

MCKESSON



Connectivity & Analytics User Forum

RelayHealth
Customer Empowerment

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Session Goals and Objectives

In this session you will learn...

- The reason RelayHealth is continuing to invest in customer empowerment
- About the different building blocks of customer empowerment
- About RelayHealth's Customer Community
 - The features and value the Community will deliver
 - How to leverage the Community to get the most out of our solutions
 - The Community delivery timeline
 - How you can contribute to the design of the Community

How do we define Customer Empowerment?

An approach where customers can utilize self service tools to manage activities where vendor interaction is not required. This frees up time and resources for customers to engage the vendor in more complex activities.

Who do we want to empower?



Hi! I am the health system IT expert who works on rolling out solutions my Health System purchased from RelayHealth

Bob aka YOU

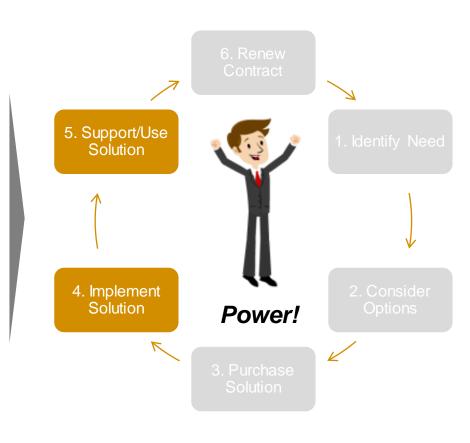
What does Bob want?

Customer Sound bites

- NEEDED! It is much more efficient for me to be able to make a change myself.
- I like having **as much power** with a product **as possible.** If I have the ability to find a solution or manage a product myself then the happier I am.
- I like being able to handle as much as I can on my own. It saves time and limits miscommunication which leads to re-work.

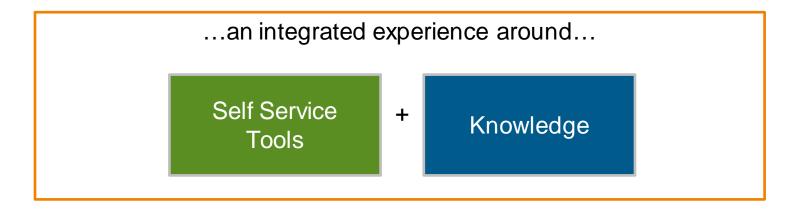
Some Stats

- **72%** prefer to use self-service support rather than phone or email support (*Forrester*)
- 67% prefer self-service over speaking to a company representative. (Nuance Enterprise)



How are we going to get Bob what he wants?

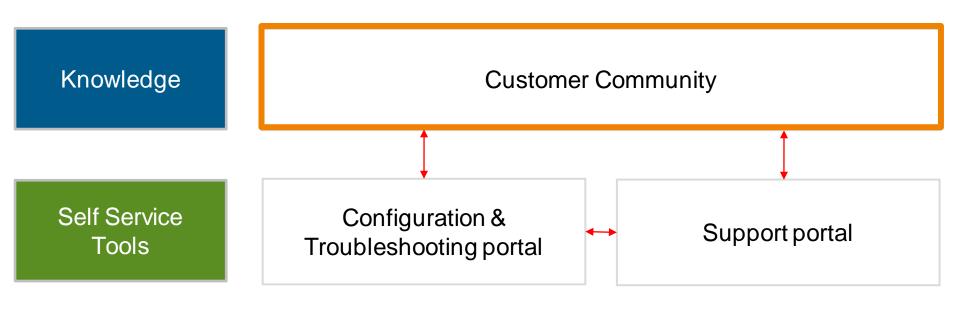
Provide him with...



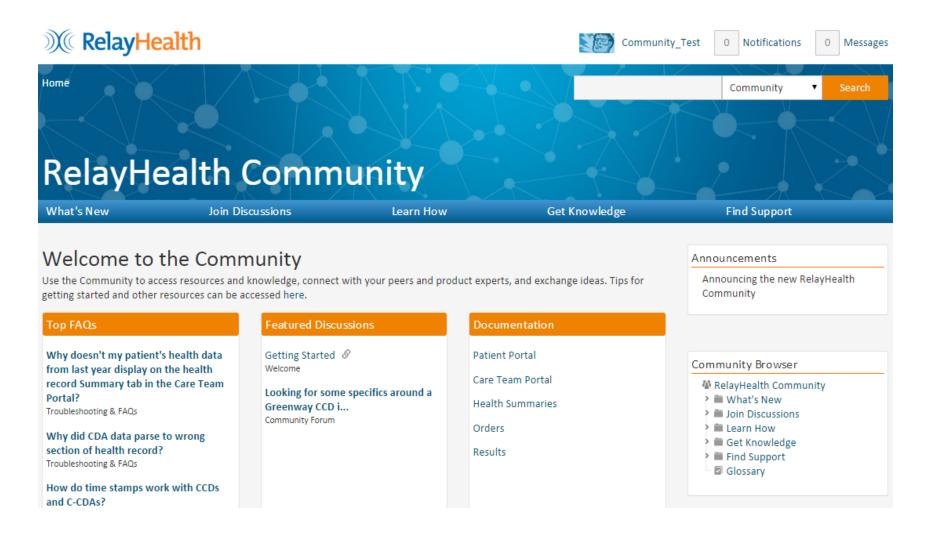
.. so his health system can monitor, track and achieve its business goals faster in a more satisfactory way....

How are we going to get Bob what he wants?

...what does that mean?



