

# From Innovation to Transformation (FIT) Journey for Health Systems

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UC Davis Health

“App Doctor”  
Founding Chairman, VALID AI



# Disclosures

- GVX Venture Studio: Fusioncare.AI, GenServe.AI
- Consulting: Astrazeneca, J and J, Novo Nordisk
- Stocks: Commure, Inc., Hippocratic.AI (scientific advisor)
- Board positions:
  - Chair, NODE. Health, Association of Digital Medicine
  - PathPresenter.AI
- NIH funding (active):
  - 1U01TR002997-01A1: Translating Scientific Evidence using ePRO

# A bit about me!



Ashish Atreja, MD, MPH

## 5<sup>th</sup> Career life

1. Medical School and Public Health training
2. Informaticist and clinical research– Cleveland Clinic
3. Chief Innovation Officer-Mount Sinai  
Called as an “**App Doctor**”, Digital Health
4. CIO and CDHO, UC Davis Health, AI Journey
5. GVX Venture Accelerator- Transformation at Scale

# The next frontier of healthcare delivery will be...

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**1** Patient-centric



**2** Virtual



**3** Ambulatory



**4** In the home



**5** Value-based and risk-bearing



**6** Driven by data and technology



**7** Enabled by new medical technologies



**8** Transparent and interoperable

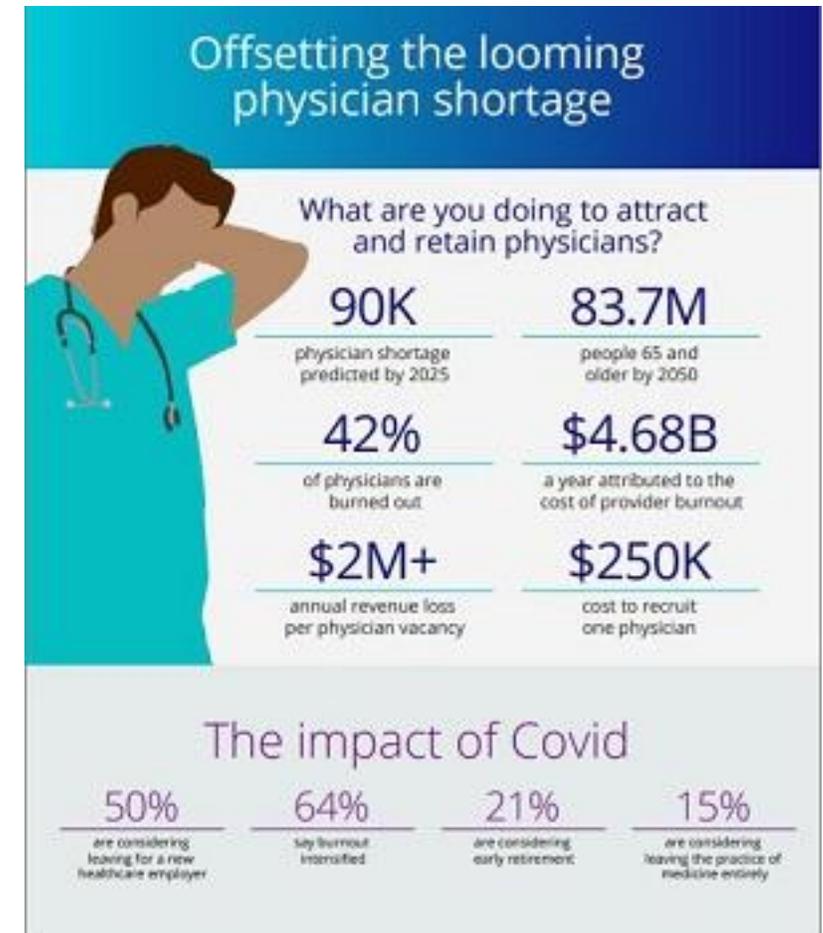
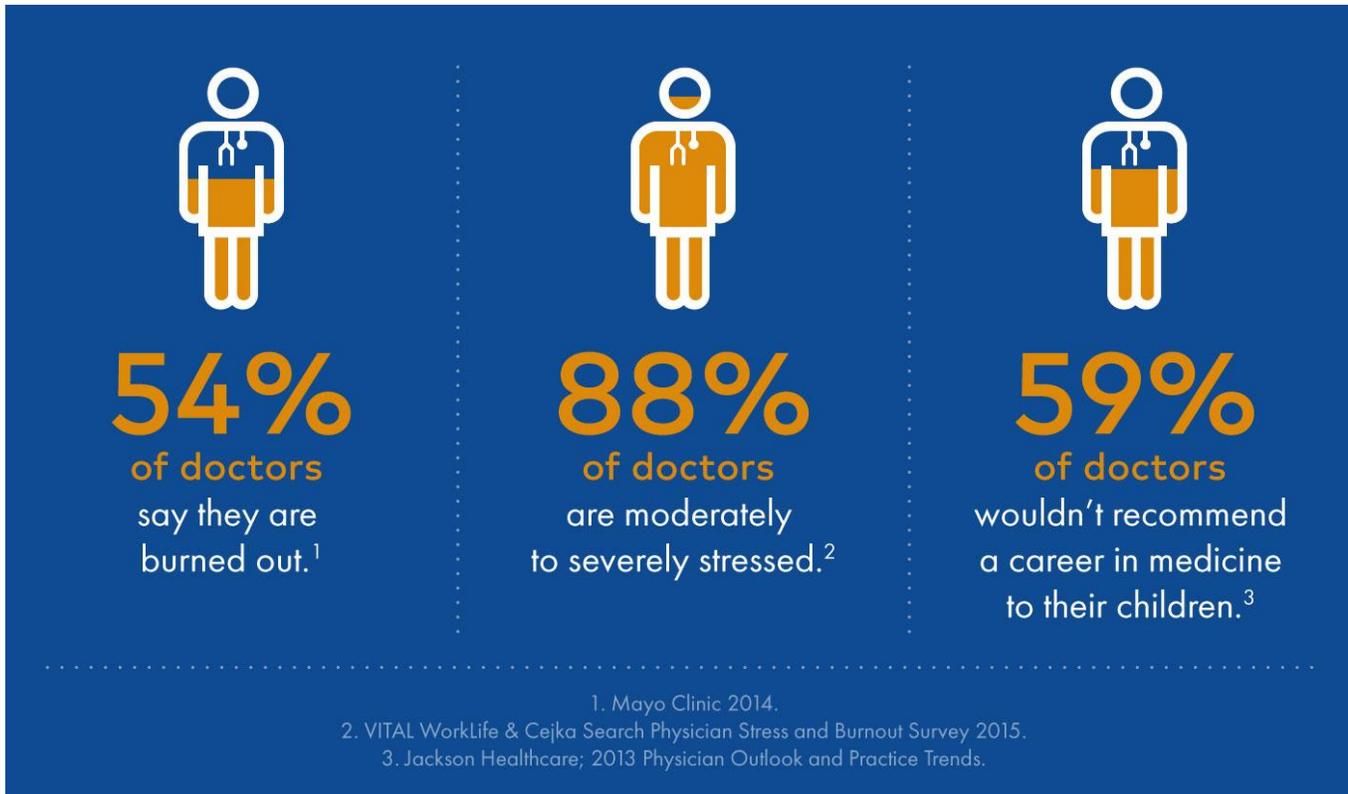


