LEGISLATIVE HEALTH & HUMAN SERVICES COMMITTEE

Terri Stewart – President and Chief Executive Officer **Phillip Gibbs** – Director, Customer Engagement November 5, 2025



AGENDA



- 1. Who is SYNCRONYS?
- 2. What does SYNCRONYS do?
- 3. What can SYNCRONYS do.
- 4. Overview of SYNCRONYS Solutions
- 5. How NM Legislators could help.
- 6. Questions & Answers

SYNCRONYS



- SYNCRONYS is a New Mexico not-for-profit multi-stakeholder organization.
- Formed in 1990 as a research organization, previously known as the Lovelace Clinic Foundation d/b/a NMHIC.
- In 2010 evolved to interoperability to securely exchange health records, including public health reporting for the NM Department of Health.
- Is the State's designated health information exchange (HIE), 2009 and the agent of NMDOH for electronic lab reporting (ELR) and Syndromic Surveillance since 2012.
- In October 2020, the organization changed its name to SYNCRONYS.

SEPTEMBER 2020 INVESTMENTS



- NM significantly invested in its HIE supported with state and enhanced federal (HITECH) matching funds through an agreement with SYNCRONYS and the NM Human Services Department.
 - Build and maintain interfaces with health care facilities and providers
 - Maintain secure online access to the longitudinal clinical record,
 - Maintain an Enterprise Master Patient Index (EMPI) to identify individuals across systems, settings and populations to create a single record,
 - Develop use cases, insights and tools with the data
 - Substance Use Disorder
 - Hepatitis C Treatments
 - Mental Health Insights
 - Maternal Care

WHAT IS AN HIE?



Solutions

Our Network

Resources

Company

News & Events

Connect with Us





After - Connect once to access shared services



HIE PURPOSE

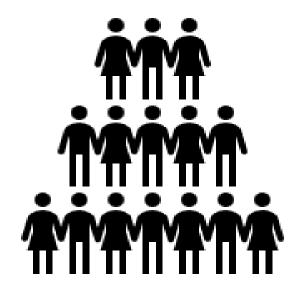


- Is to securely exchange, manage and store health information from across the state and to provide role-based access to health-related information in a centralized and secure database.
- SYNCRONYS includes:
 - Patient demographics, medical encounters, clinical notes, prescriptions, diagnostic procedures, diagnostic images, notifiable public health data, and all New Mexico Medicaid claims, among different and unrelated healthcare organizations to create a longitudinal clinical data repository (CDR).
- Utilizing an enterprise master patient index (EMPI) SYNCRONYS aggregates an individual's data across its platform.
- **Why**: having enhanced data within the SYNCRONYS data warehouse, not only helps medical providers, but can inform state agencies and legislators on outcomes and progress of programs.

SECURITY & PRIVACY



- Disclosure of the data are governed by:
 - Participation Agreements, and
 - Disclosure is aligned with federal HIPAA disclosure statutes, as well as the New Mexico Electronic Records Act.
 - New Mexico is an Opt Out State.
- Security and privacy programs are structured around multiple nationally recognized frameworks.
 - SYNCRONYS has **SOC 2 Type 2** certification. An independent audit is performed annually evaluating controls for Security, Availability, Confidentiality.
 - Are in the process of certification under **HITRUST** CSF r2 (2025, and aligning controls with NIST SP 800-53 rev 5, ISO/IEC 27001:2022, and HIPAA Security Rule. The HITRUST certification is expected in 2026.
 - Have adopted **NIST SP 800-30** and **800-39** for Risk Analysis and Risk Management methodology for ongoing threat identification and control validation.



> 2.5 Million individuals

San Juan

Taos

Colfax

Union

Mora

Harding

San Miguel

San Miguel

Curry

Catron

Socorro

Otero

Lea

Eddy

Luna

Doha Ana

Luna

Doha Ana

95% of NM hospital beds are represented within the data



RICH SOURCE OF HEALTH DATA



SOLUTIONS



- SYNCRONYS has developed a **three-pillar** care solution that enables providers, payers and policy makers to improve individual health, community health, and help to reduce healthcare costs in New Mexico. The solution pillars span from the individual patient and provider interaction at the point of care to the identification of population insights necessary for policy and statewide strategic planning.
- These three pillars:
 - build upon information available at the *Point of Care*,
 - offer a care and risk management solution to improve Population Health + Quality; and
 - provide access to a unique blend of health, regional data, and SDoH to inform Community Insights + Policy + Strategic Planning.

POINT OF CARE SOLUTIONS



Clinical Portal

Access the longitudinal clinical record

Acute Care Notification

Daily report hospital and ED admit and discharge events. Report identifies frequency of admissions and ED visits with diagnoses Coordinate

Integrated software suite for care management

Substance Use Disorder Use Case

Substance Use
Disorder (SUD)
Management
provides SUD
MAT
notifications
and reports
sent to various
clinical settings.

POINT OF CARE SOLUTIONS



Mental Health Use Case

Identifies mental and behavioral health risks and alerts the appropriate providers

Emergency Department Optimization

Criteria based patient's notification sent real-time to emergency departments

Post Acute Care Management

Provides real-time
visibility into
members care and
treatment while
admitted at a skilled
nursing facility

Conditions of Participation (CMS)

Enables hospitals to send electronic patient event notifications of a patient's admission, discharge, and/or transfer (ADT) to other healthcare facilities or to community providers or practitioners

POPULATION HEALTH SOLUTIONS



Population Health Analytics Dashboards

- Suite of Risk
 Management
 Solutions,
 attributed patients
 - Population Risk
 - Transition Risk
 - Performance Report
 - Behavioral Health

Hepatitis C Dashboard

Provides data
 ascertaining the
 presence of HCV,
 providing a
 Summary of Care
 Gaps and Risk
 Factors. Maternal
 Health Dashboard

Maternal Health Dashboard

Provides risk
 management and
 care coordination
 solutions for the
 prenatal and
 postpartum
 populations

Certified Community Behavioral Health Clinic (CCBHC)

Provides a
 customized BH
 dashboard for state
 CCBHCs to monitor
 their Quality
 Measure
 compliance and the
 BHSD to report to
 CMS on required
 metrics.

