



December 3, 2015

### **Surge in Network Participation is All About Value**

The Network has seen a strong surge in interest and participation from the provider community this fall. A key reason for this increased interest is that provider participation fees were eliminated as of October 1, 2015, but that is not the whole story according to Beth Scully who joined Arizona Health-e Connection (AzHeC) and The Network as the Senior Manager of Recruitment last month.

Scully, who comes to AzHeC from Reno, Nevada where she worked in a similar role for the statewide health information exchange, HealthIE Nevada, said that while a low cost of entry is attractive, there is a cost for providers in terms of staff time and commitment. "Providers join because they want and need to share information and coordinate care with other providers and hospitals," she said. "The statewide HIE offers a single connection that can provide information from hospitals and other providers. It's really all about creating a more comprehensive patient record."

Scully said that the value for any one provider grows as more providers come on board, and she said that The Network today has a critical mass of data from hospitals and other providers that is the real driving force behind the surge in participation.

The newest Network participants include:

Arizona Sun Family Medicine  
Assurance Health & Wellness  
Barnet Dulaney Perkins Eye Center  
Chiricahua Community Health Center  
Cobre Valley Regional Medical Center  
ConnectionsAZ  
Crisis Preparation & Recovery, Inc.

Crisis Response Network  
East Flagstaff Medical  
Lifewell Behavioral Wellness  
Med-Cure Internal Medicine  
North Country HealthCare  
Sun Life Family Health Center  
Virginia G. Piper St. Vincent De Paul Clinics

If you would like to learn more about The Network or are interested in becoming a Network participant, contact us at [thenetwork@azhec.org](mailto:thenetwork@azhec.org) or call (602) 688-7200.