

# Care for High Risk Patients: A Triple Aim Opportunity

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**Track A**

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# About Atrius Health

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***Quality scores ranked #1  
in New England and #3  
nationally for Medicare  
ACOs for 2014***

Providing care for 675,000 adult and pediatric patients in eastern Massachusetts

The Northeast's non-profit leader in delivering high-quality, patient-centered coordinated care.

Financially stable with \$1.8B annual revenue

750 physicians across 32 clinical sites in over 35 specialties

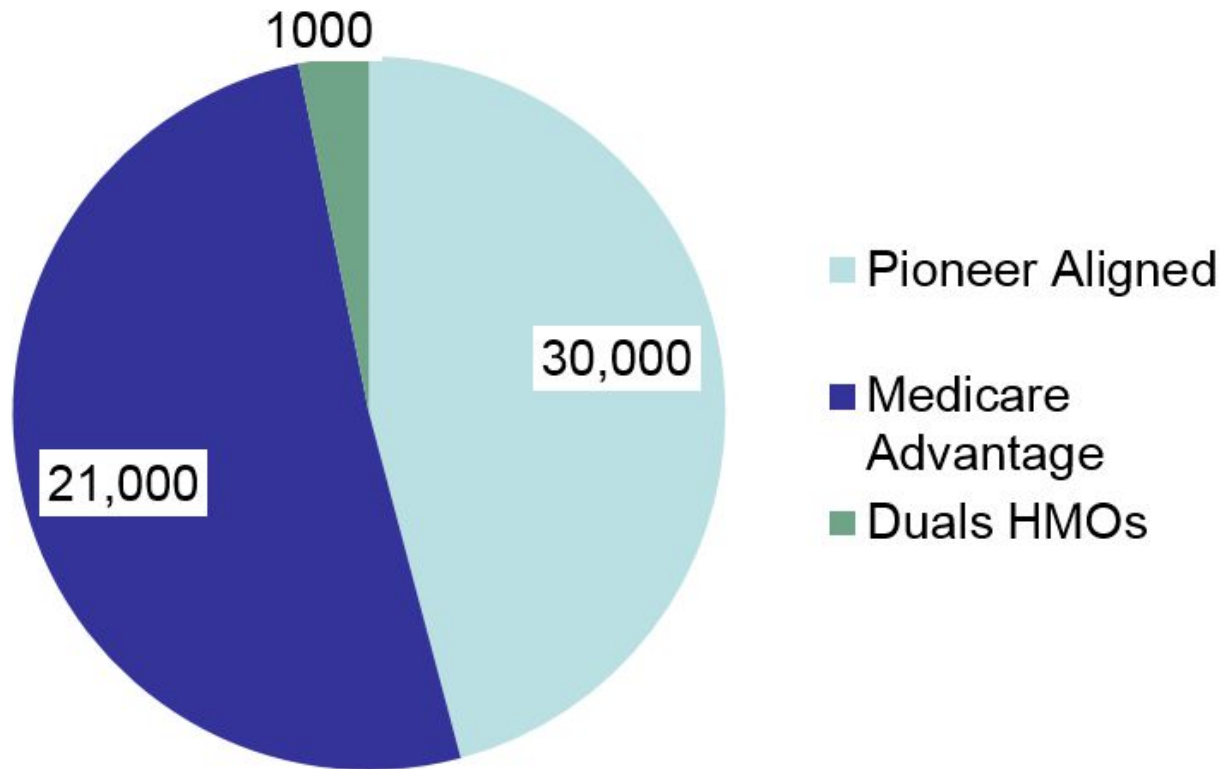
Multi-specialty medical groups:  
Dedham Medical Associates, Granite Medical Group, Harvard Vanguard Medical Associates

VNA Care Network Foundation: Home health, palliative care and hospice, private duty nursing

# Population of Focus: Medicare Eligibles

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Approximately 52,000 Medicare beneficiaries in value-based payment contracts.