POLICY & COMMUNITY INSIGHTS



Population Health Analytics Dashboards

 Suite of Risk Management Solutions,

Aggregated data

- Population Risk
- Transition Risk
- Performance Report
- Behavioral Health

Health Equity Map

 Health Equity Map (HEM) is a geospatial mapping and dashboarding tool to analyze trends, hotspots, and disparities in health equity and access

Custom Analytics

 Ability to generate custom reports for one-time requests or a reoccurring report. (E.g. ORCNM & UNM Researchers)

Public Health

- eCR is the automated, realtime exchange of case report information between the HIE and public agencies, to support CDC Data Modernization Initiative.
- CustomReports/extracts

ADDITIONAL SOLUTIONS



Direct Secure Messaging

Provides point to point secure encrypted communications

NCQA Certified Continuity of Care Documents

CQA Certified
CCDA that
provides a
summary of a
patient's care
over a specified
period. CCDA can
be leveraged to
support clinical
operations and
HEDIS reporting.

HealthXNet

Access to insurance eligibility and benefits platform.

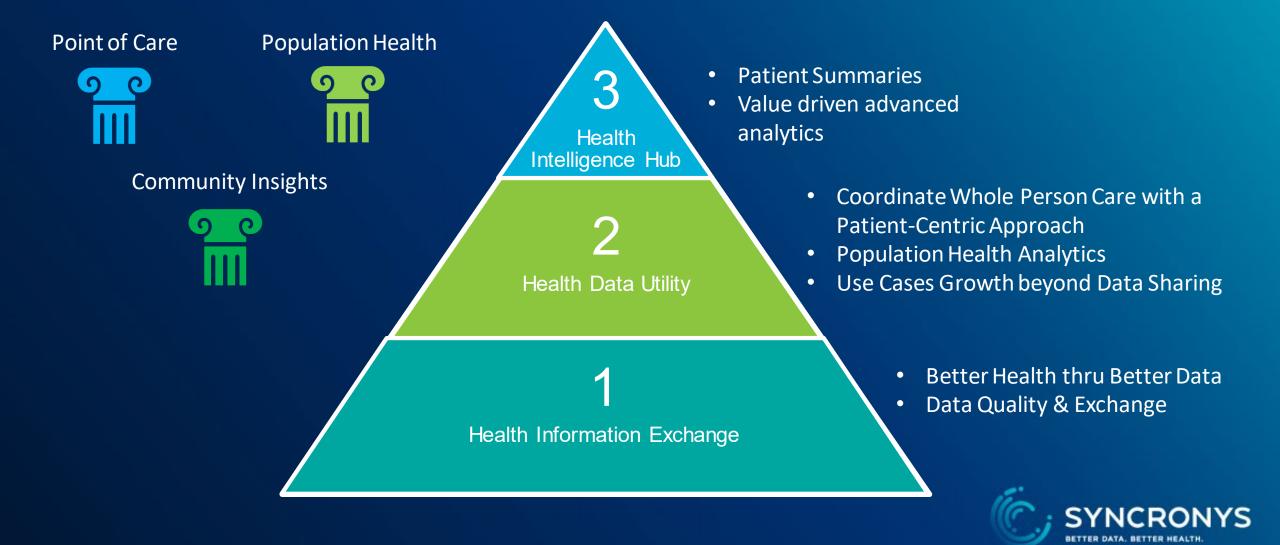
Inbound Data Sharing

Send a standard data set to SYNCRONYS in a patient centric model of healthcare and wellness.

Outbound Data Sharing

Send a standard data set to Participant in a patient centric model of healthcare and wellness.

OUR JOURNEY



WHAT COULD SYNCRONYS DO?



Assistance with Medicaid utilization and outcomes data

UTILIZATION

- Number of Medicaid Patients
- Per member per month cost
- Stratification by provider type and MCO
- Data ranking for most prevalent ICD10 BH Codes
- Expenditure trends

OUTCOMES

- Outcomes and Quality Metrics
- Maternal Health

ACCESS & ADEQUACY

- Up-to-date Provider Directory
- Research to determine non-BH providers prescribing BH meds to fill in gaps

WHAT COULD SYNCRONYS DO?



SYNCRONYS could support Medicaid Utilization and Outcomes Reporting for the Period FY17 to FY25

- 8 years Medicaid claims,
- 9 years of physical health records from DSO,
- 2 years BH, and
- 1 years Skilled Nursing Facility data)

UTILIZATION DATA



Sample Cost and Spending Reports - Using Medicaid Claims

- Number of Medicaid Patients Served (Enrollment data)
 - FFS Expenditures
 - Per member per month costs
- Expenditure trends: (BH, Long Term support services)
 - 20 most used BH codes by Medicaid Patients
 - Developmental Disabilities Support Division (DDSD)
 - Expected cost per client and actual cost per client (Mi Via Waivers)
 - Wellness visits for DD and waiver participants (Abuse/Neglect ANE rate)

DO INCREASES IN UTILIZATION CORRELATE TO BETTER OUTCOMES? SYNCRONYS BETTER DATA. BETTER HEALTH.

Comparative Reports matching Medicaid Claims with Clinical Metrics

- Physical Health x 1,000 members
- BH x 1,000 members
- Telemedicine Visits
- ER visits for non-emergency needs
- Count of members by type of BH service received (Timely data)
- Outcome measures for BH (NMBHPA and CCBHC measures, Timely data)
- Physical Health utilization % change in utilization and cost per unit (Inpatient - admissions, days-, Physician services, ED visits, Outpatient visits, Pharmacy scripts)

