



Dear Get With The Guidelines® Participants:

Get With The Guidelines® (GWTG) has a proven record in supporting quality healthcare and improved outcomes. The American Heart Association | American Stroke Association (AHA|ASA) continues to invest in the program to expand your access to local field consultation, improve the user experience and increase the number of automated data solutions available. Over the next two years, you will see exciting upgrades to GWTG, including an enhanced platform with improved analytics, streamlined data entry and expanded data solutions to reduce abstractor burden. Heart Failure upgrades are coming in early 2020 and other modules will follow thereafter. Over the coming months, we will share additional information about these exciting changes.

GWTG is an important force for achieving AHA’s mission as it has been demonstrated to reduce disparities in care and improve patient outcomes. The AHA strives for all patients to benefit from treatment at a GWTG hospital. With the increasing product demands and feedback on pricing for smaller institutions, we are instituting a new pricing structure for 2020 based on total hospital discharges vs. a one size fits all flat rate. This new pricing will go into effect January 1, 2020 and will first be reflected in 2020 invoices. This new structure supports:

- Broadened accessibility to the GWTG program by providing pricing support to smaller hospitals.
- Alignment with utilization and value received.
- **A 7% hospital discount and a fixed price for a 3-year commitment.**
- **Health system discounts of 10% for 10 or more hospitals under a single contract and invoice. This is in addition to the 7% discount hospitals can receive for a 3-year commitment.**

A high-level breakdown of the 2020 pricing is presented in the following table. **Your local GWTG representative can provide your individualized hospital pricing.**

GWTG Base Subscription	2020 Fees
<p><b>GWTG Modules</b> <i>fees vary based on total hospital discharges</i></p>	<p>Stroke: \$1,000-\$5,700            Heart Failure: \$850-\$5,100            AFIB: \$800-\$4,800            Resuscitation: \$800-\$4,800            CAD: \$750-\$4,500            • CAD Static option \$750</p>
Veteran’s Affairs Hospitals and Military Hospitals	\$2,250-\$2,850, based on module
Super User	Maximum Module Fee (NEW: 3 users permitted)

We value your participation and are committed to continuing to deliver exceptional value and service. Get With The Guidelines continues to be one of the most competitively priced in-hospital quality improvement registries available. Through your participation and feedback, Get With The Guidelines has become the premier national cardiovascular and cerebrovascular quality improvement program, which includes:

- Web-based technology, delivering world class analytics in real-time speed for rapid cycle quality improvement.
- Support by AHA|ASA quality improvement field consultants, which is unparalleled in the industry.
- Professional education programs, including national webinars and access to world renowned content experts.
- A complimentary CSV upload tool to ease the burden of data entry.
- A data system that meets the needs of multiple regional or state initiatives/ Accrediting Organizations without the need to create multiple data collection forms or reports, hence reducing duplicative data entry.
- Variety of benchmark groups inclusive of millions of patient records for robust comparison.
- 30-day post discharge reports and analysis.

The detailed pricing information below will go into effect on January 1, 2020. **Please note that the fees for all additional services will remain unchanged from what they were in 2019.** A pricing grid and price list for additional services is below.

### 2020 PRICING RANGE GRID

(varies by actual total hospital discharge volume; consult GWTG rep for exact pricing)

*\*Definitive Healthcare is all-payor data analytics the American Heart Association utilizes for estimating hospital discharges.*