RelayHealth Community



Road to the Community

You Spoke:

- Customer Support AdvisoryGroup
- Patient EngagementAdvisory Group
- Customer Forum
- Client Interviews



Road to the Community

We Listened:

- Self Service
- Information Access
- Peer Access
- Direct Line of Communication



The Challenge



Networking



Knowledge



Access



Events



RelayHealth Community

The Community is your 24x7 resource to get the answers you need. Access resources and knowledge, enhanced by the members of the community. Exchange ideas, network, and get the latest information to get the most from our solution. Connect with the experts—people like you.



Knowledge Base



Forums



Ideas



Central Access



Community Delivery Timeline

Pilot Phase

Launch Phase

Expansion Phase

9/2015-11/2015

Focus is collecting feedback

- RelayHealth
 Clinical customers
 only
- Knowledge Base and Forum functionality

11/2015-2/2016

- Launch to RelayHealth Clinical Connectivity customers
- Expanded functionality
- Prepare for Strategic Intelligence customer rollout

3/2016 -

- Launch to Strategic Intelligence customers
- Prepare for Population Health rollout.



A Day in the Life of the Community



Maggie Strader

Health Information Exchange Analyst Hardin Memorial Hospital

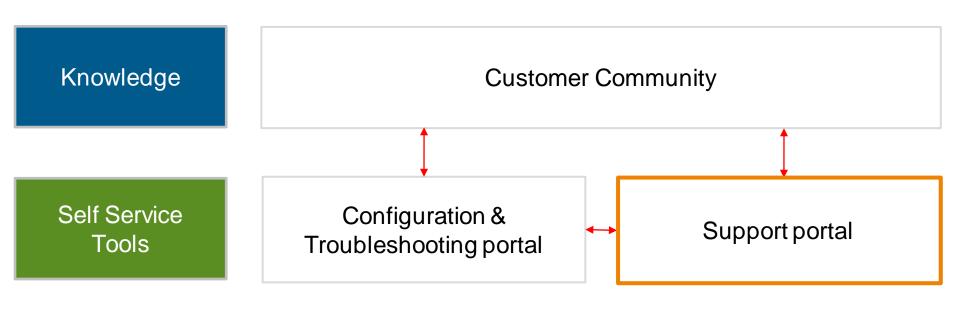
Feedback Session

Thoughts, Comments, Recommendations



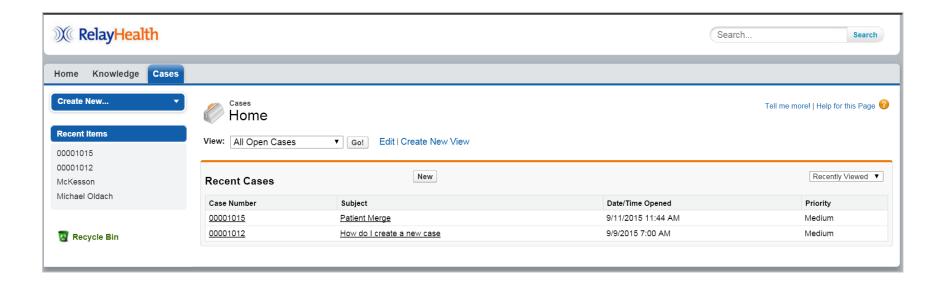
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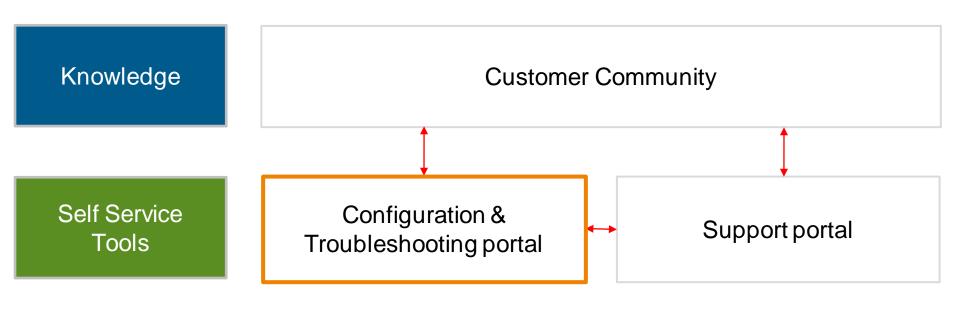
The Support Portal

Providing case transparency



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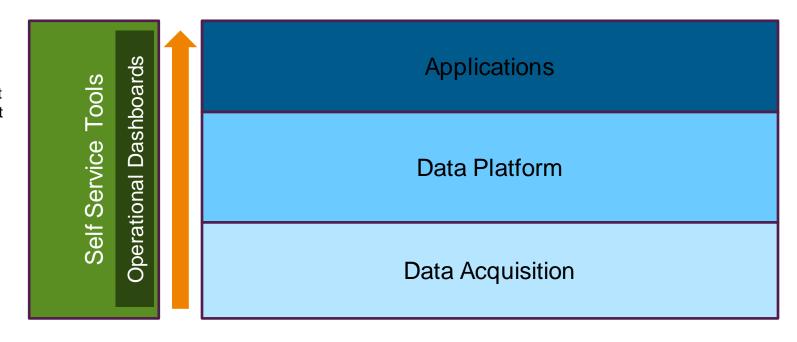
...what does that mean?



The Configuration & Troubleshooting Portal

An evolution of the Interop portal concept

- Setup
- Configure
- Monitor
- Troubleshoot
- Management
- etc





Feedback Session

- 1. Brainstorm self service functionalities that would be beneficial to you (e.g. provider activation)
- 2. Prioritize the list and come up with the top 3 ones that would have the biggest impact
- Describe the specific impact those features would have (e.g. it would save me x time etc.)
- 4. Pick a presenter and share your findings with the group



Interested in Helping Out?

 Contribute by signing up as a Pilot member for the community