**9** Funded by private investors



**10** Both fragmented and integrated

# But Health Systems are bleeding and clinicians are burned out!



**Our Burning  
Platform: Safety  
and Productivity  
Paradox**

**Patients are asking for 24/7 on demand always on care**

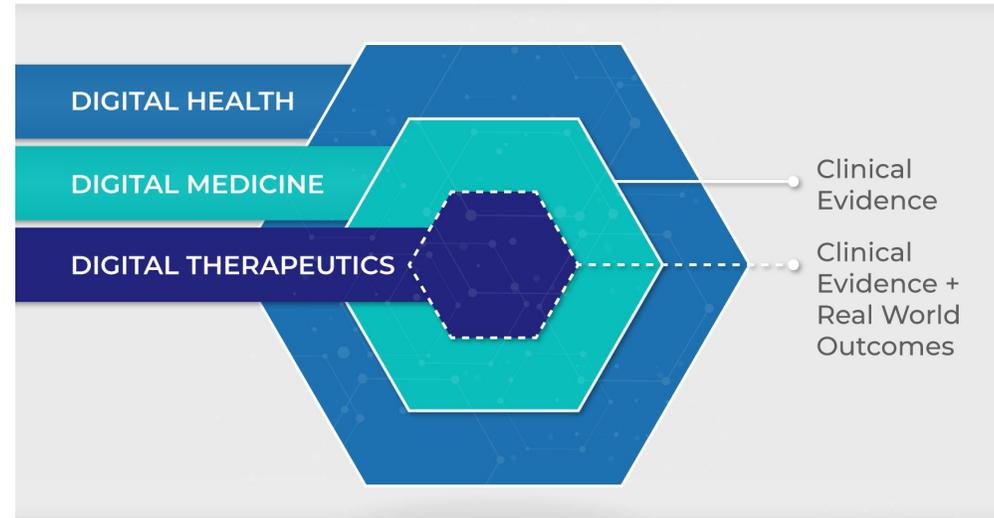
**Clinicians are burned out**

**Care delivery is inefficient and margins are shrinking/negative**

# Digital + Health = Exponential Improvement in Care Delivery



## Digital Health Industry Categorization



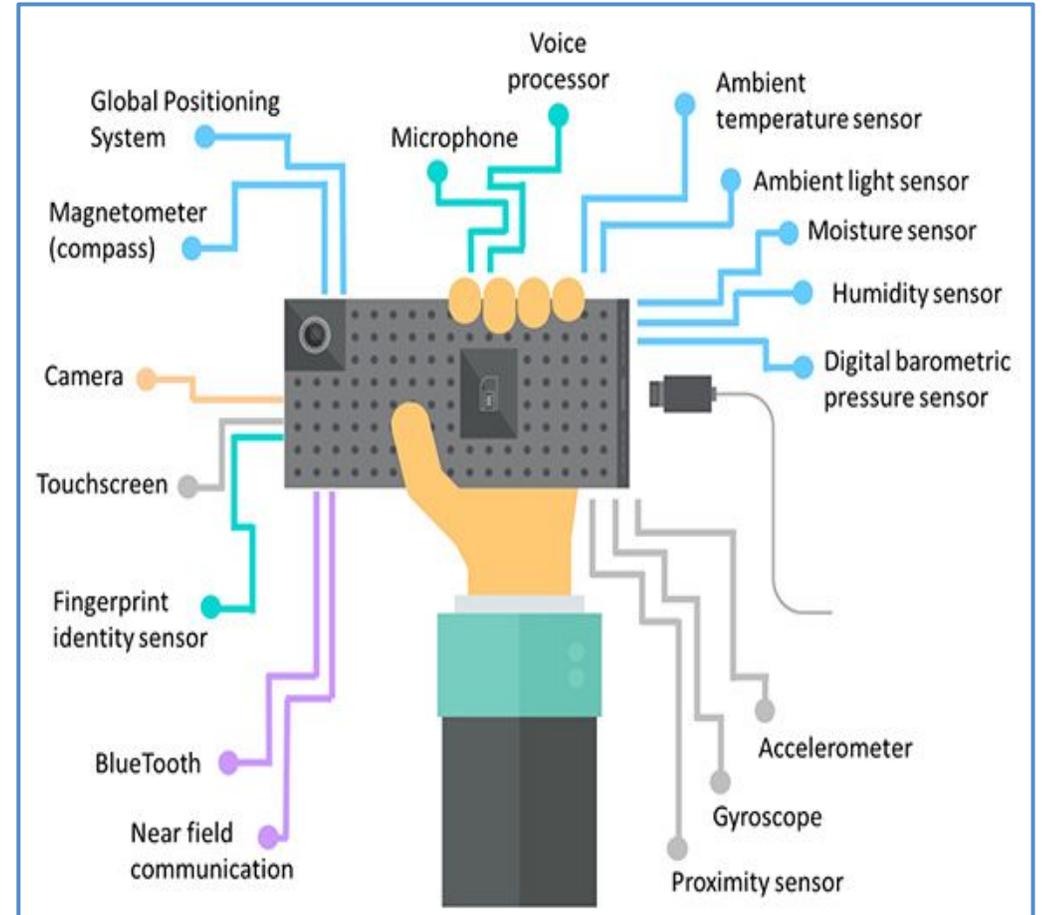
End users, clinicians, and payers should understand the differences between these varied products given their important roles in the prevention, diagnosis, treatment, and management of health and disease.

The **purpose** and **function** of a digital health product determines its categorization, risk level, and requirements for clinical evidence and regulatory oversight.

Netflix, Amazon, Uber, Self-driven and Flying cars



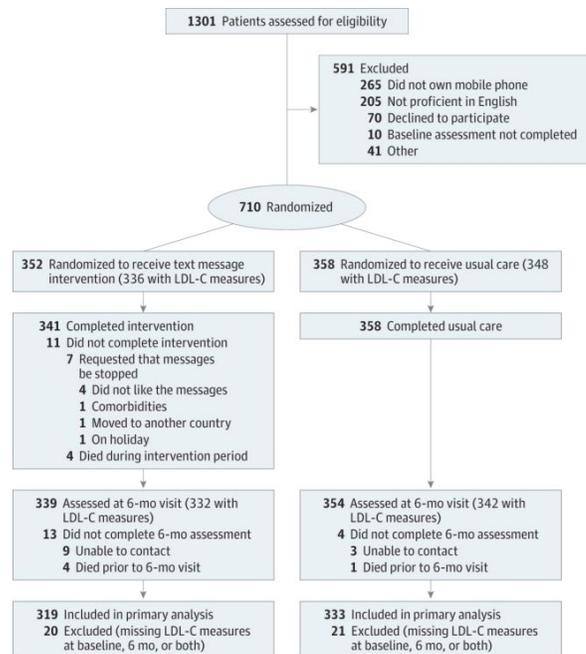
# The Science of Digital Medicine and AI that supports one-many care and **unlocks time and Access**



# Text as the more affordable Digital Front Door starting one-to-many care

From: **Effect of Lifestyle-Focused Text Messaging on Risk Factor Modification in Patients With Coronary Heart Disease: A Randomized Clinical Trial**

JAMA. 2015;314(12):1255-1263. doi:10.1001/jama.2015.10945



At 6 months, levels of LDL-C were significantly lower in intervention participants (mean difference,  $-5$  mg/dL with reductions in systolic blood pressure ( $-7.6$  mm Hg) and BMI ( $-1.3$ ),, and a significant reduction in smoking (26% vs 44%; **relative risk, 0.61** [95% CI, 0.48 to 0.76];  $P < .001$ ).

The majority reported the text-message program to be useful (91%), easy to understand (97%), and appropriate in frequency (86%).

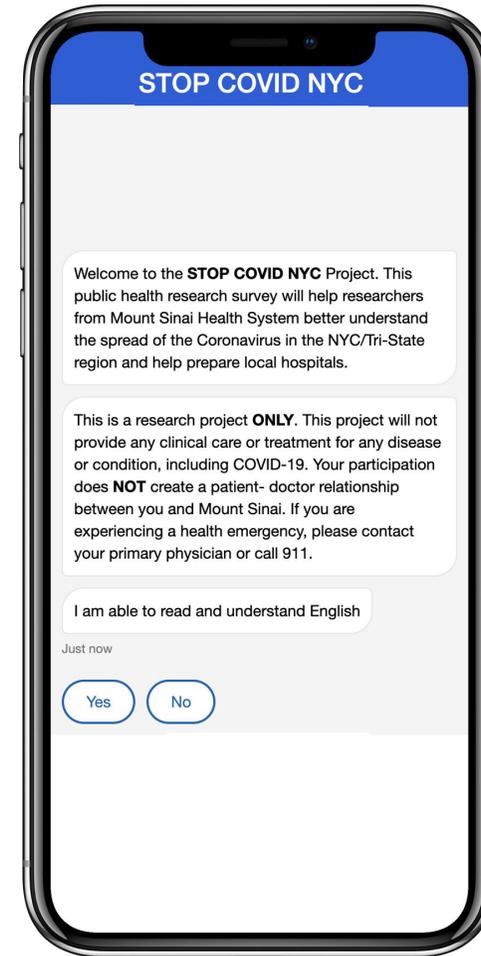
Figure Legend:

Enrollment of Participants in the TEXT-ME Randomized Clinical Trial LDL-C indicates low-density lipoprotein cholesterol.



# Automating Patient Interactions: 1 Million Mount Sinai Patients outreached with BOT, 55,000 patients enrolled (100 personnel x1.5 years)

- EHR- based identification and outreach in year 2020
- 15,000 enrolled in first week, 55,000 in 4 weeks
- Bot for e-consent
- Self-enroll through text to enroll program



**YOU CAN HELP STOP COVID-19 IN NYC**

**About New Yorkers, For New Yorkers**

Our researchers are tracking COVID-19 across New York City to help better advise our healthcare community on how to help slow the spread of COVID-19.

**Want to join our efforts? Follow the steps below:**

- 1 Text **COVID to 64722**
- 2 Complete a **survey** on your **symptoms**.  
You'll receive a **daily text** to check on on your symptoms.

*Everyone can participate, even if you're healthy and have experienced no symptoms from COVID-19.*



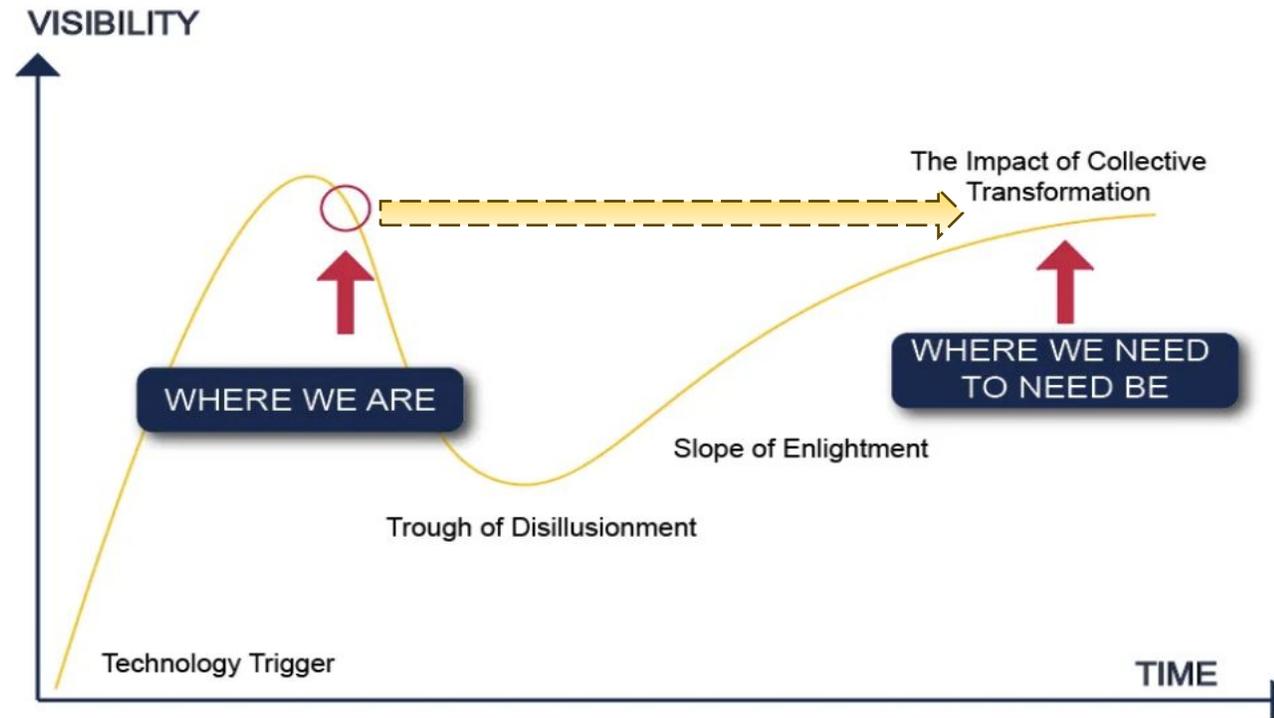
<https://www.mountsinai.org/about/newsroom/2020/mount-sinai-launches-covid19-app-to-track-spread-of-virus-across-new-york-city-pr>

How do we bring  
this amazing  
Transformation  
to Health  
Systems?

