

# The Future of Healthcare Knowledge Sharing

Developing a collaborative environment for exchanging of information within a Healthcare community



Presenter:

Rick Johnston <u>rjohnston@ironworks.com</u> Sr. Web Strategist Twitter: @rjohnston

#### Richmond

4121 Cox Road, Suite 205 Glen Allen, Virginia 23060 804.967.9200

#### DC Metro

8133 Leesburg Pike, Suite 650 Vienna, Virginia 22182 703.506.3964

#### **Research Triangle**

11000 Regency Parkway, Suite 404 Cary, North Carolina 27518 919.462.2092

#### Charlotte

10405 Toringdon Way, Suite 205 Charlotte, North Carolina 28277 704.848.8889

# Who is Ironworks?



**Ironworks** is a project-based consulting company that focuses on satisfying clients and building longterm partnerships. We are proud that 85% of our business is from repeat customers.



"Knowledge has become the key economic resource and the dominant — and perhaps the only — source of competitive advantage."

The late Peter Drucker

## What is Knowledge Management?

# **Information Management**

Explicit Information

Multiple Sources, Efficient Access

Good

**Knowledge Management** 

Tacit Knowledge

Expertise, Insight, Context

Better



# The Knowledge Revolution

Providing the tools for the Acquisition, Assimilation and Sharing of relevant knowledge within a community of people with a common interest or purpose

#### The Problem

- Explosion of accessible content
- No easy way to find, use or share knowledge



## Knowledge Portal Solution

- Enables the discovery of relevant information and resources
- Helps users digest and analyze this content
- Incents people to share individual perspectives



#### Personas - Sally

### **Background**

- Age 40
- Married
- 5 year old daughter
- Teacher

#### Scenario

- Sally's husband noticed a change in a mole on her arm
- Sally went to a dermatologist where they performed a punch biopsy
- Sally has just received results that she has nodular melanoma

### Sally's Needs:

- Trusted information about the disease and treatment options
- Skin cancer specialist
- Health insurance benefits
- Support from someone who has personal experience with the disease
- Organizations who support the fight against cancer to give back





#### Personas - Maria

### **Background**

- Age 42
- Dermatologist
- Private Practice
- Hospital Privileges



#### Scenario

- Sally is a new patient with nodular melanoma on her arm
- Maria is concerned about the unusual growth rate
- Patient is also complaining of loss of feeling in her hand

#### Maria's Needs:

- Latest clinical practice guidelines for treatment of nodular melanoma
- Journal article from British Journal of Dermatology
- Quick consult with other dermatologists who have treated similar complications
- Health insurance benefits for Sally
- List of clinical trials for new treatments



#### Personas - Charlie

#### **Background**

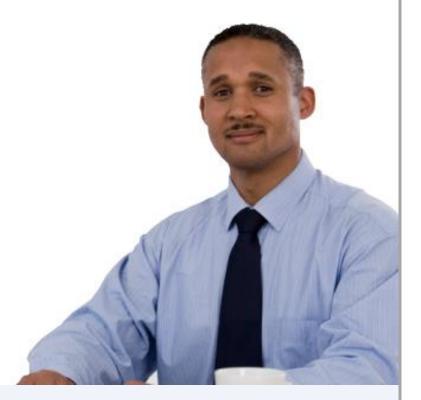
- Age 32
- Married
- Claims Analyst
- ABC Healthcare

#### Scenario

- Reviewing Sally's claim for eligibility
- Suspects a pre-existing condition prior to Sally accepting new job
- Validating non-standard treatment options recommended by Maria

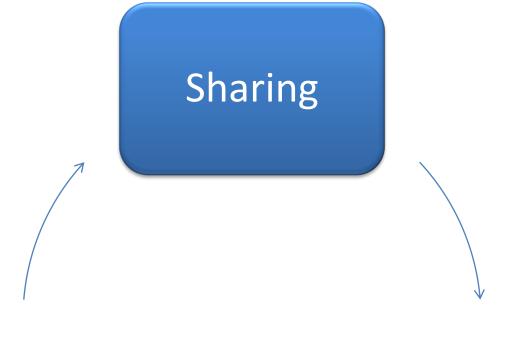
#### Charlie's Needs

- Information on nodular melanoma
- Understanding of the various treatment options and where they should be applied
- Company policies on pre-existing conditions
- Employment history from Sally's health records
- Consultation with other state affiliates for precedence surrounding non-standard treatment





