ul>
Data Delivery Services	\$155,185	<ul style="list-style-type: none"> <li>• New clients requesting data</li> </ul>
Notification Services	\$128,000	<ul style="list-style-type: none"> <li>• Bamboo Health, VITL Direct</li> </ul>
Misc. Revenue	\$120,000	<ul style="list-style-type: none"> <li>• Interest, Misc.</li> </ul>

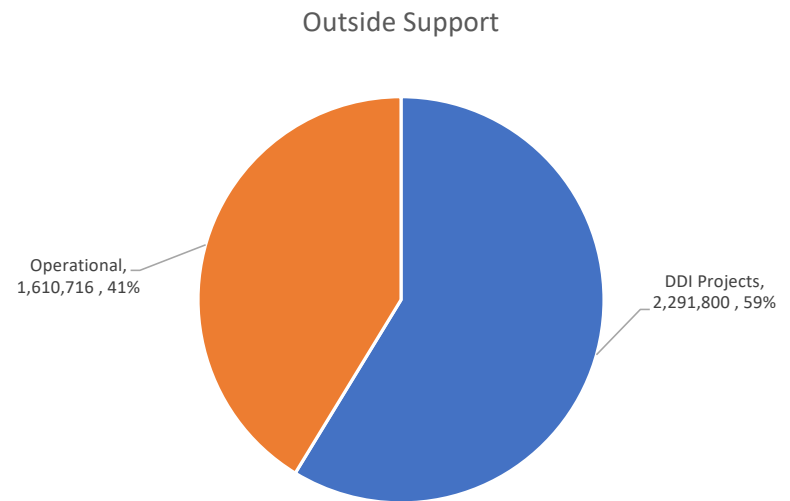
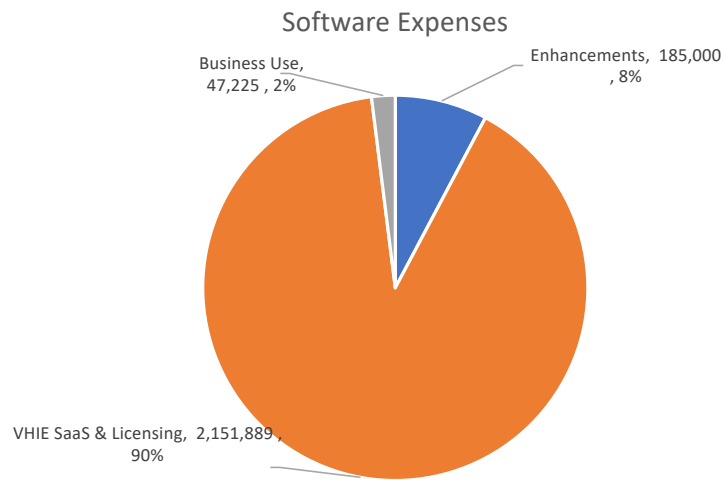


