



## STEPS TO READINESS

GREENCASTLE

# Tips from the Trenches: *Meaningful Use*

Greencastle's tips from the trenches are focused on those lessons learned that made a difference in gaining clinician adoption for the core applications required for the meaningful use metrics.

- ✓ Adoption initiatives should focus on patient safety and improved outcomes. Let the achievement of meaningful use metric thresholds be an unintended consequence of adoption.
- ✓ Show progress towards adoption by each department.
- ✓ Develop leading indicators that demonstrate positive trending towards adoption.
- ✓ Recognize you have to change tactics with a renewed focus on adoption "what got you here may not get you there"
- ✓ Re-look at who you have on the team or who was involved. Innovators and Early Adopters are usually the most willing participants in new technology development and implementation. However, what makes them Innovators and Early Adopters usually makes them fundamentally different from the rest of their peers. Content and workflow redesign inputs from these Adopters are typically not always broadly applicable for the majority of the user community.
- ✓ Ensure that you have allocated and dedicated resources to reach the tipping point of adoption. Most times organizations reach the tipping point long after the project has closed-out.
- ✓ When redesigning a clinical workflow take a little extra time and question the policies and procedures. You may find that they are not based on current practices or technologies and are causing clinicians to perform unnecessary or unimportant steps in the workflow.

Contact us today to schedule a free lunch and learn where we will share with your organization's leadership our lessons learned around what it takes to drive clinical adoption.