
Keynote Panel: Early Success Stories from Pioneer ACOs

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Sharp HealthCare ACO



- Collaboration between Sharp HealthCare, Sharp Community Medical Group (SCMG), and Sharp Rees-Stealy Medical Group (SRSMG)
- 32,000 aligned beneficiaries
 - 74% with SCMG
 - San Diego's largest Independent Practice Association
 - 200 primary care physicians and 500 specialists
 - 26% with SRSMG
 - San Diego's oldest multi-specialty medical group
 - 156 primary care physicians and 53 mid-level providers and 250 specialists

Sharp HealthCare ACO Aim

Best Health, Best Care, Best Experience



Care Delivery Models



Care Coordination

Patient Engagement



Information Technology and Analytics

Alignment of Incentives

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Population at a Glance

- 67% of 2011 inpatient costs (\$80 million) originate from the Emergency Department
- 37% of total inpatient claims costs for 2011 (\$150 million) are out-of-network (50% for all services)
- 24% of beneficiaries (7,702) are dual eligibles
- Skilled nursing bed days are 81% higher than Medicare Advantage (2,608/1000 vs. 1,439/1000)
- 23% of beneficiaries had no Sharp primary care relationship

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Unanswered Questions:

- Claims lag and expenditure reports uncertain?
- Final resolution of California average wage index increase (3.1%)?
- Decedent rate 11.7% annualized (22.3% > 84 years of age)?
- Technical specification for the 33 quality measures?

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How do we align patients with PCPs?

- Interventions
- 50% Meaningful Use of PCPs this year (2012)

How many of our ACO Patients can we touch with Care Management Programs?

- CM Program

HOSPITAL CM	7,000+	21%
SNF CM	3,000	9%
CARE TRANSITIONS	6,280	19%
COMPLEX CM	480	1.5%
DISEASE MANAGEMENT, CHF	320	1.0%
END-OF-LIFE "TRANSITIONS"	960	3.0%

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Panel Discussion