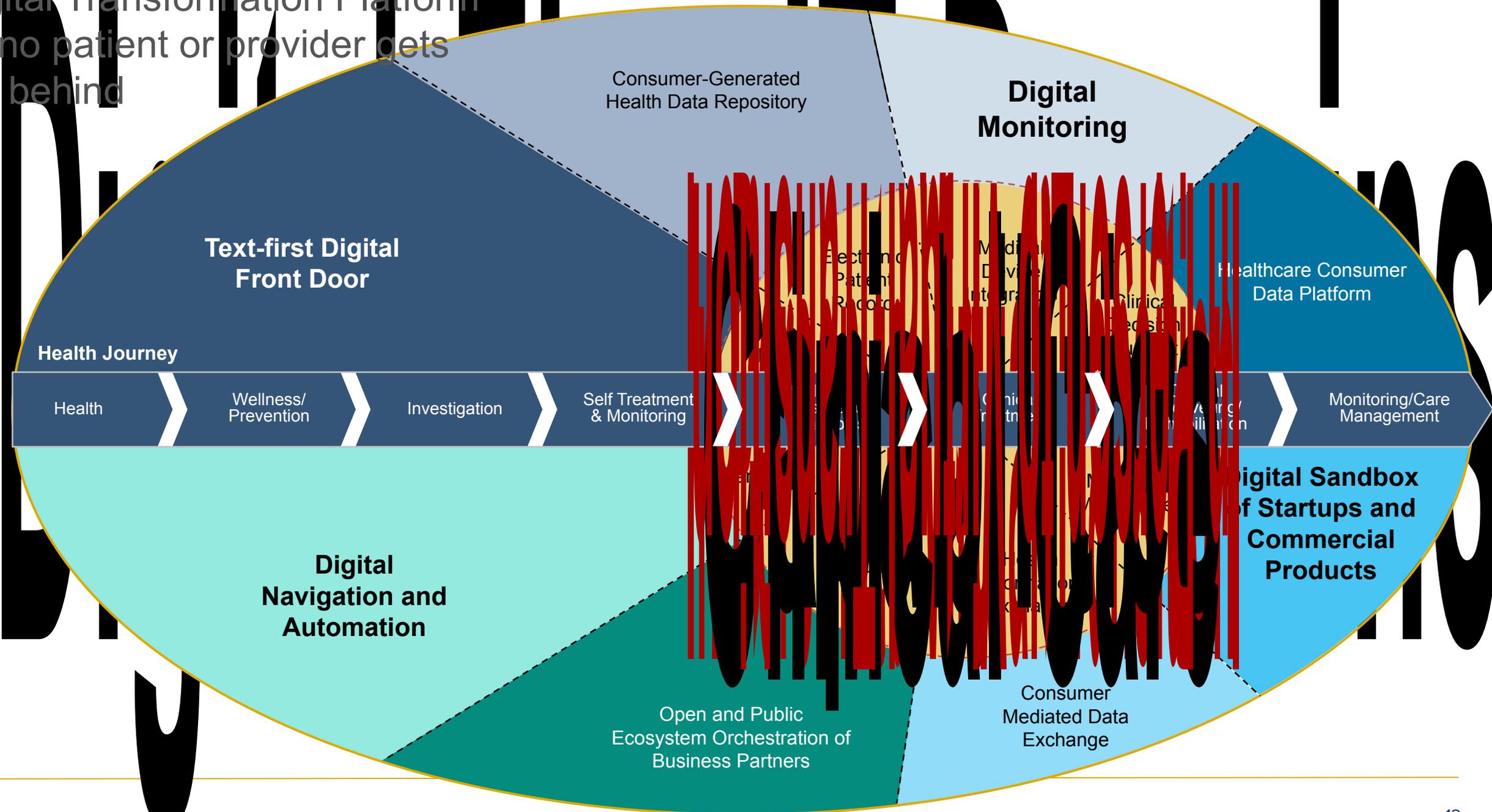
1. Problem-first (*approach*)
2. Platform – first (*innovation*)
3. People and partnership-first (*transformation*)

# From Innovation to Transformation (FIT) Journey

## The Gartner Hype Cycle



Digital Transformation Platform  
so no patient or provider gets  
left behind



# What if we can prescribe “apps” like we prescribe medicine

  
 US01134866B2

**(12) United States Patent**  
**Atreja et al.**

(30) Patent No.: US 11,348,668 B2  
 (45) Date of Patent: May 31, 2022

**(54) SYSTEMS AND METHODS FOR IDENTIFYING, RANKING, AND PRESCRIBING HEALTH CARE APPLICATIONS**

(71) Applicant: Icahn School of Medicine at Mount Sinai, New York, NY (US)  
 (72) Inventors: Ashish Atreja, New York, NY (US); Jason Rogers, New York, NY (US)  
 (73) Assignee: ICAHN SCHOOL OF MEDICINE AT MOUNT SINAI, New York, NY (US)

(52) U.S. CL. CPC: G16H 10/60 (2018.01); G06F 16/951 (2019.01); G16H 20/10 (2018.01); G16H 40/67 (2018.01); G16H 50/30 (2018.01); G16H 70/00 (2018.01)

(58) Field of Classification Search CPC: G16H 10/60; G16H 50/30; G06F 16/951; CPC: G16H 10/60; G16H 50/30; G06F 19/324; G06Q 90/22 See application file for complete search history.

(56) References Cited U.S. PATENT DOCUMENTS  
 9,836,545 B2\* 12/2017 LaVig G06Q 90/02  
 10,152,761 B2\* 12/2018 Kress G06Q 10/10 (Continued)

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OTHER PUBLICATIONS  
 Boudreau et al., Evaluating and selecting mobile health applications for healthcare providers and healthcare organizations, IBM: Practice Look 363-371 (Year: 2014)\* (Continued)

Primary Examiner—Evangeline Barr  
 Assistant Examiner—Jordan L. Jackson

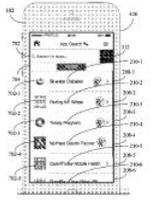
(65) Prior Publication Data  
 US 2019/0051388 A1 Feb. 14, 2019

Related U.S. Application Data  
 (60) Provisional application No. 62/302,145, filed on Mar. 1, 2016.

(51) Int. Cl. (2018.01) G16H 10/60 (2018.01)  
 G16H 20/10 (2018.01) (Continued)

(57) **ABSTRACT**  
 Systems and methods are provided for identifying one or more health care applications in which a search request is received from a user at a remote client device. The request comprises an alphanumeric query and filtering criteria. A plurality of applications is searched to identify applications that satisfy the filtering criteria and further match the alphanumeric query thereby identifying a set of matching applications. Each respective application in the plurality of applications is (i) for a clinical indication and (ii) includes an evidence score generated by health care providers. The search query response is formatted for display by sorting the

(Continued)



Patent: Systems and Methods for Identifying, Ranking and Prescribing Health Care Applications



Digital Health Formulary in the EHR

Rx.health (Commure Engage)

One to Many Care Across Service lines with clinical leaders

## Efficiencies at Scale

**500+**

Clinical care pathways

**65%**

Avg. patient engagement rate for peri-op treatment

**35M+**

Total patient interactions

**1 FTE saved**

per 1,800 procedures for periop efficiency

**96%ile**

for **system usability** according to users

**Millions**

In estimated customer savings

## Peer-Reviewed, Evidence-Based Outcomes

**Orthopedics**  **1.5** fewer days for joint replacement LOS

**Gastroenterology**  **85%** fewer no-shows and aborted procedures

**Radiology**  **54%** fewer no-shows and day-of cancellations

**Cardiology**  **50%** reduction in heart failure readmission

**Endoscopy**  **50%** fewer aborted procedures

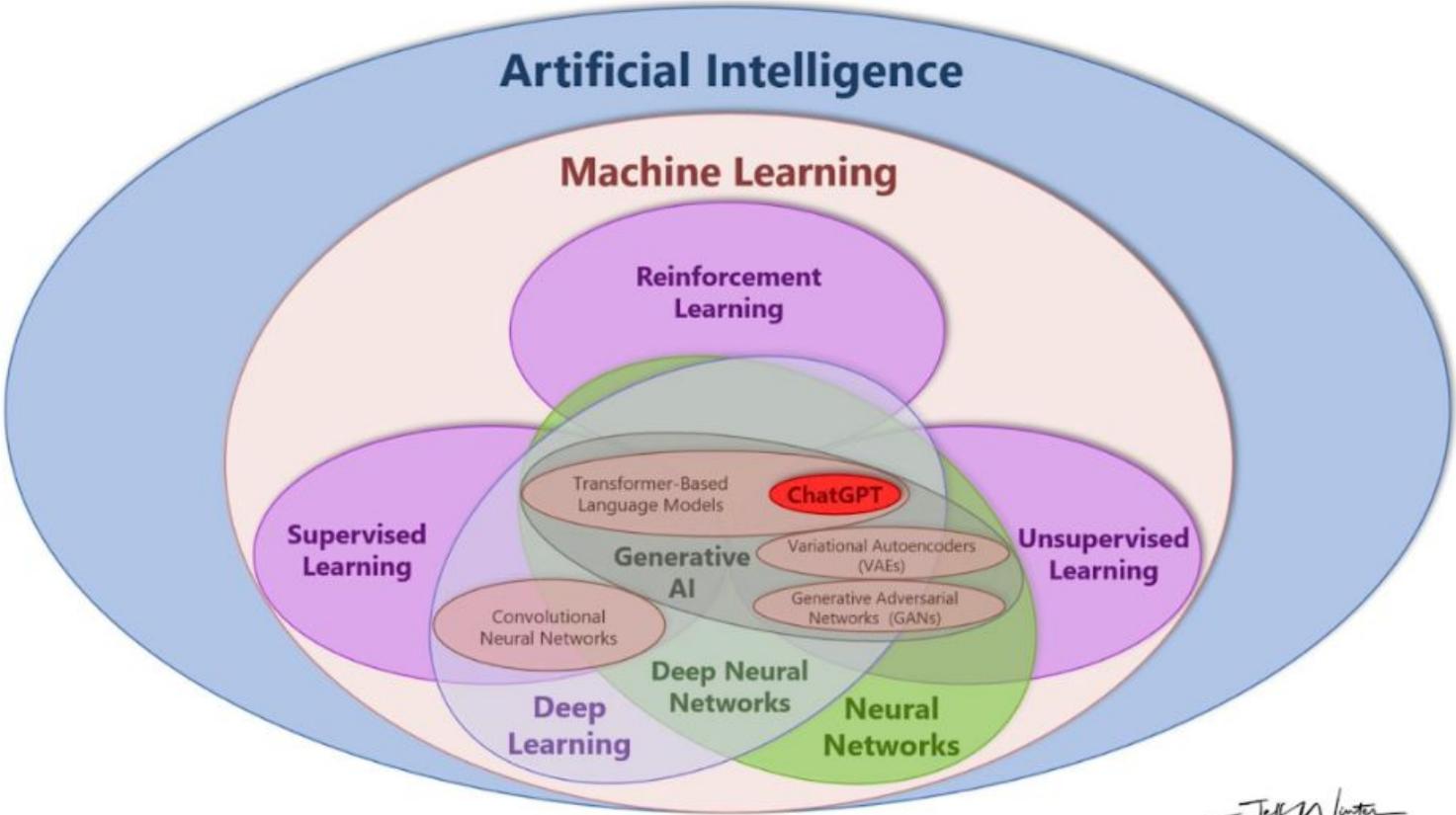
**Asthma**  **90%** Asthma control test completion

