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FACTORS TO CONSIDER IN SELECTING A REGISTRY MANAGEMENT PARTNER



RegistryPartners

DATA ABSTRACTION / REGISTRY MANAGEMENT / CONSULTING



The Impact of a Quality Registry Management Partner

Today's clinical data registries can impact everything from your hospital's finances to various ratings, certifications, and your reputation among both health care professionals and patients. Registries provide a real-world view of clinical practice and patient outcomes.

With so much riding on the data produced by registries, it's important to ensure they are managed by a knowledgeable team. **This guide is designed to help you understand five key factors to consider when selecting a registry management vendor. You'll learn questions to ask around staff training, security protocols, team structure, and more.**

By using these guidelines, you can feel confident in your registry management vendor selection process.



1

Comprehensive Security and Liability

The security of patient data is foundational to the operation of any health care organization. When selecting a registry management vendor, be sure to ask the following questions:

- **Can the company you are considering provide insurance certificates showing coverage for general, professional, and cyber liability as well as workers' compensation coverage?**
- **Are staff members paid as employees (given a W-2 form) or are they considered contractors (given a 1099 form) ? If staff members are contractors, either each contractor would need proof of individual liability coverage or your hospital would incur professional and workers' compensation liability.**
- **Does the company require encrypted computers, servers, and email communication?**
- **Does the vendor have a corporate security program? Request to see a copy of the security policies.**
- **Can the registry management company provide evidence that all employees receive annual HIPAA training?**
- **Are employees screened with a criminal background check, ID verification, and for Medicare integrity?**

2

Staff Expertise



Each registry has its own unique set of terms, measurements, and data collection standards. For example, a tumor registrar who has been trained to work in oncology isn't necessarily qualified to work in a cardiac registry.

Look for a registry management company that has a system in place to validate the skills of potential employees through testing.

Skills validation should be a part of every hiring process. Be sure staff members are also engaged in continuing education and training to stay abreast of changes in data collection standards.

Is the registry management vendor you are considering able to tailor services to your organization's specific needs? For example, some hospitals need to supplement existing registry staff while others may need a vendor who can manage the entire registry or multiple registries.

Ask about the flexibility of service agreements. Should there be changes within your hospital that affect registry needs or staffing needs, can the vendor revise the scope agreement without penalty?

3

Customized and Flexible Service Agreements



4

Project Team Structure

Explore how potential vendors set up registry management teams.

- **Will there be one point of contact?**
- **Is there team consistency or will there be different abstractors rotating in and out of the project?**
- **What are the qualifications and duties of a project or team leader?**
- **How are projects monitored for quality and what is the criteria?**
- **What communication will I receive about my project?**



5

Capabilities and Benefits of a Single Vendor

Is your organization working with multiple companies to manage various registries or various locations within your health network? Should you consider a single vendor for all registries and locations?

Working with a single vendor who is qualified to manage all of your registries can have a number of benefits, including:

- **Administrative efficiency.** Your team will only need to communicate with one company for management needs, reporting, and payments.
- **Lower costs.** Many vendors who manage more than one registry or location for a hospital will offer discounted services based on the volume of business.
- **Consolidated reporting.** Hospitals can receive reports on multiple registries or one registry at multiple sites in one, larger report.
- **Reduces the number of companies accessing your electronic medical records (EMR).** With only one vendor accessing your EMR, you help minimize data risks.



The Value of Working with Registry Partners



If you want to work with passionate professionals who see hospitals as a partner, not just another client, then you should consider Registry Partners. We strive for excellent data accuracy, unmatched client support, and customized registry solutions. We never forget the people behind our work.

Patients, doctors, nurses, hospital administrators, and service line managers all have a connection to the registries we help manage. Every one of these people has a story of hopes, fears, resilience, and determination to provide excellent care for every patient.



We've been managing registries since 2002.

We're able to deliver exceptional registry management services that include:

- Expert team members who have demonstrated skills
- A comprehensive security program that includes full liability insurance, encryption at all levels, and rigorous hiring screenings
- Consistent project teams with a defined quality control program
- Expertise in a wide range of registries
- Support for leadership and registries at both small organizations and large teaching hospitals

Registries We Support

We support the following national registries. Please contact us if you don't see your registry that requires support.

- **Center for International Blood and Marrow Transplant Research (CIBMTR) Registry**

- **Center of Excellence in Minimally Invasive Gynecology (COEMIG) Accreditation Program**

- **Children's Hospitals Neonatal Database (CHND)**

- **Get With The Guidelines® (GWTG)**

GWTG - Stroke

GWTG - Heart Failure

GWTG - Resuscitation

GWTG - AFib

GWTG - Coronary Artery Disease

- **Improving Surgical Care and Recovery (ISCR)**

- **Metabolic and Bariatric Surgery Accreditation and Quality Improvement Program (MBSAQIP®).**

- **National Cardiovascular Data Registry (NCDR®)**

- **National Surgical Quality Improvement Program (NSQIP)**

- **Oncology Registries and Accreditations**

Cancer Registry Operations

- Abstracting cancer-related information
- Case finding for identification of reportable cases
- Follow up for the last date of contact and status of disease

Accreditation Consulting and Support

- Commission on Cancer
- National Accreditation Program of Breast Centers
- National Accreditation Program for Rectal Cancer

- **Pediatric Cardiac Critical Care Consortium (PC4)**

- **Sepsis Core Measures**

- **Society of Thoracic Surgeons (STS) Congenital Heart Surgery Database (CHSD)**

- **Total Hip and Knee Replacement Certification (THKR)**

- **Trauma Registries and Reporting**

- **Vascular Quality Initiative's (VQI)**

- **The Vermont Oxford Network (VON)**

- **Virtual Pediatric Systems Registries (VPS)**



SCHEDULE A CONSULTATION

We would love to hear about your registry challenges and explore tailored solutions for your team. To schedule a consultation, contact us at (866) 287-2968 or info@registrypartners.com



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