









Polaris Health Directions improves patient outcomes, revenue streams with Infor Cloverleaf

About the company

Polaris is *the* digital behavioral intervention company. Polaris scores patient performance in real time, identifying behavioral health risk and generating remarkably improved outcomes while delivering significant financial returns. To learn more, visit www.polarishealth.com/

Facts at-a-glance

 <p>COMPANY Polaris Health Directions</p>	 <p>HEADQUARTERS Wayne, PA</p>	 <p>INFOR PRODUCTS Infor Cloverleaf®</p>
 <p>INDUSTRY Healthcare</p>	 <p>NUMBER OF PATIENTS SCREENED 1 million</p>	 <p>WEB SITE www.polarishealth.com</p>

Business goals

- Eliminate time-intensive, manual electronic health record (EHR) data extraction for clients.
- Allow providers to share information in real-time to improve quality of care.
- Assist clients in identifying opportunities to calibrate clinical delivery and optimize resource allocation.

“Delivering a digital clinical intervention requires live support to drive patient activation and engagement, immediate triaging of behavioral issues, and significant improvement in overall outcomes. We’re not just solving for the episodic behavioral health issue; we’re reducing comorbid medical utilization across the board. Cloverleaf ensures that this critical data is delivered on time, every time, and in real-time.”

Mark Anthony, CEO, Polaris Health Directions



Unlocking the power of EHR

Achieving true integration

Polaris Health Directions is a pioneer in behavioral health innovation, delivering digital clinical care interventions throughout the care continuum. Polaris's work has earned it a partnership with the National Institutes of Health (NIH), an organization that has rewarded Polaris with research grants to further the development of behavior-based technologies. In discussing its research goals with NIH, it was recommended that Polaris use Infor Cloverleaf, already established as an industry-standard integrator and used by 30% of healthcare facilities.

Making integration easy

Today, Polaris routinely integrates with more than 300 EHRs across the market's leading systems, and sells Infor Cloverleaf as an embedded product in its annual subscription. Infor Cloverleaf helps Polaris overcome objections to integration; now it only takes one meeting to set up the system across all avenues. Using Infor Cloverleaf, Polaris has expanded its already-innovative technology by helping its clients achieve faster, more streamlined electronic EHR integration. In addition, Infor Cloverleaf has helped Polaris to improve patient outcomes and create new revenue streams.

The solution creates a two-way workflow, working with client integrators to pass information between facilities. With Infor Cloverleaf, Polaris can share behavioral information and data outcomes into the EHR and accept client medical data for analytics. Infor Cloverleaf is also used for care coordination, including communicating with scheduling software, tumor registries, other medical databases, and financial information about behavioral claims.

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To fully realize integrated care as the intersection between behavioral health and medical, you need to be able to provide real-time assessments, outcomes data, and analytics to key stakeholders throughout the care continuum. Cloverleaf enables the immediate realization of that environment.”

Mark Redlus,
Senior Vice President, Innovation Lab,
Polaris Health Directions

Placing patients at the center of integration

Enabling EHR systems on the go

Thanks to Infor Cloverleaf, Polaris can monitor behaviors as a patient receives care. This is especially important for complex and chronic diseases, when behaviors change throughout the course of treatment. For those being treated for breast cancer, for example, Polaris provides a very important innovation—Apple® watches that gather telemetry information throughout the day. That information is integrated with the EHR system, so even when a patient is not in front of the provider, she is still being monitored. The result is a happier, more engaged patient, and better outcomes.

Looking ahead

Polaris's clients rely on them to help identify new, revenue generating service lines. The company's analytics systems are able to aggregate and sort real-time data to spot patterns and trends. With Infor Cloverleaf, Polaris can help its clients examine that data to understand the issue and set up additional resources to address the rising need for care.

Business outcomes



Accelerated workflow by integrating data from more than 300 EHRs for Polaris.



Achieved significant financial returns through increased efficiencies.



Greatly improved health outcomes by aggregating Cloverleaf-enabled data to plot treatment response.