**Pop Health**  **1M** patients triaged in NY City in 1 Week

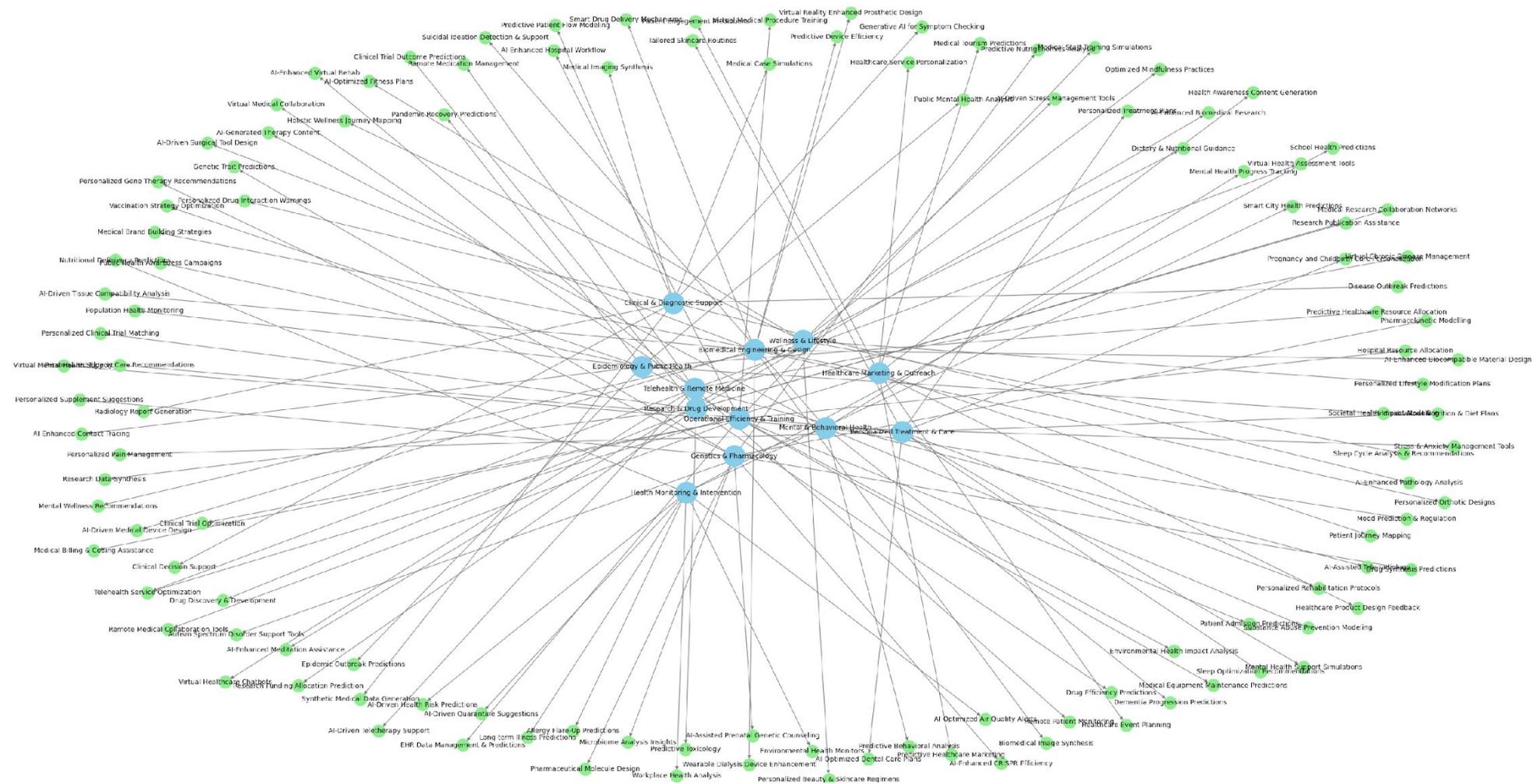
**Telehealth**  **94%** patient satisfaction

Generative AI has changed the game of One to Many care within two years!!

Now, everyone can be a hero!!!



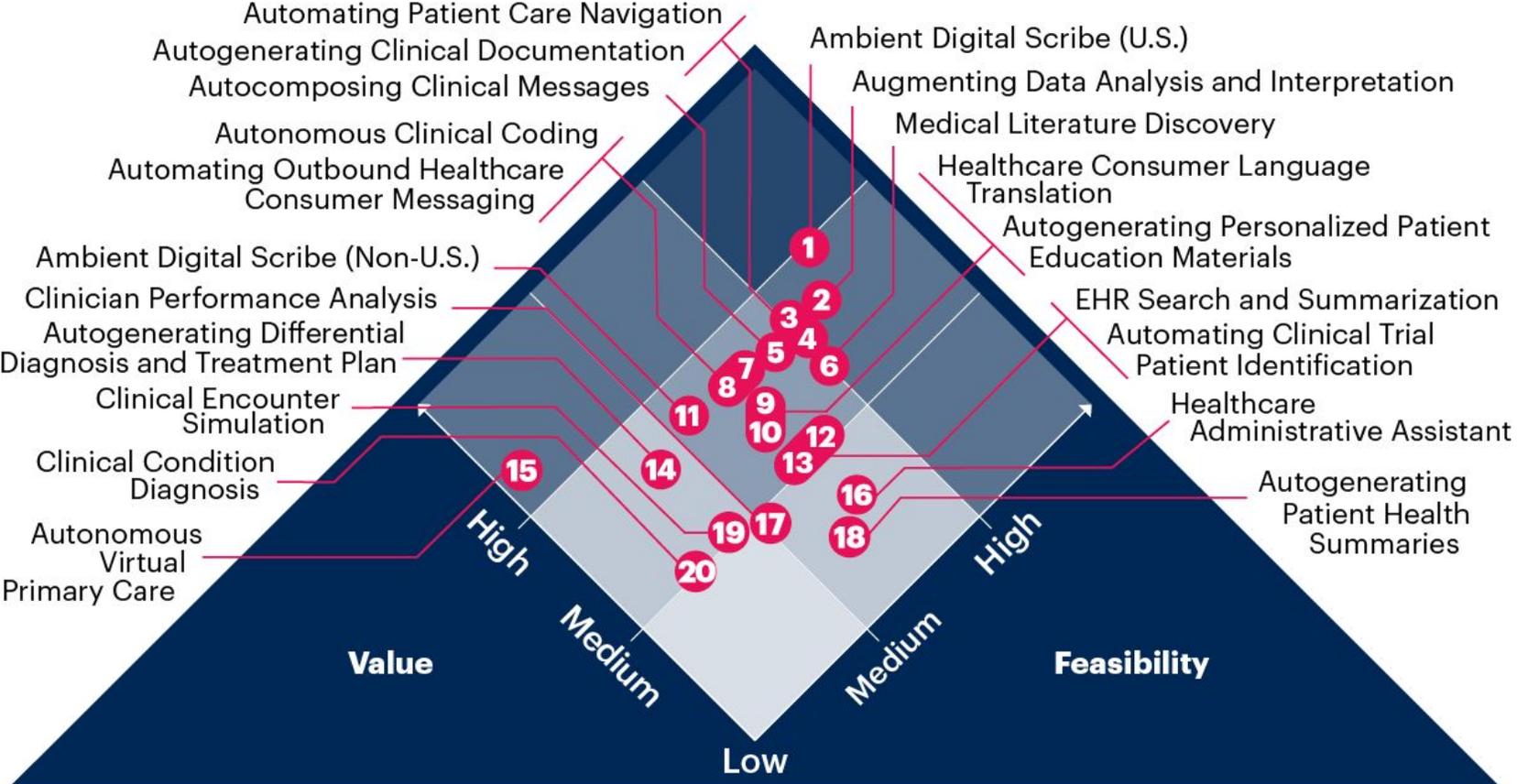
# Expanding Use-cases in Gen AI in Health





# GenAI Use-Case Prism for Healthcare Providers

## GenAI Use-Case Prism for Healthcare Providers



Source: Gartner  
797404\_C

# Clinician Use Case: Ambient Intelligence to Headless EHR

## ambient and AI technology to tackle doctors' documentation headaches

By Heather Landi • Oct 17, 2019 09:00am

Artificial Intelligence

Cloud Computing

electronic health records (EHRs)

Innovation



**1. Captures dialogue during the conversation rather than after the fact in separate dictation**

- Saves time typing or dictating notes
- More accurate as you do not have to remember the details of a patient after they have left