SOLUTIONS FOR POLICY MAKERS





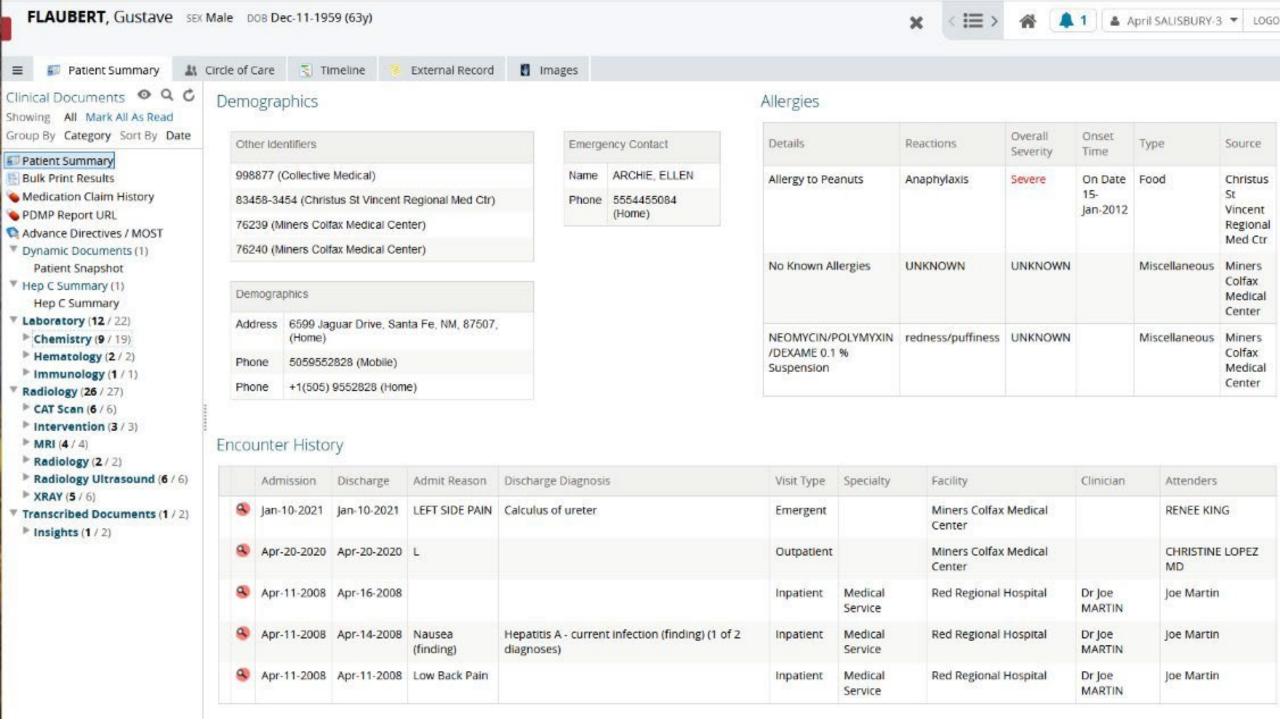
Health Equity Map

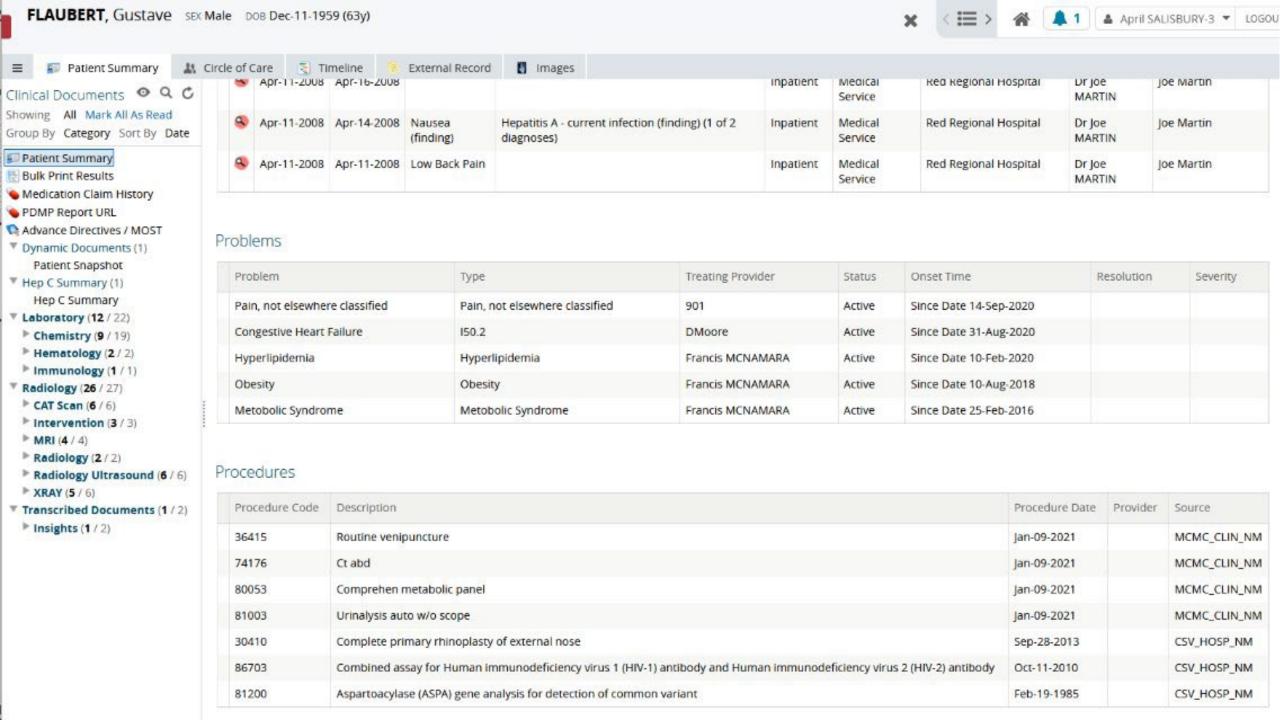


Population Health Analytics
Dashboards (Aggregate
Level)



Aggregated, Custom Extracts and Reporting





INSIGHT DOCUMENTS

Standard EDIE criteria:

- 3+ ED Locations in 90 days
- 5+ ED Visits in 12 Months
- Care Insights
- COVID Pending and Positive Lab Results
- Security and Safety Event
- History of Sepsis (12 mo.)

