



# PRESS RELEASE

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### **Vision Source Selects Kno2 to Deliver Interoperability in Vision Care**

*Private practice optometric network expedites care coordination and improves quality metrics*

**KINGWOOD, Texas (September 24, 2018)** – In collaboration with a large Midwest health system, [Vision Source](#) first piloted Kno2: Interoperability as a Service™ with a focused effort on addressing metrics and outcomes for at-risk patients with diabetes. In this pilot, Vision Source was able to demonstrate the delivery of high-value healthcare, with a material increase in gap closure at a significant decrease in time to close the gap. In a recent [release](#) by the [DirectTrust](#) organization, the use case for closing the loop on diabetic eye exams showed proven results that direct interoperable exchange expedites care coordination and improves quality metrics for health systems and health plans participating in value-based care.

As a result, Vision Source, by embracing Interoperability as a Service, has further established thriving [collaborative relationships with health systems, health plans, and physician groups](#). With the selection of [Kno2](#) technology, Vision Source practices are poised to become a recipient of electronic referrals relating to patients who need access to high quality eyecare.

Prior to implementing the Vision Source - Kno2 solution, the aforementioned health system had documented eye exam findings for only 35 percent of the referrals. Now post examination results are received on every referral within 48 hours after the encounter with the optometrist, and the data flows right into the patient's electronic health record regardless of variation in the electronic health record used on either end of the care continuum. The move to electronic referrals and reporting enabled enhanced and consistent workflows for Vision Source practices and the referring physicians. Previously, referrals were largely provided in paper format and it was the patient's responsibility to seek care and schedule the exam, regardless of quality recommendations for high value providers or network participation. What was once an open-ended process that took four to 12 weeks, is now secure and expedited, closing the loop on those referrals to seven to 10 days.

"Vision Source has formed relationships with health systems, ACOs, health plans, and leading medical groups across the country to improve care by embracing advancements in health care technology," said Vision Source Vice President and Chief Medical Officer Dr. Paul Williams. "We pride ourselves on fostering a nationwide culture that provides a significant differential in our strategic collaborations through the quality, value, and the patient experience at the point of care. Through our collaborative relationships and our adoption of interoperability, Vision Source has further widened that differential.

"Our company purpose is to eliminate fax from healthcare," said Chief Executive Officer at Kno2 Jon Elwell. "This is a great example of how the Kno2 technology, combined with the influence of a care network, and a community outreach program accomplishes that goal. We are excited to continue our efforts with Vision Source to accelerate interoperability within entire geographies by raising awareness, driving adoption, and removing the historical barriers that have prevented electronic care coordination between providers." Mr. Elwell added, "In addition to being able to facilitate providers across the country to enable interoperability, deliver clinical efficiency, and provide high-value care, our collaboration with Vision Source allows the Kno2 team to experience helping people receive the healthcare they deserve; if we help prevent one person from losing their vision, we are fulfilling our role in healthcare."

#### **About Vision Source**

Founded in 1991, Vision Source® is North America's largest network of private practice optometrists consisting of approximately 3,300 practices. The clinicians in the Vision Source network enjoy access to newly evolving patient channels, including an expanding list of leading medical groups and integrated health systems with whom Vision Source optometrists collaborate. Additionally, members benefit from a wide range of innovative technologies, practice management tools, strategic marketing opportunities, and purchasing power. Leveraging these tools, the clinicians offer comprehensive eye care to their patients delivering an industry leading patient experience. For more information, call 888-558-2020 or visit [www.visionsource.com](http://www.visionsource.com).

#### **About Kno2**

Kno2® is leading healthcare's path to interoperability across every patient care setting. Kno2: Interoperability as a Service™ (IaaS) turns on connectivity to millions of healthcare providers and the capability to send, receive, find and use patient information with everyone. Kno2's IaaS enables access to providers via cloud faxing, Direct secure messaging, patient information query and patient care networks (referrals, ACOs, HIEs) guided by connectivity assessments and analytics. To discover your path to interoperability, please visit [www.kno2.com](http://www.kno2.com).

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