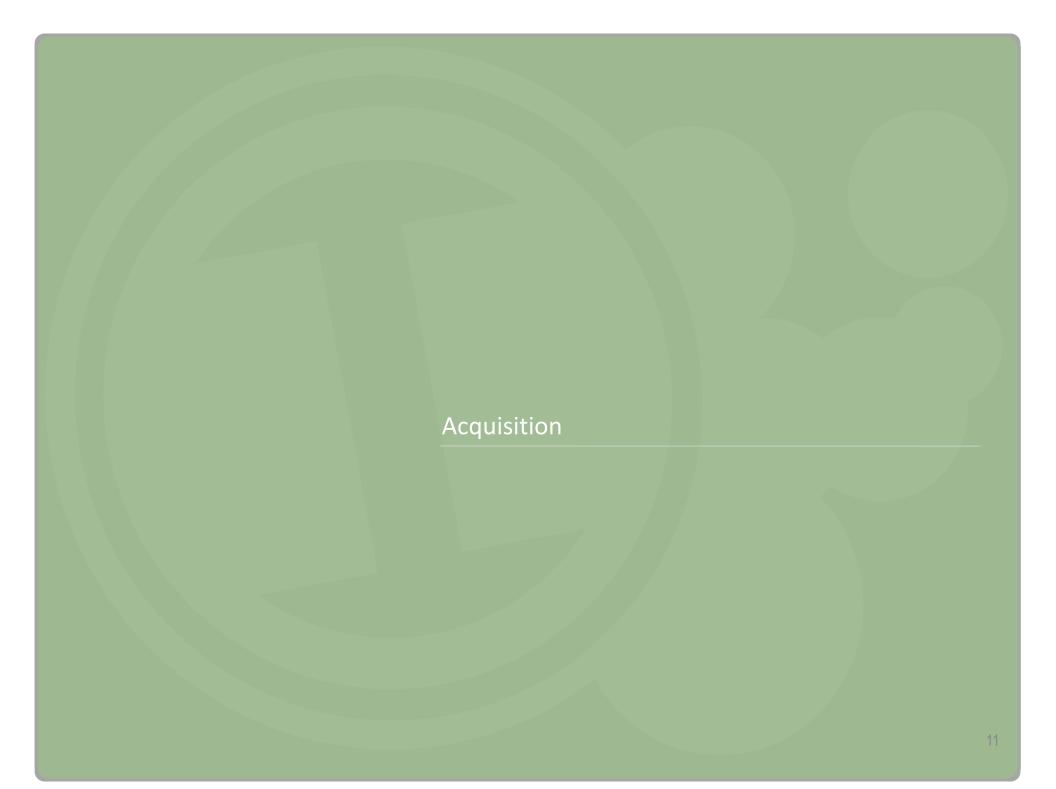
# Components of a Knowledge Portal



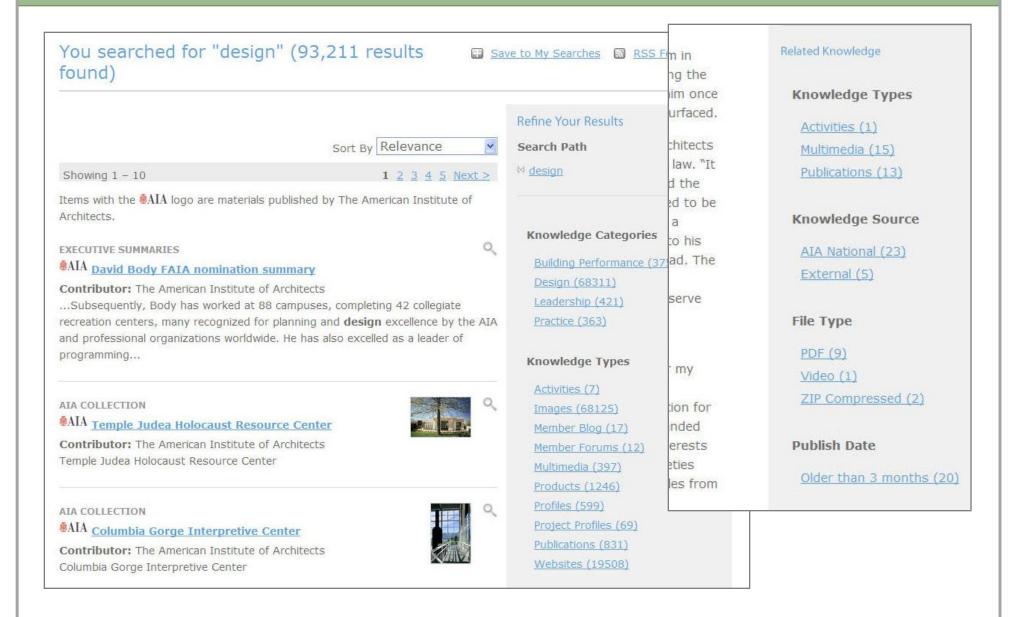
Assimilation

Acquisition



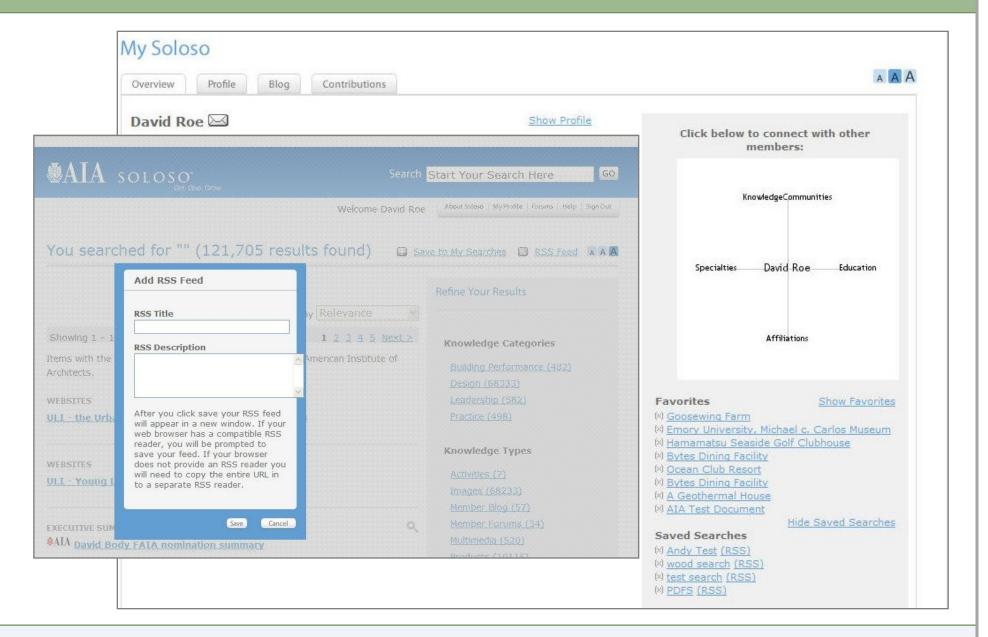


### Acquiring

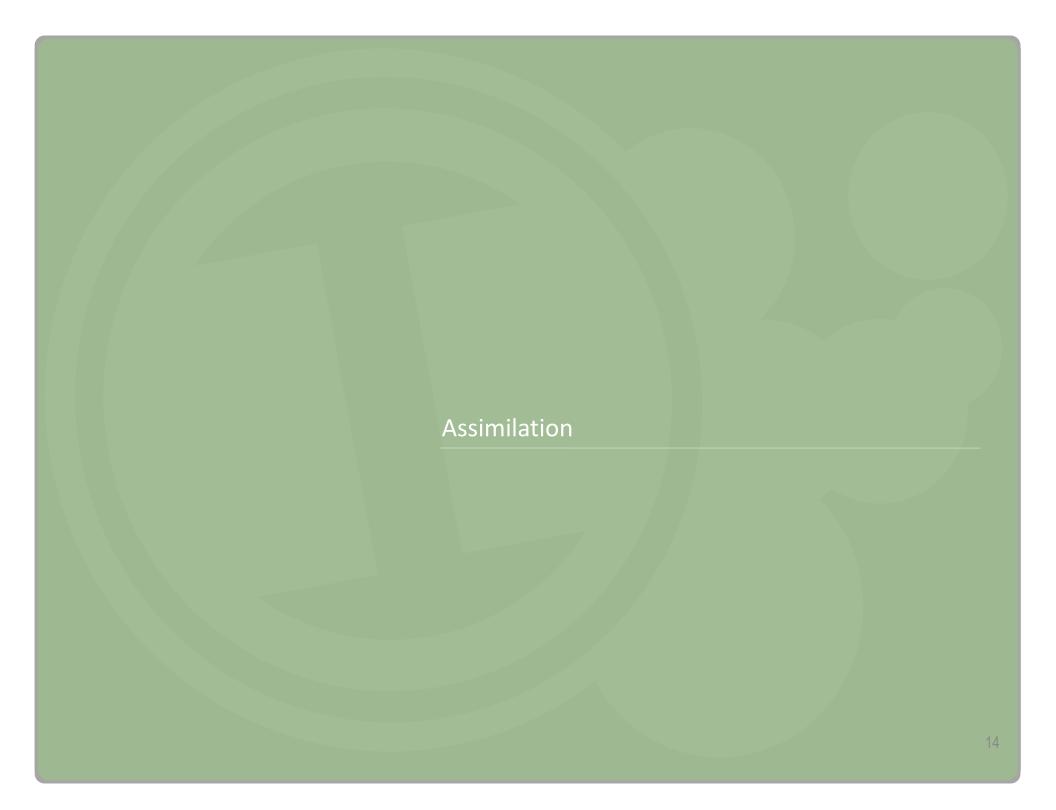




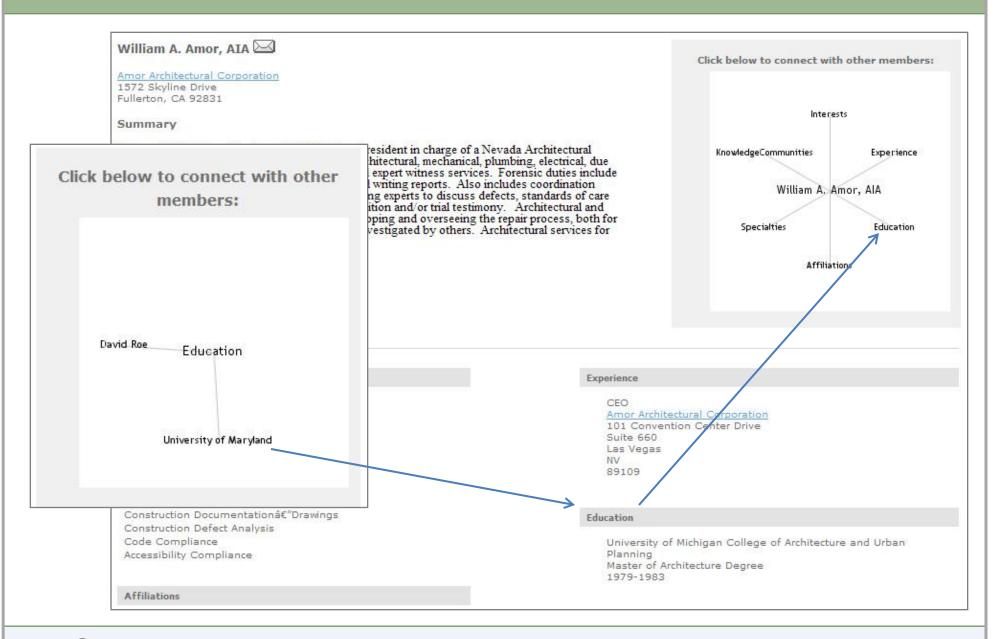
## Collecting







## Relationships





#### Collaboration





#### George White, FAIA-A Rare Combination

By Deborah M. DeBernard, AIA, NCARB, LEED AP

"Architects bring beauty to the built environment, yet now we are asked to do more and more management. Architects today need to hone their management skills and business acumen," says George M. White, FAIA, Architect of the Capitol (AOC) for nearly 25 years. Having served at the pleasure of six presidents, beginning with Richard Nixon, he exhibits a perfect blend of the renaissance requirements of the profession of architecture.