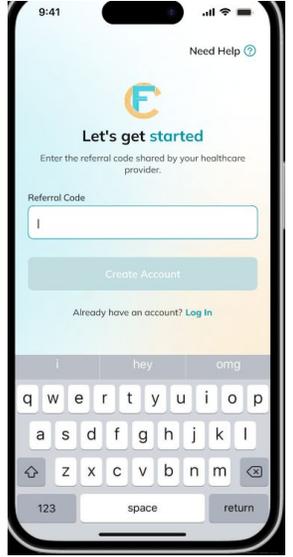
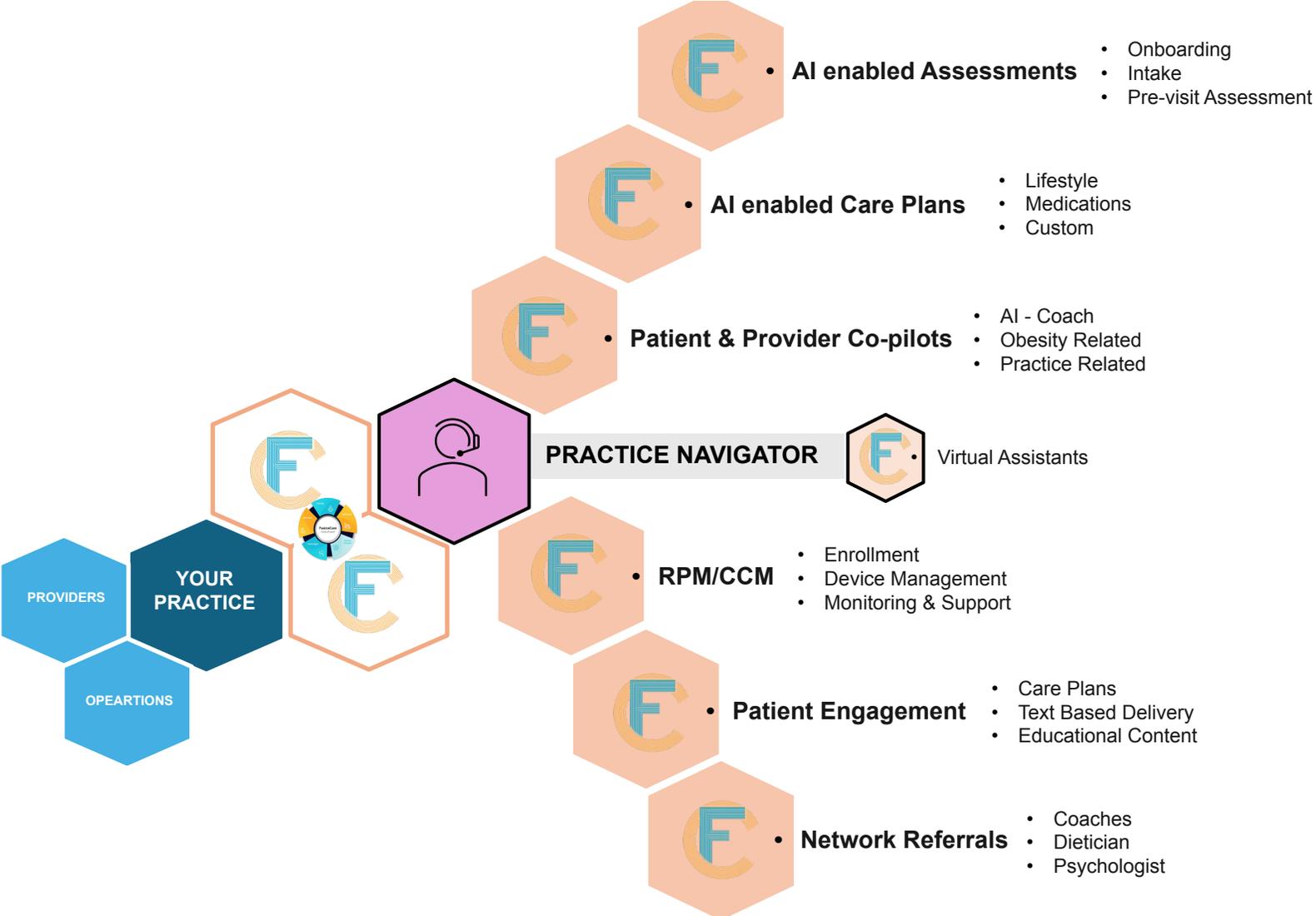
**2. Built-in AI-tools to improve note quality**

- Correct typos, remove niceties
- Arranges in SOAP format etc.

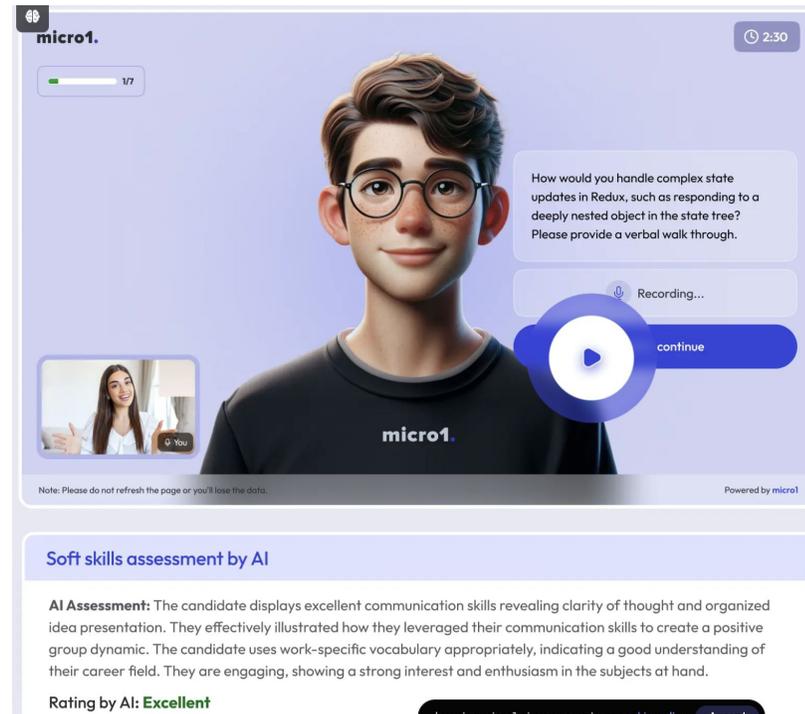
**3. Does more than note entry**

- Retrieve data, order labs, medications
- AI powered real time decision support, RCM, Launch of care pathways

# Patient Use Case: AI health coach with human in the loop may be the best approach for certain use cases



# Autonomous Digital Avatars may be best for well defined use cases



micro1.

2:30

1/7

How would you handle complex state updates in Redux, such as responding to a deeply nested object in the state tree? Please provide a verbal walk through.

Recording...

continue

Note: Please do not refresh the page or you'll lose the data.

Powered by micro1

### Soft skills assessment by AI

**AI Assessment:** The candidate displays excellent communication skills revealing clarity of thought and organized idea presentation. They effectively illustrated how they leveraged their communication skills to create a positive group dynamic. The candidate uses work-specific vocabulary appropriately, indicating a good understanding of their career field. They are engaging, showing a strong interest and enthusiasm in the subjects at hand.

Rating by AI: **Excellent**



# Digital Avatars and AI Care Agents support one-to-many care and may be the best way to increase care abundance!

## Using a Multilingual AI Care Agent to Reduce Disparities in Colorectal Cancer Screening: Higher FIT Test Adoption Among Spanish-Speaking Patients

Meenesh Bhimani, MD, MHA<sup>1\*</sup>; R. Hal Baker, MD<sup>2</sup>; Markel Sanz Ausin, PhD<sup>1</sup>; Gerald Meixiong, MS<sup>1</sup>; Rae Lasko, BS<sup>1</sup>; Mariska Raglow-Defranco, BA<sup>1</sup>; Alex Miller, BS<sup>1</sup>; Subhabrata Mukherjee, PhD<sup>1</sup>; Saad Godil, MEng<sup>1</sup>; Anderson Cook, MFA<sup>1</sup>; Jonathan D. Agnew, PhD, MBA<sup>3</sup>; Ashish Atreja, MD, MPH<sup>4</sup>

### Affiliations

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2. WellSpan Health, York, Pennsylvania, USA
3. School of Population and Public Health, University of British Columbia, Vancouver, BC, Canada
4. UC Davis Health, Davis, California, USA

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### Abstract

**Background:** Colorectal cancer (CRC) screening rates remain disproportionately low among Hispanic and Latino populations. While artificial intelligence (AI) has shown promise in healthcare delivery, its impact on health equity remains unclear.

**Objective:** To evaluate the effectiveness of a bilingual generative AI voice agent outreach program in engaging Spanish-speaking patients for CRC screening compared to English-speaking patients.

**Methods:** We conducted a retrospective analysis of AI-powered outreach calls for CRC screening at a large integrated health system serving central Pennsylvania and northern Maryland in September 2024. The study included 1,878 patients (517 Spanish-speaking, 1,361 English-speaking) eligible for colorectal cancer screening. The AI care agent conducted personalized phone calls in the patient's preferred language to discuss screening and facilitate fecal immunochemical test (FIT) kit requests. The primary outcome was FIT test opt-in rate. Secondary outcomes included call connect rates and duration.

**Results:** Spanish-speaking patients demonstrated significantly higher engagement across all measures compared to English-speaking patients: FIT test opt-in rates (18.2% vs. 7.1%,  $p < 0.001$ ), connect rates (88.8% vs. 53.3%,  $p < 0.001$ ), and call duration (6.05 vs. 4.03 minutes,  $p < 0.001$ ). In multivariate analysis, Spanish language preference remained an independent predictor of FIT test opt-in (adjusted OR 2.012, 95% CI 1.340-3.019,  $p < 0.001$ ) after controlling for demographic and other factors (gender, age, state of residence, and call duration).

**Conclusions:** Contrary to concerns about technology exacerbating disparities, AI-powered outreach achieved significantly higher engagement among Spanish-speaking patients. These findings suggest that

Table 2b: FIT Test Opt-in and Connect Rates by Language Group

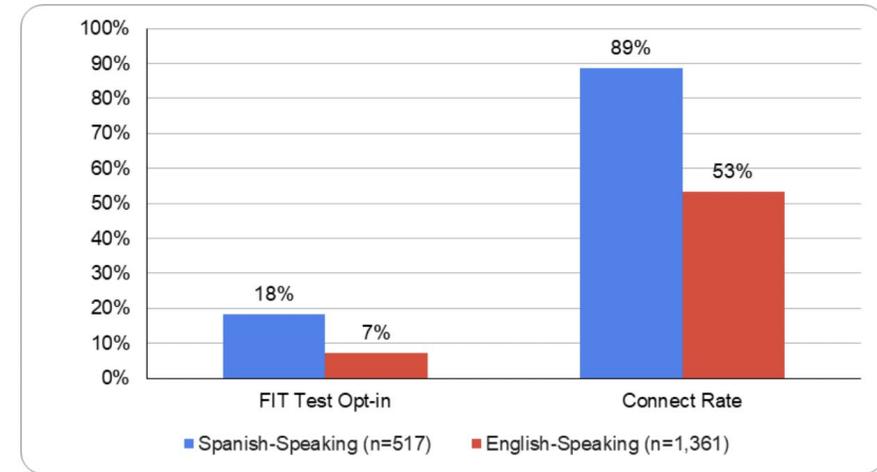
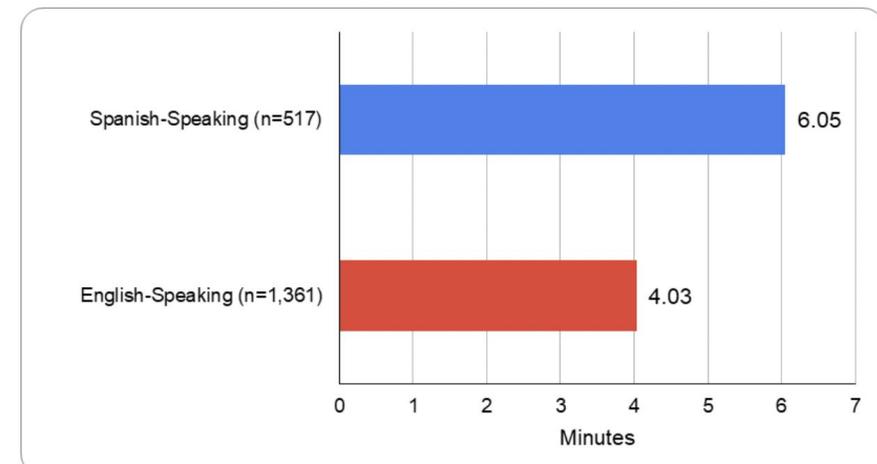