Substance Use Disorder Management criteria (Hospital MAT Clinic):

- ED Visits Alcohol Use Disorder
- ED Visits Opioid Overdose
- ED Visits Opioid Use Disorder
- ED Visits Substance Use Disorder
- History of Alcohol Use Disorder (12 mo.)
- History of Opioid Use Disorder (12 mo.)
- History of Opioid Overdose (12 mo.)
- History of SUD (12 mo.)

Emergency Dept. Optimization criteria:

- Anticoagulant Medication Filled (3 mo.)
- History of Housing Insecurity (6 mo.)
- History of MDRO (6 mo.)
- Recent Imaging CT/MRI (3 mo.)

Collaboration and Coordination of Mental Health criteria:

- ED Visits Mental Health Dx
- ED Visits Suicide Ideation or Self-Harm
- History of Mental Health Dx (12 mo.)
- History of Suicide Ideation or Self-Harm (12 mo.)



INSIGHT DOCUMENTS

SNF Stay Summary

- Has a SNF discharge in the past 7 days, OR
- Had a SNF admission in the last 60 days with no SNF discharge

Readmission

- ED Visit with Inpatient Admission in last 30 days at any facility
- ED Visit with SNF Admission in last 30 days

SDOH

- Recent Housing Insecurity
- Other SDOH (future development)

Patient Return from SNF

Visit Summary

Admit Date & Time 10/19/2023 11:02 AM Facility Name Madeline's Skilled Nursing Diagnosis

- Congestive Heart Failure
- Bilateral primary osteoarthritis of hip
- Essential (primary) hypertension

Facility & Practitioner

Attending Physician
Gregory Taylor M.D.

Phone (571) 248-6100

Facility

Madeline's Skilled Nursing

7501 Heritage Village Plz, Gainesville, VA, 20155-3078

Medications

Last administered date for each medication within the last 14 days

Medication Name	Dosage	Dose Per Unit	Administration Date in the last 14 days
acetylcysteine inh/oral (MucOMYST) 20 % solution 2 mL	2 ml inhale orally two times a day for respiratory	NULL	10/19/2023 11:32 AM
atorvastatin (LIPITOR) 20 MG tablet	Give 1 tablet by mouth at bedtime for Hyperlipidemia	20 MG	10/19/2023 11:32 AM
ipratropium-albuterol (DUO-NEB) 0.5 mg-3 mg(2.5 mg base)/3 mL INH NEBU	1 vial inhale orally every 6 hours for SOB/Congestion	NULL	10/19/2023 11:32 AM
levothyroxine (SYNTHROID) 75 mcg PO TABS	Give 1 tablet by mouth one time a day for hypothyroidism related to HYPOTHYROIDISM, UNSPECIFIED (E03.9)	75 MCG	10/19/2023 11:32 AM
QUEtiapine (SEROQUEL) 25 MG tablet	Give 1 tablet orally at bedtime related to DEMENTIA IN OTHER DISEASES CLASSIFIED ELSEWHERE WITH BEHAVIORAL DISTURBANCE (F02.81)	25 MG	10/19/2023 11:32 AM



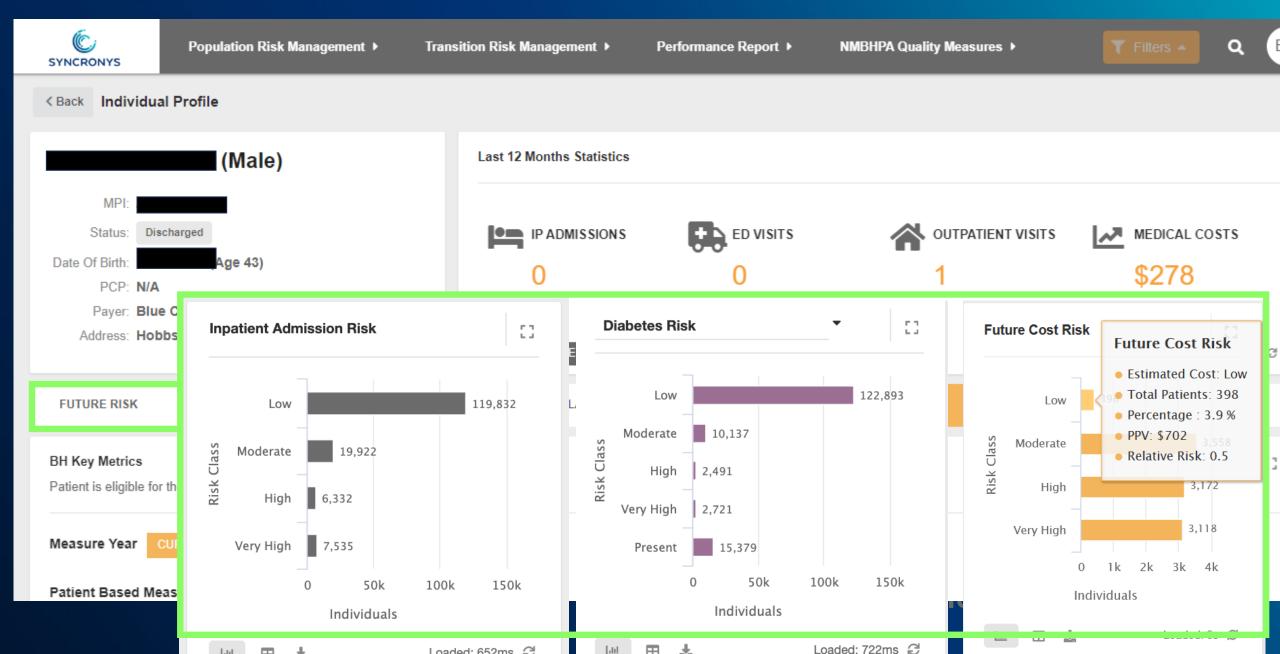
POPULATION HEALTH DASHBOARDS

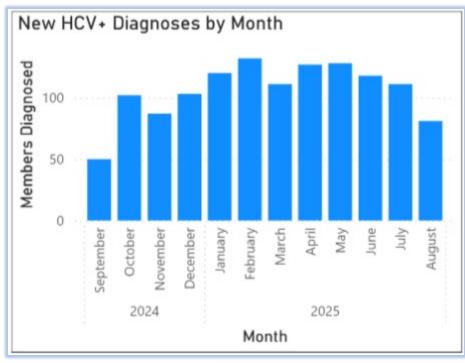
Risk Models can help identify:

- Members expected to have high cost and utilization (ED/IP) who may benefit from care management.
- Members at increased risk for specific chronic conditions and events, enabling preventive interventions.
- Members at increased risk for inpatient readmission or ED revisit within 30 days to prioritize transitions of care support.
- Groups of patients needing care management.
- Gaps in care to be addressed for individual patients to improve HEDIS measure scores.