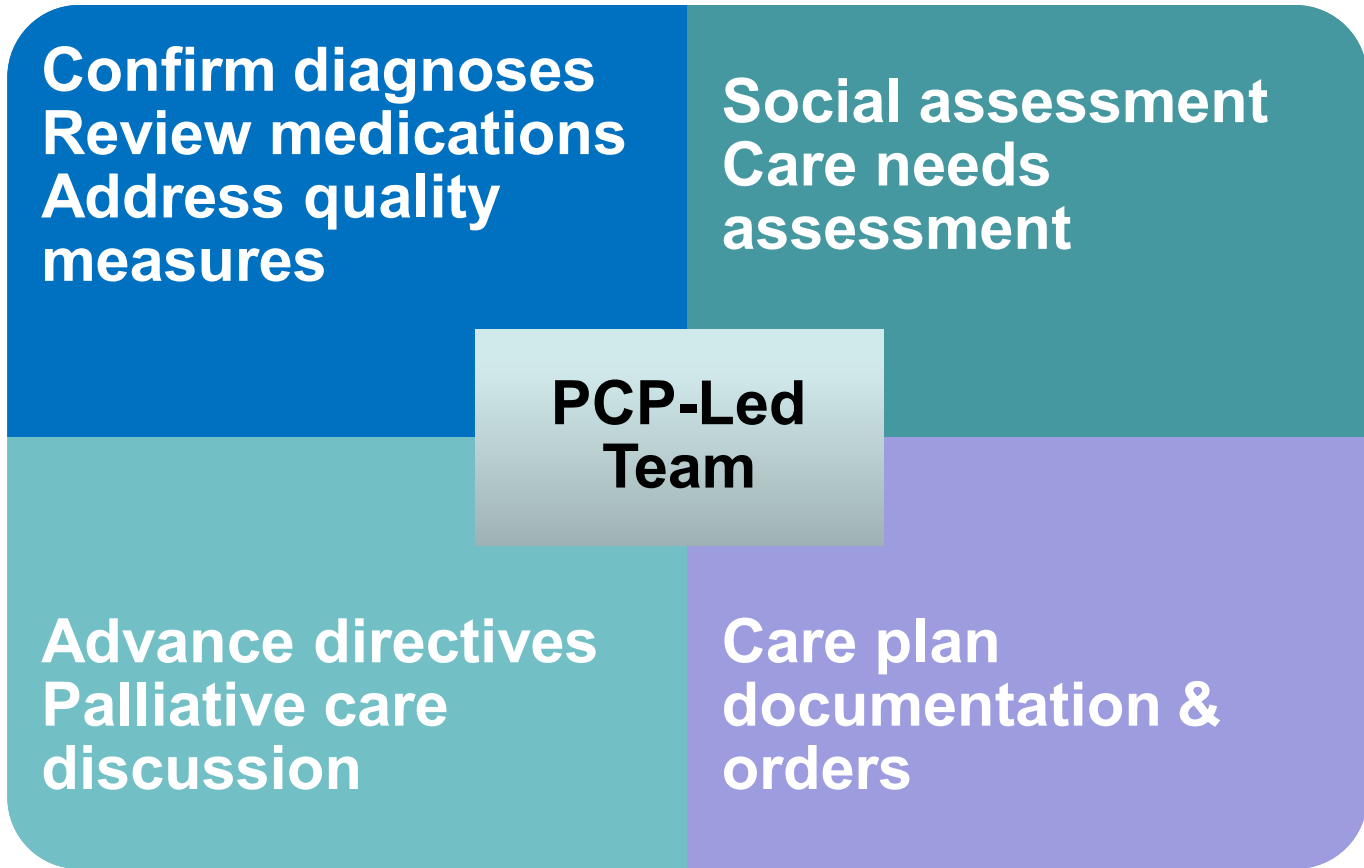






# High Risk Patient Roster Review

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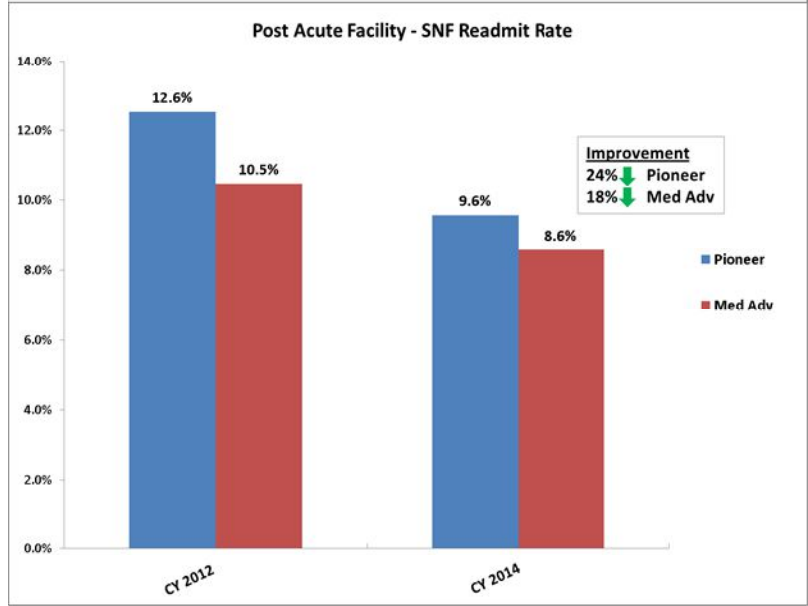
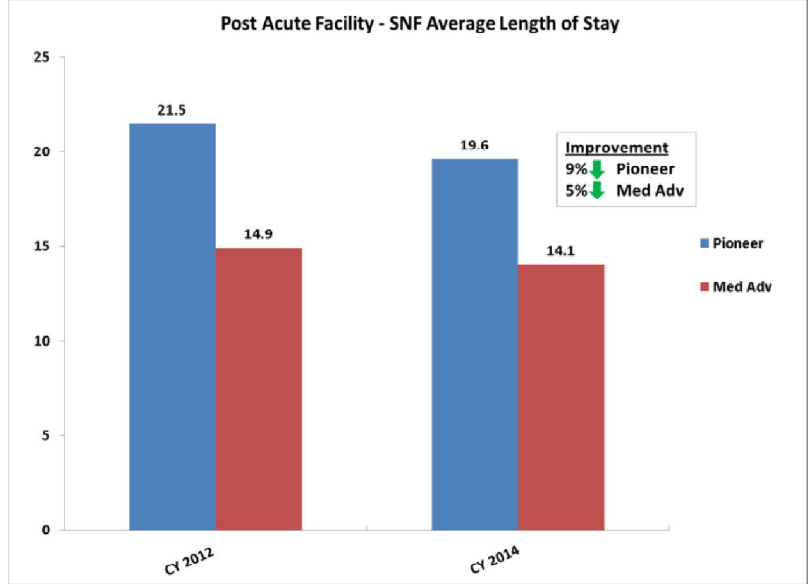
# Managing the SNF “Neighborhood”

Developed expectations and tools to manage SNF stay

- Facility-level expectations