Table 2c: Average Call Duration, in Minutes, by Language Group



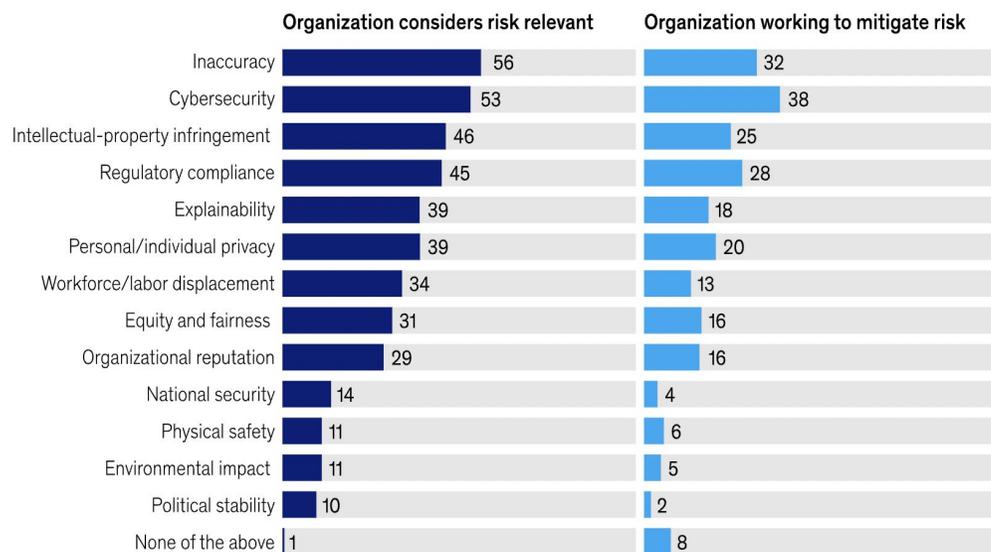
# Safety protocol to minimize harm

- We engaged **6,234 US** licensed clinicians (5,969 nurses and 265 physicians) with an average of 11.5 years of clinical experience
- Over **307,000 unique calls** were evaluated using a multi-tiered review system using automated flagging, internal nursing reviews followed by physician adjudication when necessary
- Incorrect advice resulting in potential minor harm decreased from 1.32% to 0.13% and 0.07%
- Severe harm concerns were eliminated (0.06% to 0.10% and 0.00%)

# Problem of plenty and compliance burden coupled with lack of skill set and affordability limiting AI adoption

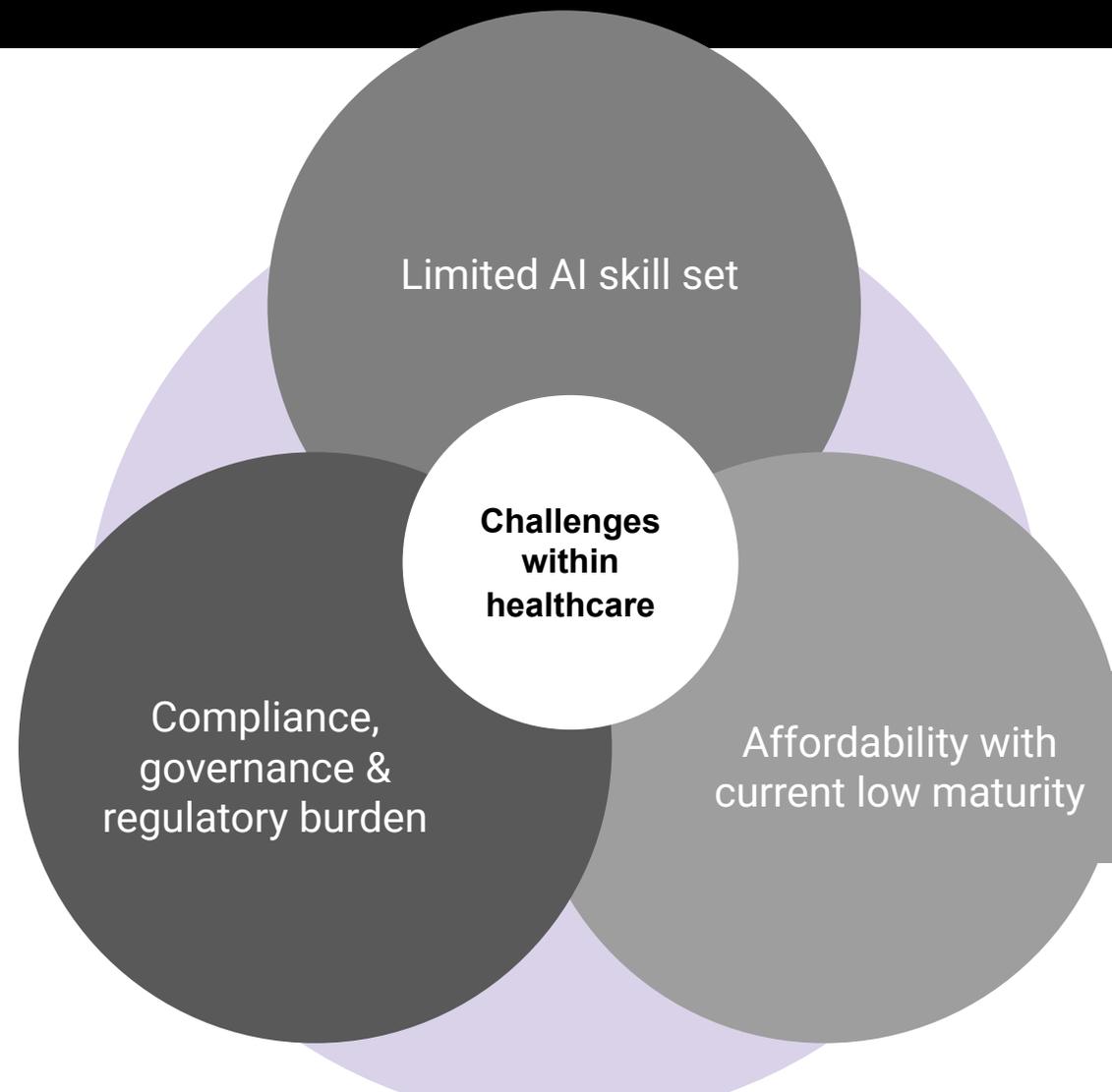
**Inaccuracy, cybersecurity, and intellectual-property infringement are the most-cited risks of generative AI adoption.**

**Generative AI-related risks that organizations consider relevant and are working to mitigate, % of respondents<sup>1</sup>**



<sup>1</sup>Asked only of respondents whose organizations have adopted AI in at least 1 function. For both risks considered relevant and risks mitigated, n = 913. Source: McKinsey Global Survey on AI, 1,684 participants at all levels of the organization, April 11–21, 2023

McKinsey & Company



*“There’s a lot of good reason for health systems to be concerned that if they don’t step up, they’re going to end up holding the bag on liability when these algorithms go wrong”* **Robert Califf, FDA Commissioner**

# Creating AI Center of Excellence Network to make AI Transformation accessible and affordable



CURRENT ISSUE ▾ RECENTLY PUBLISHED PODCAST EVENTS AUTHOR CENTER ABOUT ▾ PUBLICATIONS ▾ Q

PERSPECTIVE

f X i

## A Call for Artificial Intelligence Implementation Science Centers to Evaluate Clinical Effectiveness

**Authors:** Christopher A. Longhurst, M.D., M.S.  , Karandeep Singh, M.D., M.M.Sc. , Aneesh Chopra, M.P.P. Ashish Atreja, M.D., M.P.H. , and John S. Brownstein, Ph.D.  [Author Info & Affiliations](#)

Published July 10, 2024 | NEJM AI 2024;1(8) | DOI: 10.1056/Alp2400223 | [VOL. 1 NO. 8](#)



### Abstract

Artificial intelligence (AI) holds significant promise for revolutionizing health care by enhancing diagnosis, treatment, and patients' safety. However, the current disparity between the abundance of AI research and the scarcity of evidence on real-world impact underscores the urgent need for comprehensive clinical effectiveness evaluations. These evaluations must go beyond model validation to explore the real-world effectiveness of AI models in clinical settings, especially because so few have gone on to show any meaningful impact. The importance of local context in AI model validation and impact assessment cannot be overstated. We call for increased recognition of implementation science principles and their adoption through development of a network of health care delivery organizations to focus on the clinical effectiveness of AI models in real-world settings to help achieve the shared goal of safer, more effective, and equitable care for all patients.