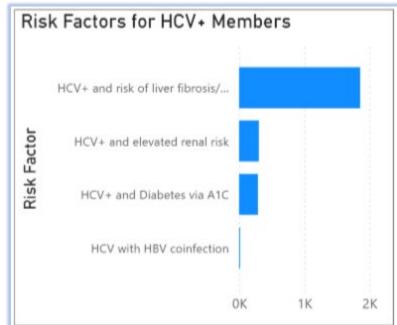
AI/ML - PREDICTIVE ANALYTICS FOR POPULATION RISK MANAGEMENT

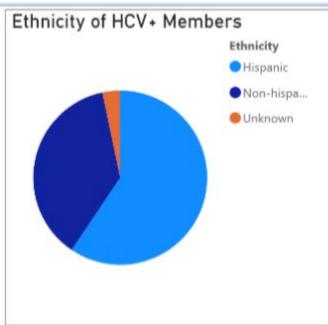


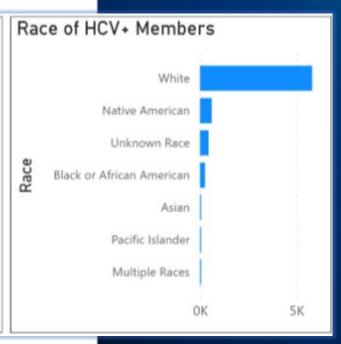


Hepatitis C Diagnoses

- + Risk Factors
 - + Ethnicity
 - + Race

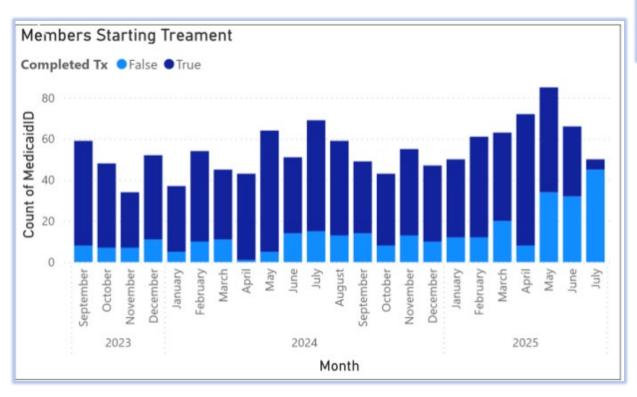


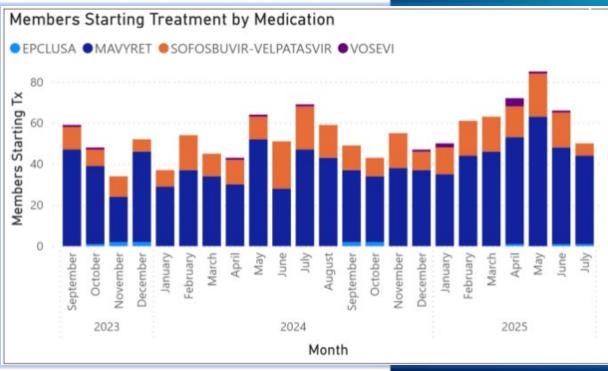


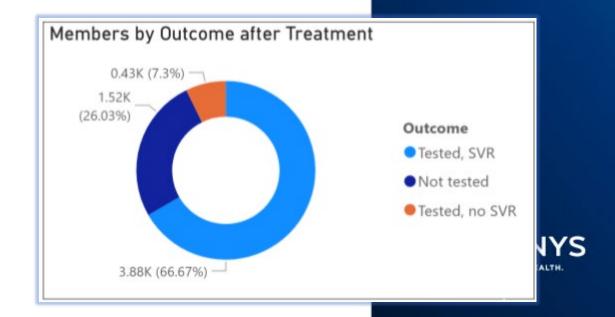


Hepatitis C Treatment

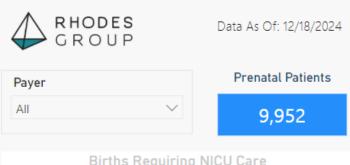
+ Drug + Completion + SVR

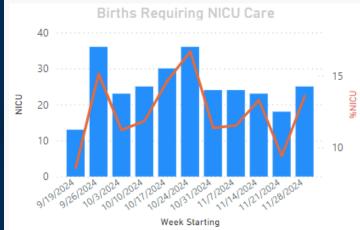


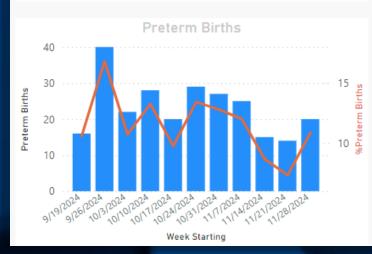




Prenatal Dashboard



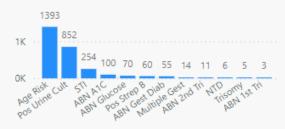




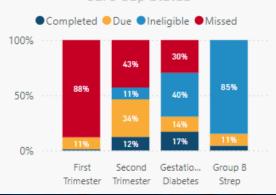
Prenatal Dashboard

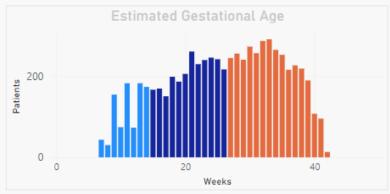
Increased Risk	Risk + Gaps
1,220	1,211
Optimal	Care Gaps
2,367	2,039

Risk Factors

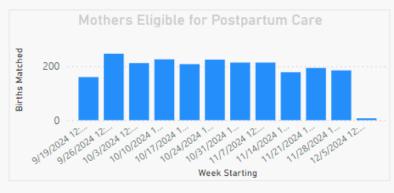


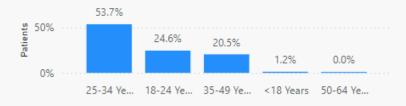
Care Gap Status





First Trimester	Second Trimester	Third Trimester
911	2,504	3,422





Age Group

Ethnicity

Race



Prenatal Dashboard



Prenatal Overview

Details - Active Prenatal

Details - Risk Factors

Details - Births, Postpartum

HEALTH EQUITY MAP

Supporting health equity and targeted interventions by using geo-spatial mapping technology

- Healthcare Professionals
- Policy Makers
- Community Organizations

Who?