- Provider-level expectations
- Discharge workflow
- EHR documentation
- Monitoring & reporting
- Use of preferred discharge providers

↓ 2.0 LOS = \$2M

↓ 2% Readmit Rate = \$.5M



# Collaboration with Home Health Partner

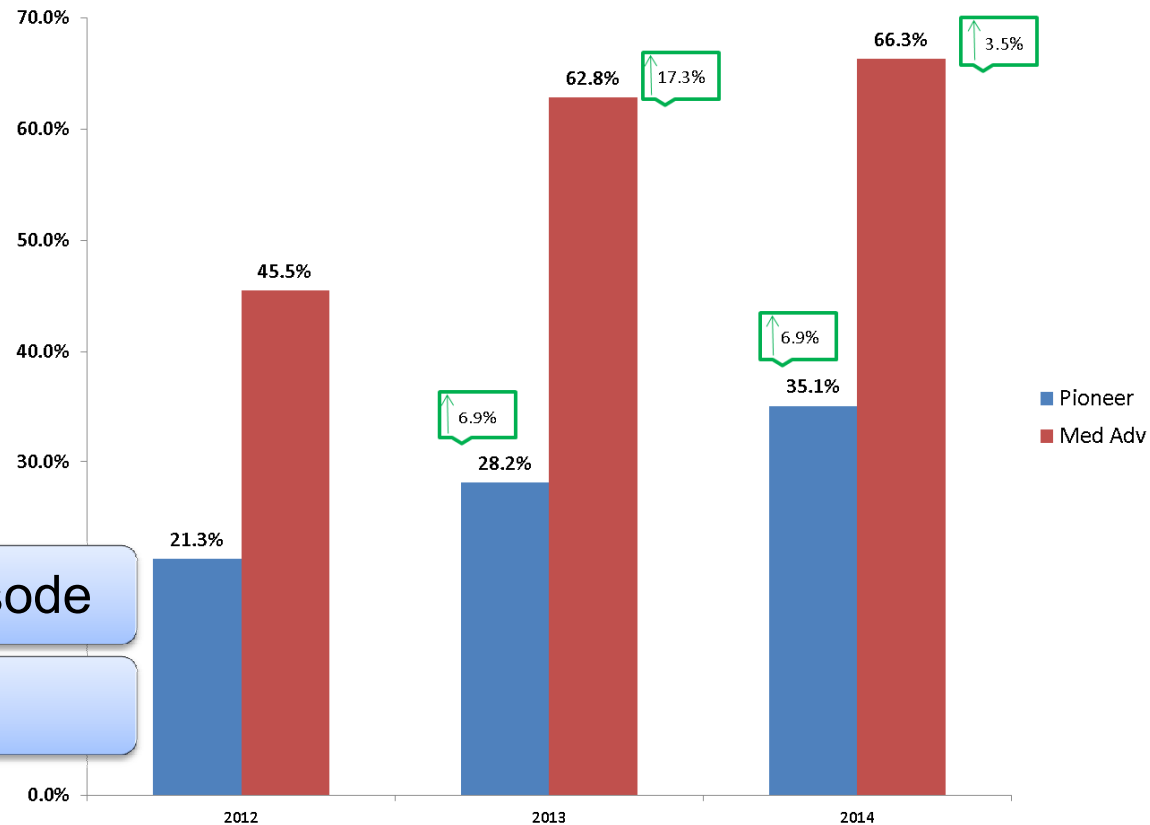
## Post-Hospital Coordination: One Care Team