Total Discharges as defined by <i>Definitive Healthcare</i> *	Stroke	CAD	HF	AFIB	Resuscitation
0-500	\$1,000	\$750	\$850	\$800	\$800
750	\$1,542	\$1,157	\$1,311	\$1,234	\$1,234
1,000	\$1,943	\$1,1457	\$1,652	\$1,554	\$1,554
1,250	\$2,254	\$1,691	\$1,916	\$1,803	\$1,803
1,500	\$2,508	\$1,881	\$2,132	\$2,007	\$2,007
1,750	\$2,723	\$2,042	\$2,315	\$2,179	\$2,179
2,000	\$2,909	\$2,182	\$2,473	\$2,327	\$2,327
2,500	\$3,220	\$2,415	\$2,737	\$2,576	\$2,576
3,000	\$3,474	\$2,606	\$2,953	\$2,780	\$2,780
4,000	\$3,875	\$2,906	\$3,294	\$3,100	\$3,100
5,000	\$4,187	\$3,140	\$3,559	\$3,349	\$3,349
7,500	\$4,752	\$3,564	\$4,039	\$3,801	\$3,801
10,000	\$5,153	\$3,865	\$4,380	\$4,122	\$4,122
15,000	\$5,700	\$4,289	\$4,860	\$4,574	\$4,574
20,000 or greater	\$5,700	\$4,500	\$5,100	\$4,800	\$4,800

## 2020 GET WITH THE GUIDELINES® ADD ON SERVICES

*\*Note: Add-on services (STK, CSTK, etc.) have NOT increased from 2019 rates to assist with new pricing adoption.*

Add on	Description	Fee
STK measures	Complete STK measure set required for PSC reporting to TJC. Additional fee for STK measure submission to TJC applies. (see additional report & submission options below)	\$2,149
CSTK* measures	CSTK measure set required for CSC reporting to TJC. CSTK measure submission to TJC included.	\$2,149
Acute Stroke Ready Measures	ASR measure set required for reporting to TJC for Acute Stroke Ready Certification.	FREE
Get With The Guidelines for Advanced Certification in Heart Failure	AHA/TJC's Advanced Certification in Heart Failure (ACHF) measure set.	\$1,035

## 2020 ADDITIONAL REPORT & SUBMISSION OPTIONS

Option	Description	Additional Fee
Report Writer	Allows user to create customized reports	\$916
Outpatient Stroke Core Measure	Includes collection and submission of OP-23 measure to CMS.	\$870
Submission of STK Measure Data to TJC	Includes submission of STK measure data to TJC.	\$1,519
Coverdell Layer	Hospitals located in states funded by the Centers for Disease Control and Prevention (CDC) for the Paul Coverdell National Acute Stroke Registry (PCNASR) receive the PCNASR data elements and measures free of charge.	\$1,032**  (**only applies to hospitals in states <u>not</u> funded by PCNASR)

### Glossary:

Primary Stroke Center (PSC) | The Joint Commission (TJC) | Comprehensive Stroke Center (CSC) | Centers for Medicare & Medicaid Services (CMS)

**Reminder to all PSC and/or CSC certified hospitals:** Through your participation in the Get With The Guidelines - Stroke program, your hospital can elect to have your STK and/or CSTK data submitted to TJC by IQVIA. IQVIA has successfully met the technical format requirements and is a listed vendor to transmit data for the STK and CSTK ORYX® chart-based measure sets for certification purposes. Please contact us at [AHA.QIContracts@heart.org](mailto:AHA.QIContracts@heart.org) if you are interested in amending your contract to include the quarterly submission for either or both of these certification programs.

**Invoice Dates:**

2020 Invoices will be generated and sent to you via mail or email (whichever you had indicated your preference was in the past) before January 1, 2020. We are distributing invoices before the beginning of the 2020 year to allow more time to process payment at your hospital. *If you know that your billing contact has changed since your last invoice, please let us know by contacting us at [provider.collections@quintiles.com](mailto:provider.collections@quintiles.com).*

As mentioned above, your local AHA field representative will be reaching out with your individual pricing for 2020. They are the best resource to answer 2020 pricing questions. Should you need immediate assistance, you can contact the IQVIA helpdesk at [InfosarioOutcomeSupport@quintiles.com](mailto:InfosarioOutcomeSupport@quintiles.com) or 1 (888) 526-6700.

Sincerely,

The American Heart Association & IQVIA