 Leverages advanced geospatial technology to visualize complex healthcare data across different demographic categories and regions.

How?



 Enables users to derive actionable insights through the extensive analysis of trends, hotspots, and disparities.

Why?





WHERE DOES THE DATA COME FROM?







157 DATA SETS ACROSS 10 CATEGORIES





Community Characteristics



Digital Access



Environmental Risk



Health Indicators



Food Insecurity



Housing Insecurity



Transportation Insecurity



Safety



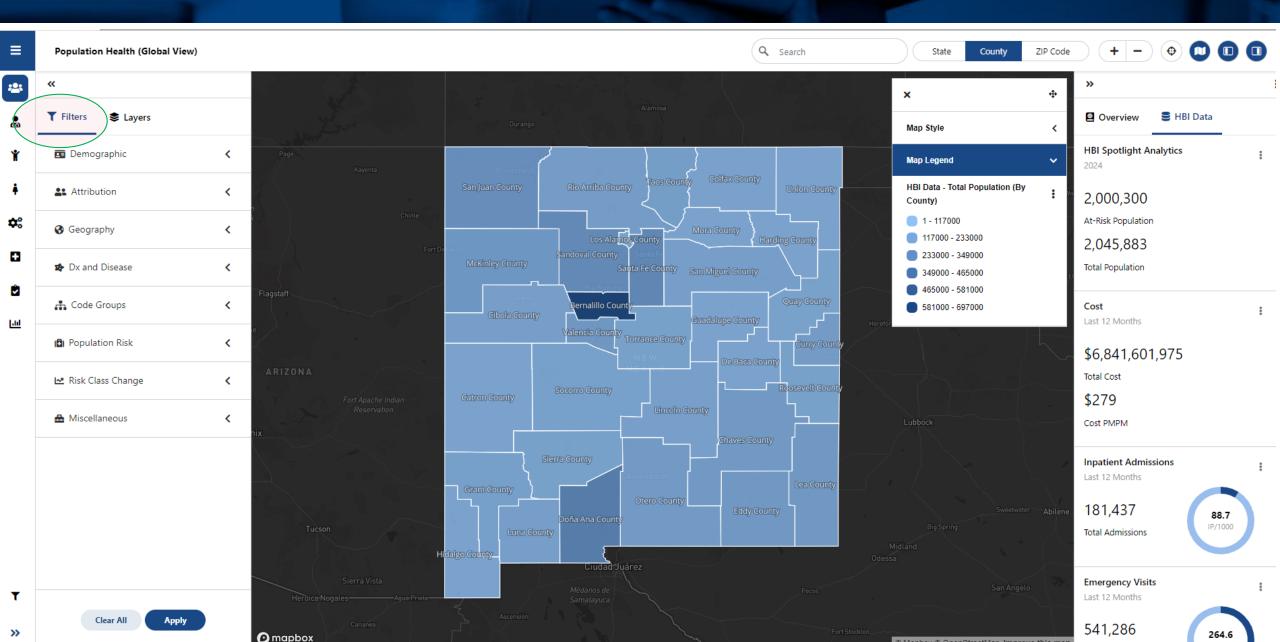
Social Vulnerability Index



Vizient Vulnerability Index

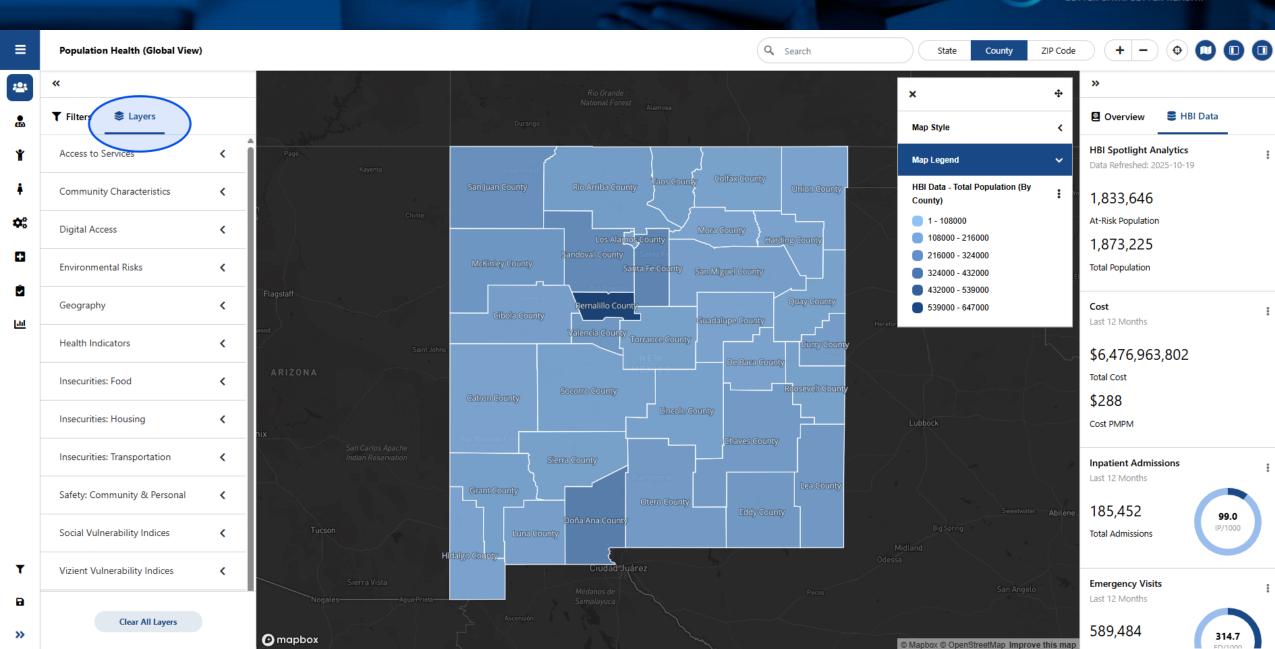
FILTERS





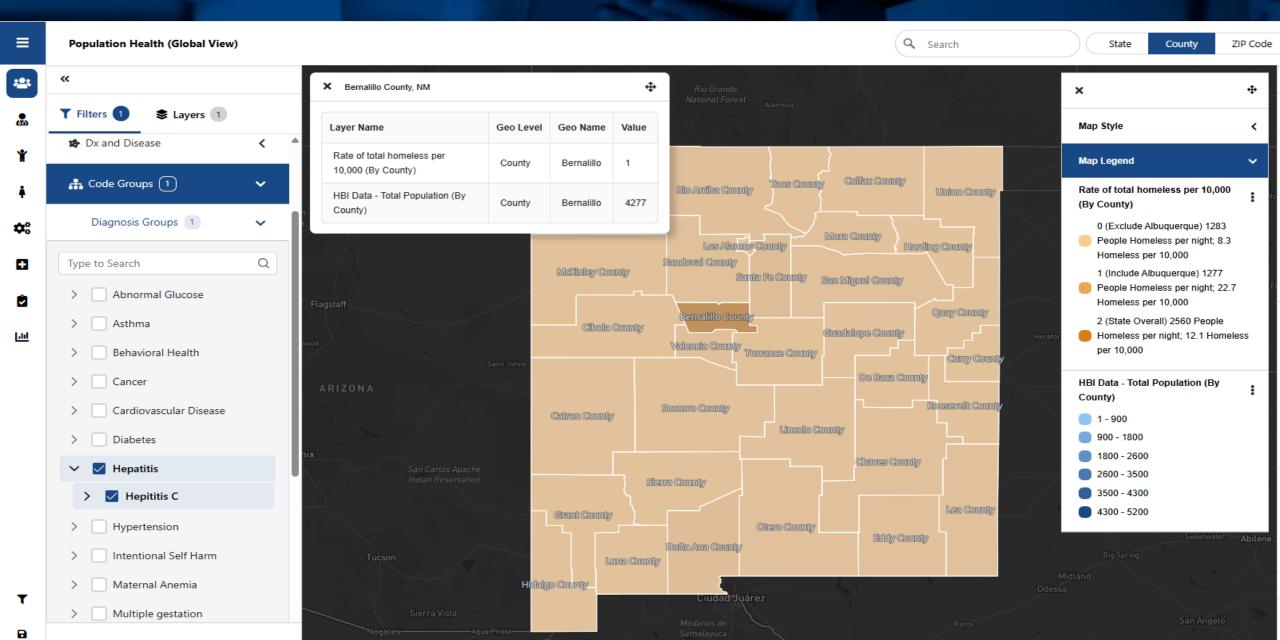
LAYERS





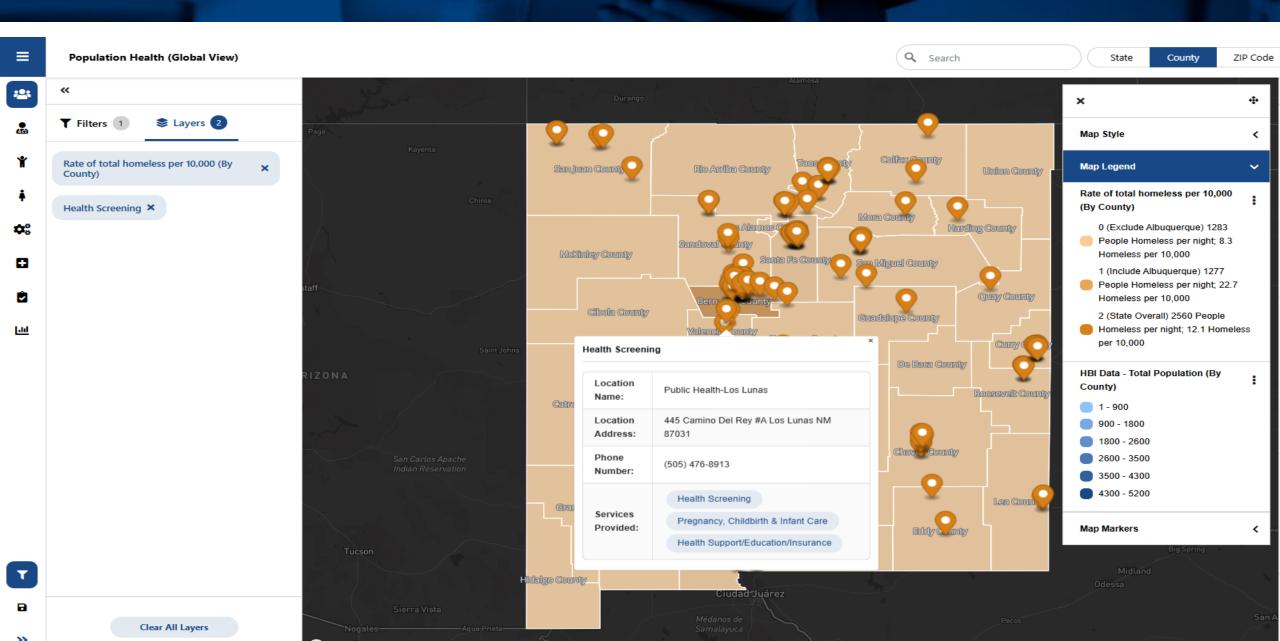
FILTERS WITH LAYERS INTEGRATION





ACCESS TO SERVICES INTEGRATION





HEM ANALYTICS

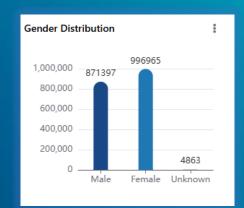
Cost
Last 12 Months
\$6,476,963,802
Total Cost
\$288
Cost PMPM