# FY25 Budget Statement of Expenses

	FY23 Audited Financials	FY24 Original Approved	FY24 Year End Forecast	FY25 Proposed Budget	FY25 v FY24 Projection
VITL Revenue					
State Contracts					
CY21 DDI		730,107	199,750	420,856	
CY22/23 M&O					
CY22/23 DDI		698,000	1,075,100	54,000	
CY24 M&O		6,155,875	6,134,679		
CY24 DDI		3,204,800	2,172,356		
SFY25 M&O				6,801,540	
SFY25 DDI				4,497,906	
Total State Contracts	8,379,944	10,788,782	9,581,885	11,774,302	2,192,417
OCV Contract	430,000	429,996	214,998		(214,998)
Total Contracts	8,809,944	11,218,778	9,796,883	11,774,302	1,977,419
Patient Ping Fees		72,000	70,652	60,000	(10,652)
Data Delivery Services				155,185	155,185
VITL Direct Fees		41,819	42,532	41,000	(1,532)
Collective Medical		1,375			-
Route Notification Fees		26,693	21,036	27,000	5,964
Total Program Fees	159,370	141,887	134,220	283,185	148,965
Misc. Revenue	109,854	60,000	194,054	120,000	(74,054)
Potential impacts to revenue		(150,000)			-
<b>Total Revenue</b>	<b>9,079,168</b>	<b>11,270,665</b>	<b>10,125,157</b>	<b>12,177,487</b>	<b>2,052,330</b>
VITL Expenses					-
Labor Related Expenses					-
Labor Cost	2,426,632	3,053,287	2,577,339	3,454,119	876,780
Fringe	859,275	1,290,160	1,063,728	1,524,983	461,255
Total Labor Related Expenses	3,285,907	4,343,447	3,641,067	4,979,103	1,338,036
Material/Services					
Network Expenses	396,865	580,174	463,830	696,024	232,194
Software	2,055,219	2,596,203	2,213,314	2,384,114	170,800
Outside Support	2,061,733	2,954,546	2,493,419	3,902,516	1,409,097
Education & Outreach	163,861	189,900	216,669	130,000	(86,669)
Travel	4,086	72,100	18,395	50,250	31,855
Supplies, Postage & Misc.	4,933	29,950	20,841	27,200	6,359
Occupancy	27,219	27,301	27,167	32,429	5,262
Telecom	34,254	27,041	30,829	38,489	7,660
Insurance	108,130	145,690	155,970	183,095	27,125
Training/Prof. Develop.	64,905	236,588	125,751	183,037	57,286
Depreciation	49,085	45,000	28,578	20,000	(8,578)
Contingency/Other	22,946	100,000	3,506	100,000	96,494
UFF Contract Costs	(392,070)		455,454		(455,454)
Loss Provision	642,129		(146,403)	(495,726)	(349,323)
Total Material/Services	5,243,295	7,004,493	6,107,320	7,251,427	1,144,107
<b>Total All Expenses</b>	<b>8,529,202</b>	<b>11,347,940</b>	<b>9,748,387</b>	<b>12,230,530</b>	<b>2,482,143</b>
<b>Change in Net Assets</b>	<b>549,966</b>	<b>(77,275)</b>	<b>376,770</b>	<b>(53,043)</b>	<b>(429,813)</b>
Add back Message Archive - Reserve-funded		175,000		311,440	311,440
Less SLA Penalty Reserve				(120,000)	(120,000)
<b>Adjusted Surplus</b>	<b>549,966</b>	<b>97,725</b>	<b>376,770</b>	<b>138,397</b>	<b>(238,373)</b>