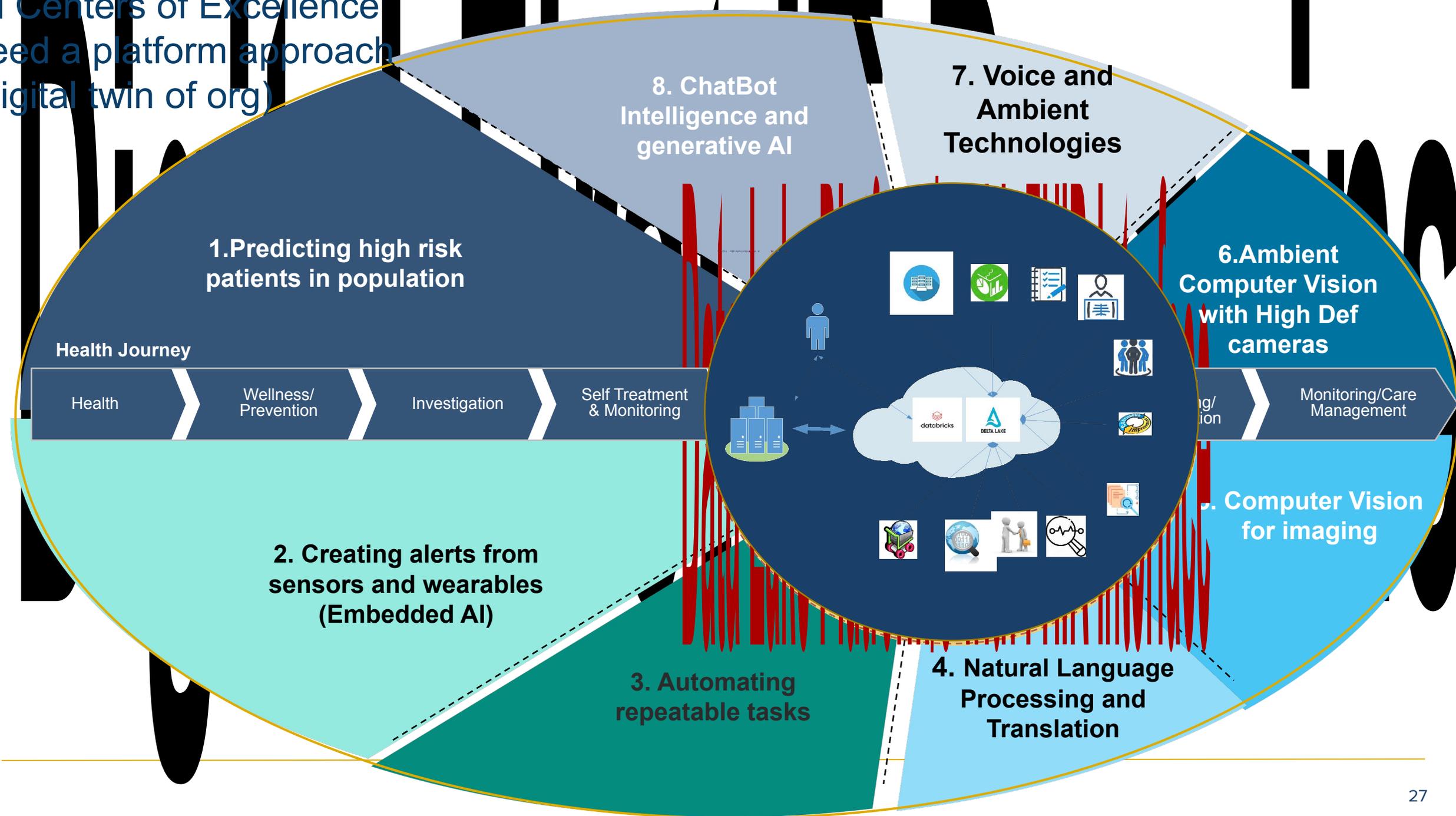
### AI Roadmap at a Glance

	← Initial activities			Advanced activities →	
 <b>AI strategy</b>	Define the AI vision	Analyze external trends	Communicate the AI strategy	Identify priorities for AI portfolio	Establish process to refine AI strategy
	Measure AI maturity	Initiate the AI strategy	Set adoption goals for AI roadmap	Measure AI strategy success	
 <b>AI value</b>	Prioritize initial AI use cases	Run initial AI pilots	Establish process to prioritize AI portfolio	Implement AI FinOps practices	Setup AI value monitoring system
	Define value for initial AI use cases	Track value of initial use cases	Introduce product management practices	Launch an initial AI product	Establish an AI product portfolio
 <b>AI organization</b>	Create an AI resourcing plan	Appoint an AI leader	Establish AI target operating model	Set up process to manage AI partnerships	
	Set up an AI community of practice	Set up an initial AI team/center of excellence	Form initial external AI partnerships		
 <b>AI people &amp; culture</b>	Create an initial AI workforce plan	Create an AI change management plan	Set up process to evaluate AI workforce impact	Define business champions to drive AI literacy	
	Set up process for review of roles and job redesign	Create initial AI awareness campaigns	Launch an AI literacy program	Set up monitoring of employee readiness for AI	
 <b>AI governance</b>	Identify top AI risks and mitigation	Establish AI ethical principles	Set enforcement processes	Set up cross-functional AI governance board	Use AI literacy programs for AI governance
	Define initial AI policies	Gain buy-in for AI governance approach	Define decision rights for AI	Define target governance AI operating model	Pilot AI governance tooling
 <b>AI engineering</b>	Establish build vs. buy framework	Set up a sandbox environment	Define AI reference architecture	Establish MLOps/ModelOps practice	Design and embed AI UI/UX best practices
	Select vendors for initial AI use cases	Develop a library of design patterns	Create an AI vendor and application strategy	Set up an AI observability system	Stand up AI platform engineering
 <b>AI data</b>	Assess data readiness for initial AI use cases	Build data analytics for AI	Extend data governance to support AI	Establish an AI data quality framework	Implement data observability for AI
	Implement data readiness plan	Gain buy-in to evolve data capabilities for AI	Evolve data capabilities for AI	Adapt metadata Practices for AI	

Source: Gartner 823050\_C



# AI Centers of Excellence need a platform approach (digital twin of org)



# GenAI Workbench Intranet with AI marketplace: Bringing Superpowers to Employees, Clinicians and Researchers

Historical searches available here

Enterprise-wide through Intranet, Remote workstation, Citrix, Chrome add-on, SMART on FHIR

User can switch to clinician or researcher profile

Org-wide approved LLMs accessible here

Access to GenServe.AI academy, custom copilots, data resources and Help Chat

Customize subscription to Intranet updates

Ability to access the platform through Single Sign on through Intranet, Chrome add-on, Mobile app or within applications like EHR as SMART on FHIR app

HIPAA & SOC2 Type II compliant, Rule based authentication controls, Zero trust security, all prompts and data stay inside enterprise firewalls, token optimized, ultra affordable

# 10x Impact: Starting Transformation of Founding Partners with 100K!

**5x**  
Decrease in Cost

Shared Talent and services, GPO

**10x**  
Increase in Speed

Platform and Implementation Science team

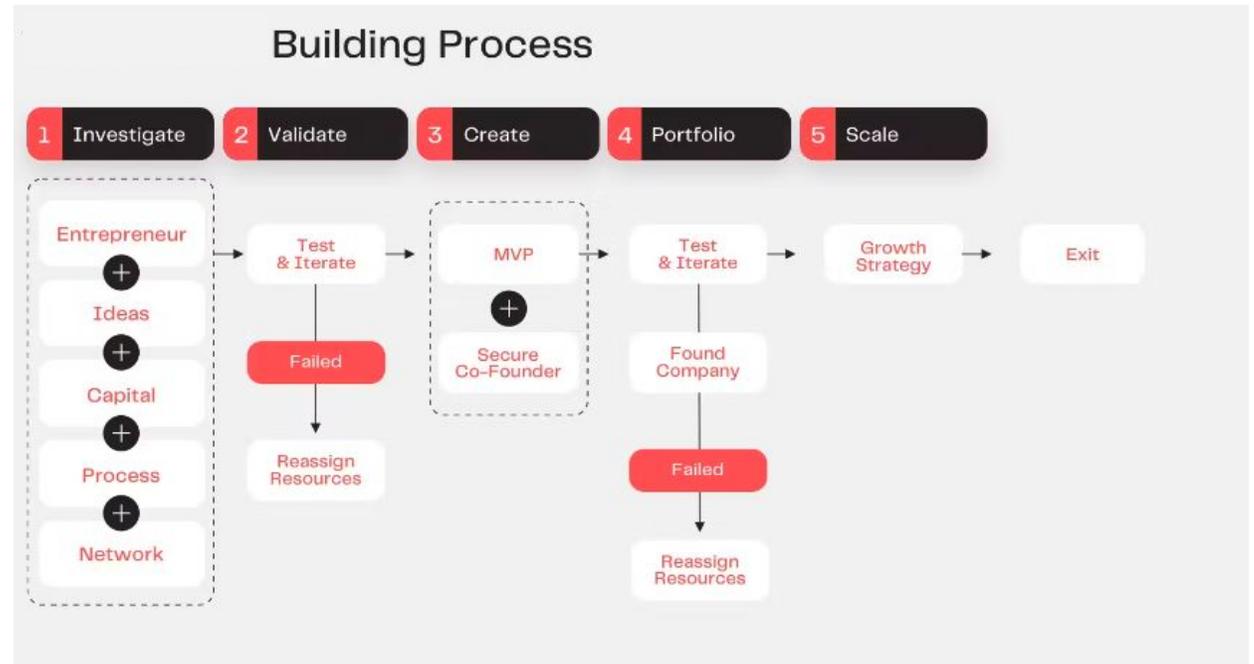
**2x**  
Upside

Revenue with AI accelerator network

**10x**  
Increase in Impact

Impact on Return on Health + Risk Mitigation

## Embedded Venture Studio to create value from IP



# Upskilling Existing Talent through AI academy



**Stephanie Crossen**  
Pediatrics



**Michelle Hamline**  
Pediatrics



**Roger Goldman**  
Radiology



**Omar Viramontes**  
Gastroenterology



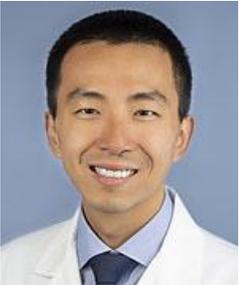
**Thomas Loehfelm**  
Radiology



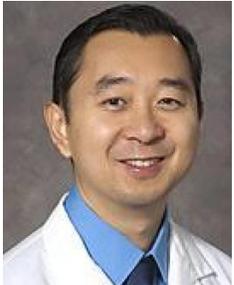
**Lisa M. Brown**  
General Thoracic Surgery