1,833,646 At-Risk Population

1,873,225

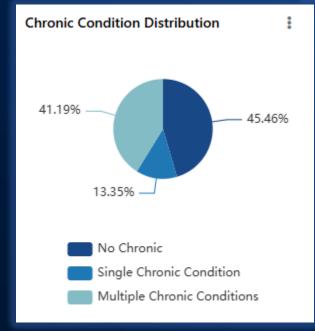
Total Population



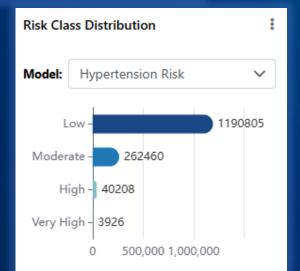


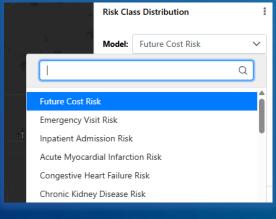














HOW THE COMMITTEE CAN SUPPORT THE HIE



- NMSIIS Immunization Records Available for providers in the HIE
 - Potential amendment
- Funding for financial barriers to share data
 - Potential funding in the CMS Rural Health Transformation Program Application
- Data sharing mandates
- Establish a Health Data Utility in NM

FUNDING



- \$4M a year to pay for SYNCRONYS subscription for Medicaid providers and hospitals.
- State funds to pay the one-time connection charged by the facilities electronic medical record vendor to the HIE.
- Sustainability Options:
 - State payment for one-time connection and then first 2-3 years of HIE subscription, then have facilities pay annual subscription.
 - State could continue to cover rural ambulatory providers, FQHCs and critical access hospitals.

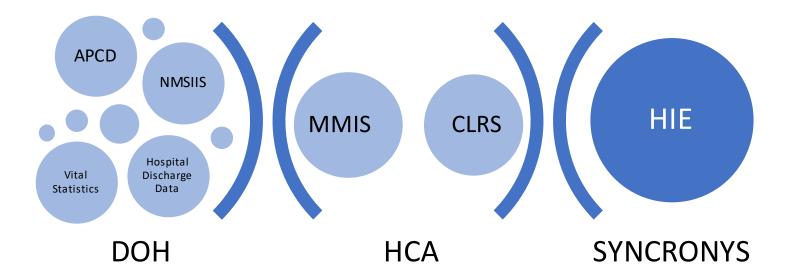
MANDATES



- California passed the Data Exchange Framework Enforcement (SB660) reinforces accountability and participation in the CA DxF.
- Nebraska mandates all medications and immunizations dispensed in their state to be reported to their HIE.
- Maryland mandates that hospitals connect to the state designated HIE.
- Arizona includes HIE participation in their Medicaid managed care contracts and requires MCOs to ensure high-volume providers connect to the state's HIE.

STATE HEALTH DATA UTILITY

NM Health Information is siloed. Examples:



 At State and National level, the need to incorporate social needs, BH, Public Health data with the Medical Health data in the HIE has been identified to appropriately manage health for the whole person as well as the overall health for the community

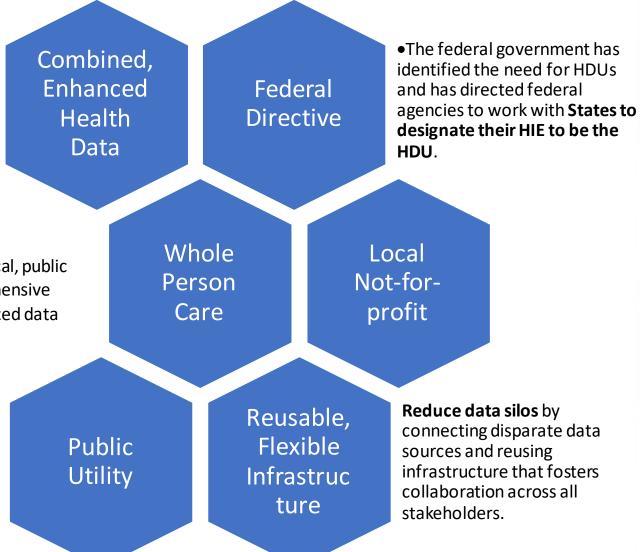


WHY AN HDU?

HDUs combine, enhance, and exchange electronic health data for treatment and care coordination, delivering quality improvement, population health insights, public health, emergencies, and other public and community health and social support needs.

HDUs incorporate social data alongside clinical, public health, and claims data, providing a comprehensive view of both individual health and a centralized data source for community needs and programs.

HDU authority is designated by the state and designed in alignment with each States priorities, policies and programs to address the needs of New Mexicans.



HDUs are local not-forprofit entities with advanced technical capabilities, multistakeholder shared governance, and local leadership, which will use the HIE infrastructure funded by state and federal funding



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MY VIEW KRISTY RINIKER AND JOANNA TOEWS

Synchronized medical records help patients, doctors

By Kristy Riniker and Joanna Toews Feb 23, 2025 Updated Feb 24, 2025 💂 o

In New Mexico, we have a designated health information exchange that does just that. Syncronys is a
nonprofit organization powered by Orion Health that compiles results of labs, imaging, diagnostic tests
and clinical notes from participating health care organizations and organizes them in a HIPAA-compliant
searchable database.

Is it perfect? No. Many health care organizations do not participate, and sometimes the data is cumbersome to find. But it is better than waiting days or weeks for records to be sent or logging into six different portals or repeating tests because you don't have results.

Dr. Kristy Riniker is associate medical director at Optum NM and sees patients in Rio Rancho. Dr. Joanna Toews is an internal medicine physician and sees patients in Santa Fe.



QUESTIONS