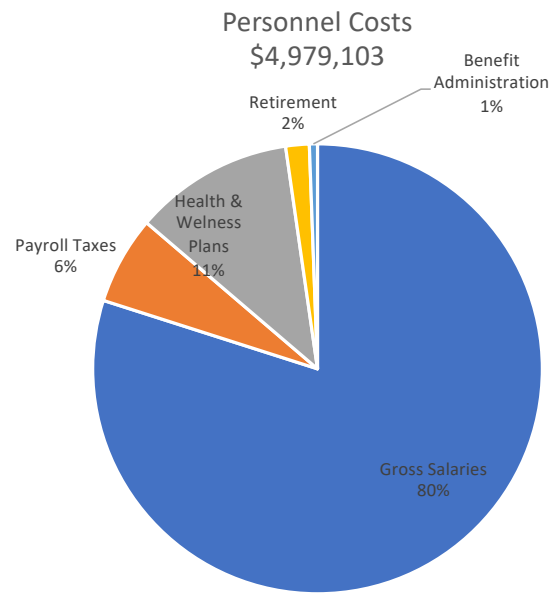


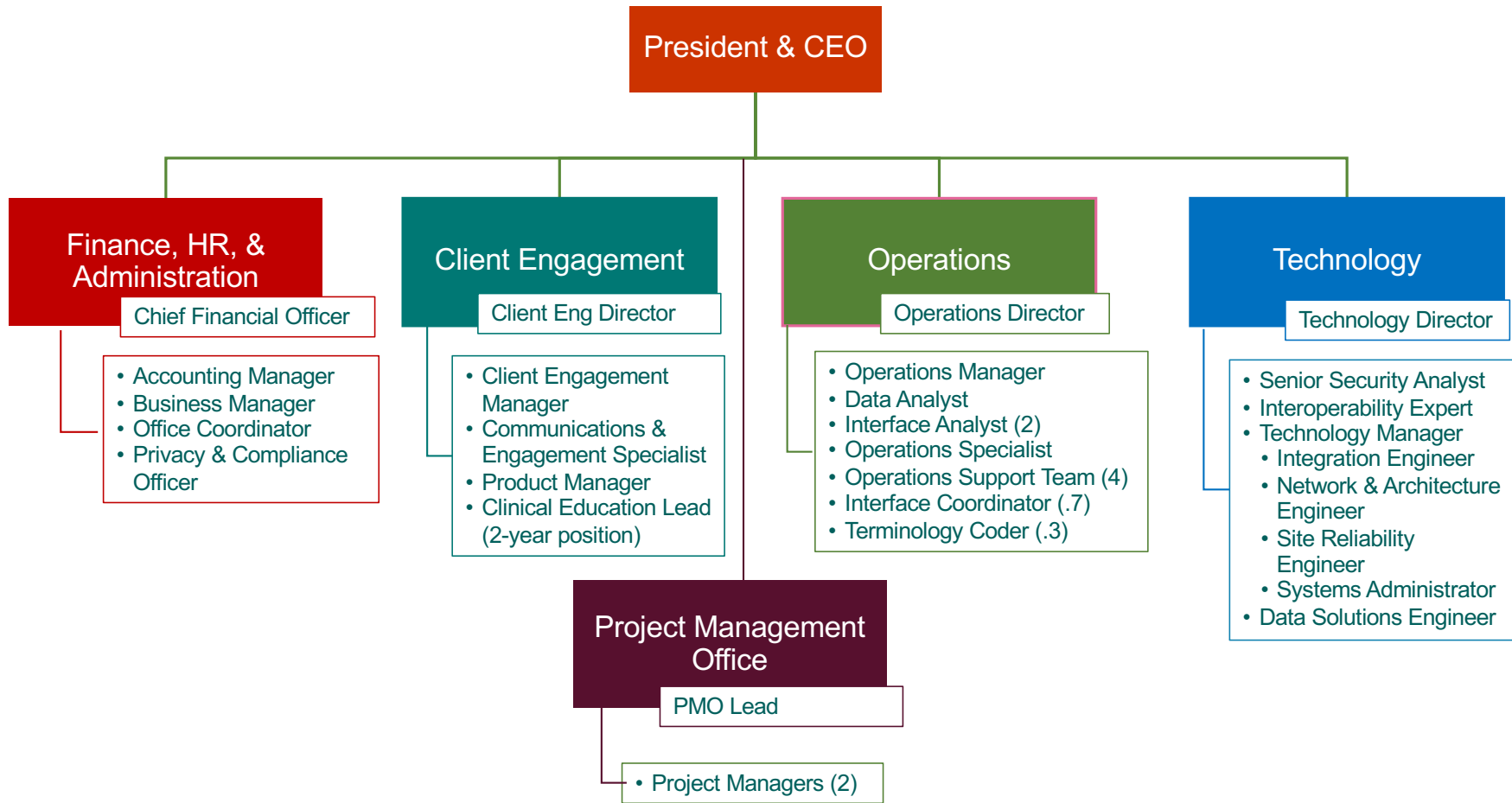
# FY25 Expenses: Software & Outside Support





# FY25 Expenses: Personnel





**Total Budgeted Staff**  
 33 Full Time Equivalents  
 1 Limited Service





**VITL**