**Eric Chak**  
Internal Medicine



**Jason Zhao**  
Radiation Oncology



**Kwan Ng**  
Neurology



**Aniket Aluwar**  
Precision Medicine



**Martin Cadeiras**  
Cardiology



**Surabhi Atreja**  
Cardiology



**Larissa May**  
Emergency Medicine



**John Graff**  
Hematopathologist



**Marc Lenaerts**  
Anesthesiology



**Celia Chang**  
Pediatric Neurology



**Jeff Kennedy**  
Neurology



**Hisham Hussan**  
Gastroenterology



**Aaron Rosenberg**  
Associate Professor



**Clayton LaValley**  
Clinical Informatics



**Gavin C Pereira**  
Orthopedics

Digital Davis Future Leaders as Transformation Catalyst

# Humans as Ultimate Transformation Agents Leading FIT Journey



Three principles for scalable transformation and one to many care

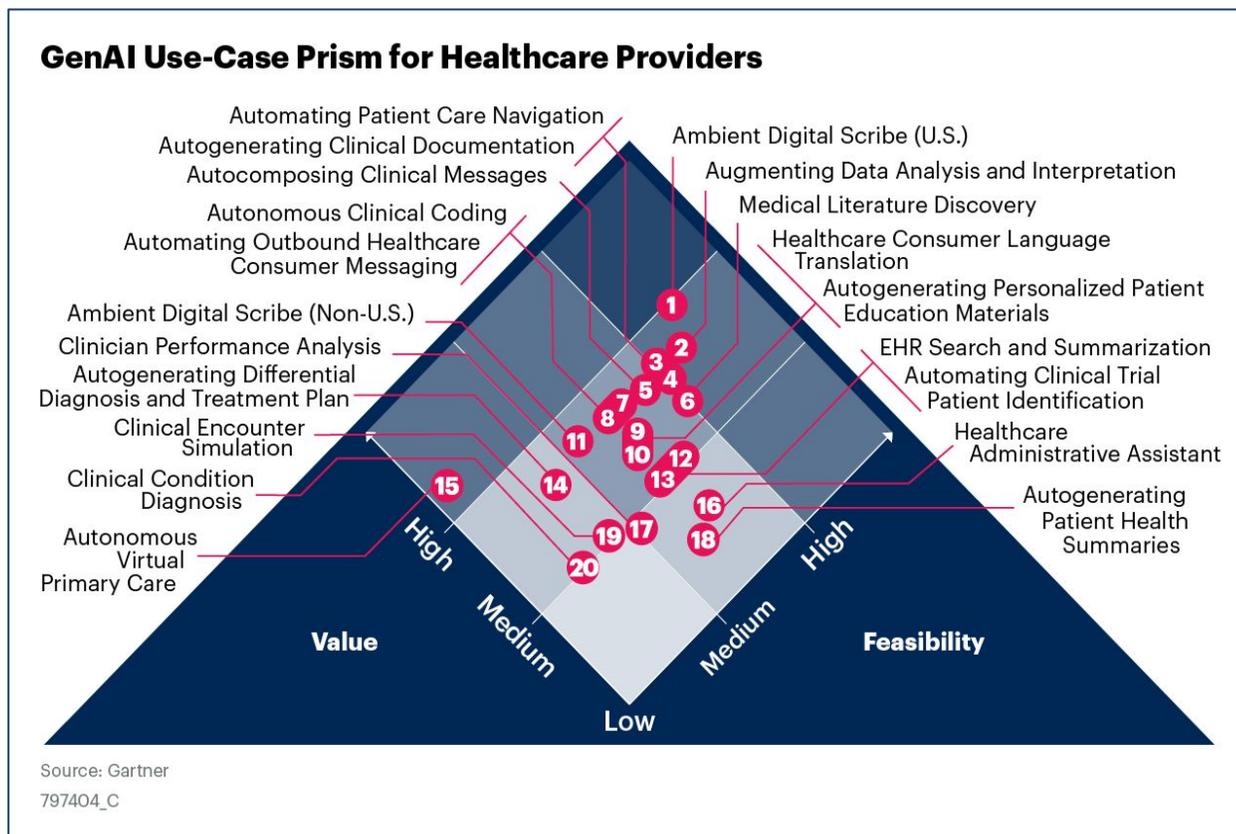
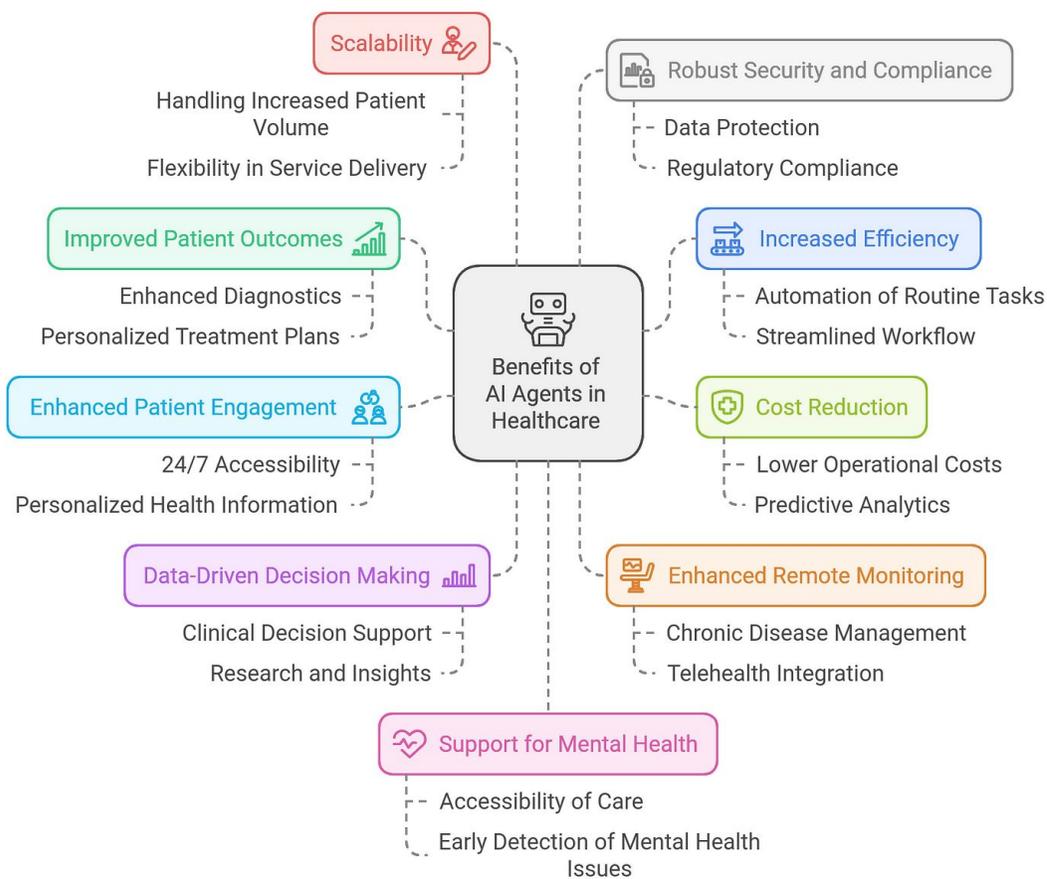
- Problem First Approach
- Platform First Approach
- People and Partnership First Approach



Q/A

[Atreja@gmail.com](mailto:Atreja@gmail.com)  
[@atreja](#)

# Use-cases expand through **one-stop access** to multi-cloud agentic workflows and growing use-case library



# Estimated Impact from Enterprise-wide Gen AI Delivery Platform

## Employee Productivity , Experience and Retention

- **25%** increase in speed on task completion
- **40%** higher quality compared to a control group

## Reduced Privacy leak

- **20%** of clinicians in UK using ChatGPT for patient care (HIPAA leak)
- **11%** of employees putting sensitive data on consumer ChatGPT

## Financial Impact

- **90K** average salary for healthcare employee
- **<10 \$/ month** full suite of Gen AI platform and tools\* (90% less cost than licensing or building)

# Impact of Physician Transformation Catalyst

## 4 ways U health fo

Naomi Diaz - Thurs



Sacramento, Calif. and patients who d and easier access

Ashish Atreja, MD, increased consumr older patients who and patients who d

"If we don't put our divide by bringing r need to bring technr clinician, left behind

Here's what UC Da

1. UC Davis Hea Center focus
2. The hospital is access and de
3. A workshop th the hospital.
4. The hospital is on educating c

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## UC Davis Health a an academic medi

by Katie Herritage | on 29 NOV : Healthcare, Higher education, N



UC Davis Health, a nationally re a 65,000-square-mile area north Cloud Innovation Center (CIC) b The [global CIC Program](#), powers collaborate on solutions to addr healthcare, smart cities, sustain: resources to work through chall The UC Davis Health CIC, focus

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## UC Davis Health lau inclusion program

By Taylor Swanson

(SACRAMENTO) UC Davis Health has laun Program to bring much-needed technology, populations.

The initiative is a collaboration with [Verizon](#) reduce health disparities. The goal is to prov smartphones, tablets and connectivity throu and social services.

"The Digital Inclusion Program allows us to e vulnerable populations, allowing them to ac their hand," said [Ashish Atreja](#), CIO and chie world leader in digital health, UC Davis Heal access for underserved and rural patient po



The Digital Inclusion Program some of our most vulnerable p resources and critical care in th

— Ashish Atreja

Verizon Business is providing the connecti improve the telehealth experience for rural e using the technology will also be able to acc



HEALTH AND TECHNOLOGY

## UC Davis care at ho

By Liam Connolly

The American can be deliver

(SACRAMENTO) UC D Association (AMA) put delivered at home. The research, input from ex It includes the services delivered that way.

It also highlights the in The [article](#), released Ji care at home program Vimal Mishra, the head



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## UC Davis Health I; program transform care

By Sanjana Ravi

New remote program aim: for percutaneous coronary

(SACRAMENTO) UC Davis Health anno patients who have undergone a [Percuta](#) leverages the UC-NOW text-messaging ; asynchronously monitor patients' vitals.

PCI (previously called angioplasty with st blocked coronary arteries, often by ballo improve blood supply. The time between several weeks. This is a vulnerable perio

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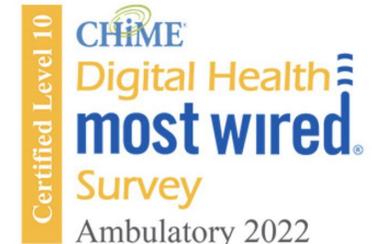
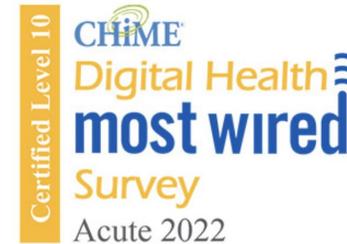
## UC Davis Health earns 'Most Wired' recognition

By Liam Connolly

Medical center is only hospital in California to receive highest rating in both acute and ambulatory care

(SACRAMENTO) For the 11<sup>th</sup> consecutive year, UC Davis Health received Digital Health Most Wired recognition from the [College of Healthcare Information Management Executives](#) (CHIME). The Medical Center earned a certified level 10, the highest level, on both the acute and ambulatory care surveys.

UC Davis Health is one of only 17 hospitals in the nation and the only health system in California to achieve level 10 status in both the acute and ambulatory care categories.



"For more than 25 years, UC Davis Health has been a national leader in telehealth, helping to improve care for patients in rural areas across our region. We have a long history of Most Wired awards, and this latest designation as level 10 status shows we remain among the nation's leaders in digital health," said [David Lubarsky](#), CEO of UC Davis Health. "This is thanks to everyone working together to put patients at the center of what we do, and it's part of how we are delivering tomorrow's health care today."