



Results are just the beginning

Value Based Contracts and Care Delivery A Collaborative Approach

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Population based total cost of care

New models of payment

Incent reengineering of care to high cost patients/employees

High performance networks of care providers and teams

Actionable data

Plan design

Engaged and empowered patients/employees

“The Hot Spotters” by Atul Gawande MD, The New Yorker, January 14, 2011

MHMD (Memorial Hermann clinically integrated physicians):

30% lower average length of stay

15% lower complications of care

33% lower average inpatient charges

Health4 (OhioHealth & The Medical Group of Ohio):

Emergency room costs about 20% less PMPM

Advocate Physician Partners

The 2011 Value Report advocatehealth.com/valuereport

“You is Us”

From discharges to **transitions**

From caring for the sick to **improving health status**

From production (volume) to **performance (value/lower cost)**

**Lee Sacks MD CEO, Advocate Physician Partners
and SVP, CMO Advocate Health**

The “High Opportunity Patient”...employee

Less than 3% of the whole cohort were in the top 20 percentile every year

Robert Nesse MD, CEO, Mayo Clinic Health System



Keys to Success

Clinical integration

Care coordination

Cost reduction

Quality and safety improvement

Patient experience

Rewards for value

Actionable data



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