



# East Oklahoma Allied Health

Engage + Offload + Align + Heal

**East Oklahoma Allied Health is a Rural Health Alliance model that serves the East Oklahoma Native American population to improve health, quality, and access to its rural populations.** With the shift from rural to urban communities, critical access hospitals have suffered a decline in revenues and an increase in hospital closures resulting in declining access and quality.

**East Oklahoma Allied Health** focuses on four key values of **Engage** the Community, **Offload** Costs, **Align** the Systems, and **Heal** the Community.

**Engaging the Community** brings together Creek, Cherokee and Osage Nations together by linking six rural hospitals: WahZhaZhi, WW Hastings, Okmulgee, Vinita, Okemah, and Coweta. The six hospitals provide these nations with access to any specialty in the alliance, furthering utilization of care. The specialties will be paired down to primary care and emergency medicine. Other specialties such as behavioral health will be added to Vinita and Coweta, as well as optometry to Okemah and Vinita to address diabetes and mental health.

**Offloading Costs** involves centralized contracting with EMR, laundry, labs, direct materials, administrative staffing, and billing to reduce costs. The new alliance adds key management with one centralized C-suite with a CEO over the six-hospital system, a CFO with 6 VPs Finance, a COO with 6 VPs Operations, a CMO with 6 CNOs, and one CHRO.

**Aligning the System** brings together East Oklahoma Allied Health, Saint Francis Hospital, and an OSU Academic Partnership. The Saint Francis Partnership is mutually beneficial and allows EOAH to pay specialty physicians (e.g., psychiatrists, endocrinologists, dieticians, pharmacists, surgeons) to provide increased access. The OSU Partnership provides an APN pathway for the Rural Health Alliance's Rural Recruitment Program. It establishes a way for the rural hospitals to recruit back and retain employees.

**Healing the Community** provides Home Health, Mobile Health and Telehealth services. The EOAH will bring APNs to homes and communities starting in year one and mobile vans by year three. Starlink will be used to counter bandwidth issues and connect patients to St. Francis or EOAH specialty physicians directly.

"Time to put YOUR health into OUR hands."

Team 18



## East Oklahoma Native American Population

- Population of 910,000
- Cherokee, Creek, and Osage Nations
- 2x as likely to be diagnosed with diabetes
- Lack internet, access, support, and healthy foods

## Rural Health Alliance

- East Oklahoma Allied Health
- Saint Francis Partnership
- OSU Academic Partnership

## East Oklahoma Allied Health

- Add Key physician placements
- Centralize contracts
- Home Health: Home health APN visits, Telehealth, and Mobile Health visits

## Mobile Health Financials

- NPV: \$23,750
- IRR: 21.1%
- Cost of Capital: 10%
- Payback Period: 2.62 years

## Alliance Financials

- Current NPSR Margin: -39.7%
- Expected Profit Margin: 5%
- Net Income: \$15.6 million