In a recent interview, White shared some stories from his career. "I had thought of being an architect while I was in high school. Since my father was an architect, I thought it would be enjoyable to study architecture. But when my father, who lived through the Depression when



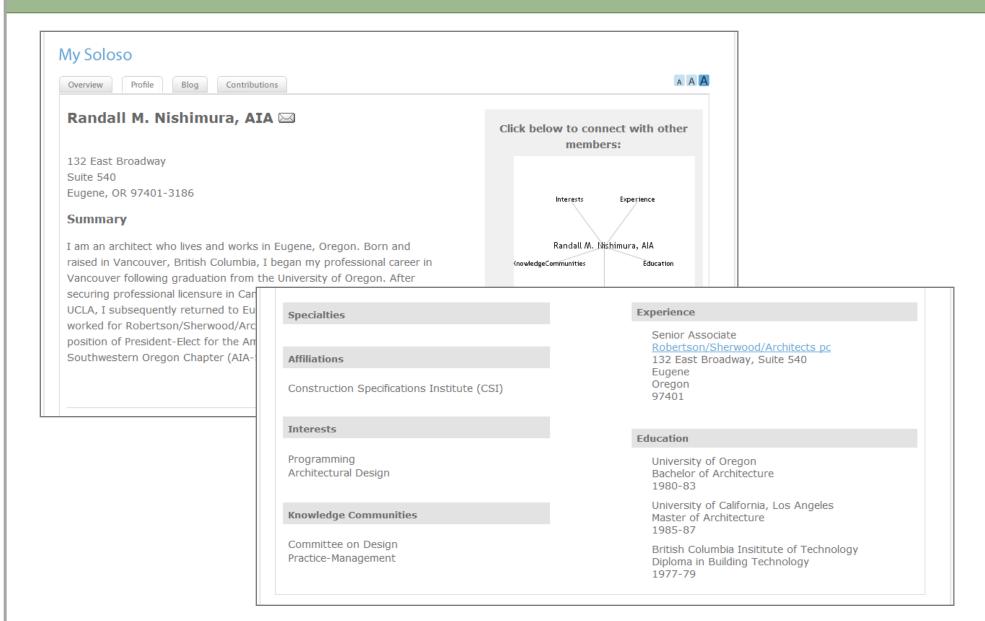






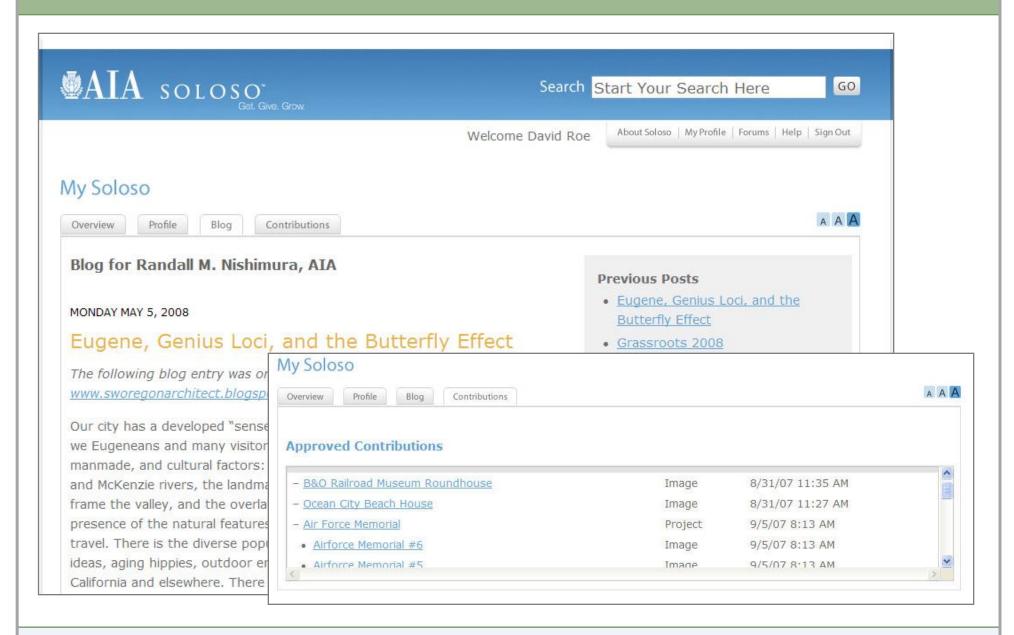
Sharing

## Community Membership





### Community Contribution





**Enabling Technologies** 

#### **Solution Pillars**

# **Knowledge Portal Solution**

# **Content Management**

Digital Assets
Documents
Web Content
User Content
Taxonomy
Security
Compliance

#### Search

Structure data
Unstructured
content
Cross Domain
Security
Personalization
Classification
Relevance

# User Management

Profile
Preferences
Authorization
Authentication
History
Behavior

#### **Portal**

Workspaces
Interface
customization
Application
Integration
Collaboration
Social Networking



## Healthcare Case Study – American Cancer Society (ACS)

# **Constituent Order Processing Solution (COPS)**

#### The Problem

- Inefficient process for accessing and sharing knowledge and resources via cancer.org and the National Cancer Information Center (NCIC)
- No timely view of interactions with ACS constituents

# Knowledge Portal Solution

- Web-based ordering build directly from info sources being accessed
- Integration with ACS CRM database (Siebel) to track all constituent contacts
- Use of Oracle UCM for access to all cancer information documents
- Access to cancer information brochures directly from the ACS website
- Integration with distribution center to process mail orders
- Integration with external vendor for clinical trials info and referrals



# Why Ironworks?

# □ The "Right Size"

• We are large enough to provide depth, experience and expertise, yet small enough to provide the intimacy and agility to be responsive to your needs.

# □ Experienced Resources

• Our teams include senior, experienced program managers, designers, information architects, developers, and engineers – we don't sell with the "A" team, then staff the job with the "B" team. And we do not learn on your nickel.

## □ Integrated Strategy, Design and Development

• This integration means that our strategies are practical, our applications are highly usable, and our technical solutions are expandable and maintainable.

# Solution and Technology Agnostic

 Our teams are tasked with creating solutions built upon client requirements, not technology biases



# **Our Service Offerings**

#### **BUSINESS CONSULTING**

- Program Management Office
- IT Strategy and Roadmap
- Vendor and Tool Selection
- BusinessProcess Improvement
- Compliance

#### **WEB SOLUTIONS**

- Web Strategy
- Web Design and Usability
- Portals
- Enterprise Content Management
- Web Analytics
- E-Commerce
- Enterprise Search
- Application Management

#### SYSTEM INTEGRATION

- Service-Oriented Architecture (SOA)
- Strategy and Implementation
- Business Intelligence
- Application Integration



#### Representative Clients

#### Healthcare

















#### **Not for Profit**















#### Mfg/Retail/Dist

















#### **Financial Services**

















#### Other



















#### Contacts:

Rick Johnston <u>rjohnston@ironworks.com</u>
Sr. Web Strategist Twitter: @rjohnston

Marty Benchoff <a href="mbenshoff@ironworks.com">mbenshoff@ironworks.com</a> Sales Representative 336-508-0780

Rob Huffstedtler <u>rhuffstedtler@ironworks.com</u> North Carolina Office Lead 919-462-2092

www.ironworks.com

Richmond

4121 Cox Road, Suite 205 Glen Allen, Virginia 23060 804.967.9200 DC Metro

8133 Leesburg Pike, Suite 650 Vienna, Virginia 22182

**Research Triangle** 

11000 Regency Parkway, Suite 404 Cary, North Carolina 27518 919.462.2092 Charlotte

10405 Toringdon Way, Suite 205 Charlotte, North Carolina 28277 704.848.8889