- ✓ Next day start of care
- ✓ Expanded home telemonitoring
- ✓ Capacity for one-time, stat assessment
- ✓ Tight clinical coordination during an episode

Lower readmit rate during episode

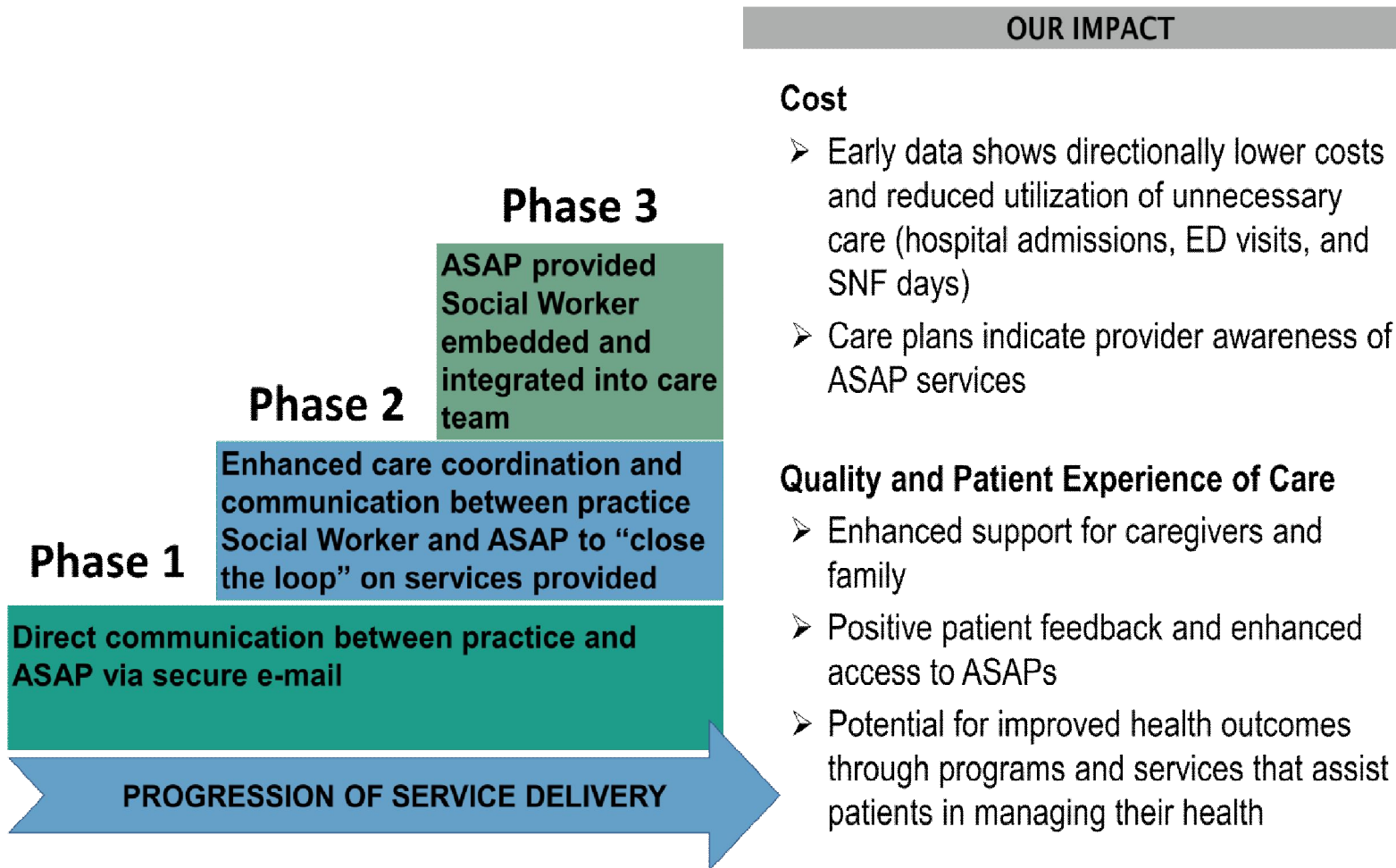
Lower \$pmpm over time

## Shifting episodes to preferred HHA

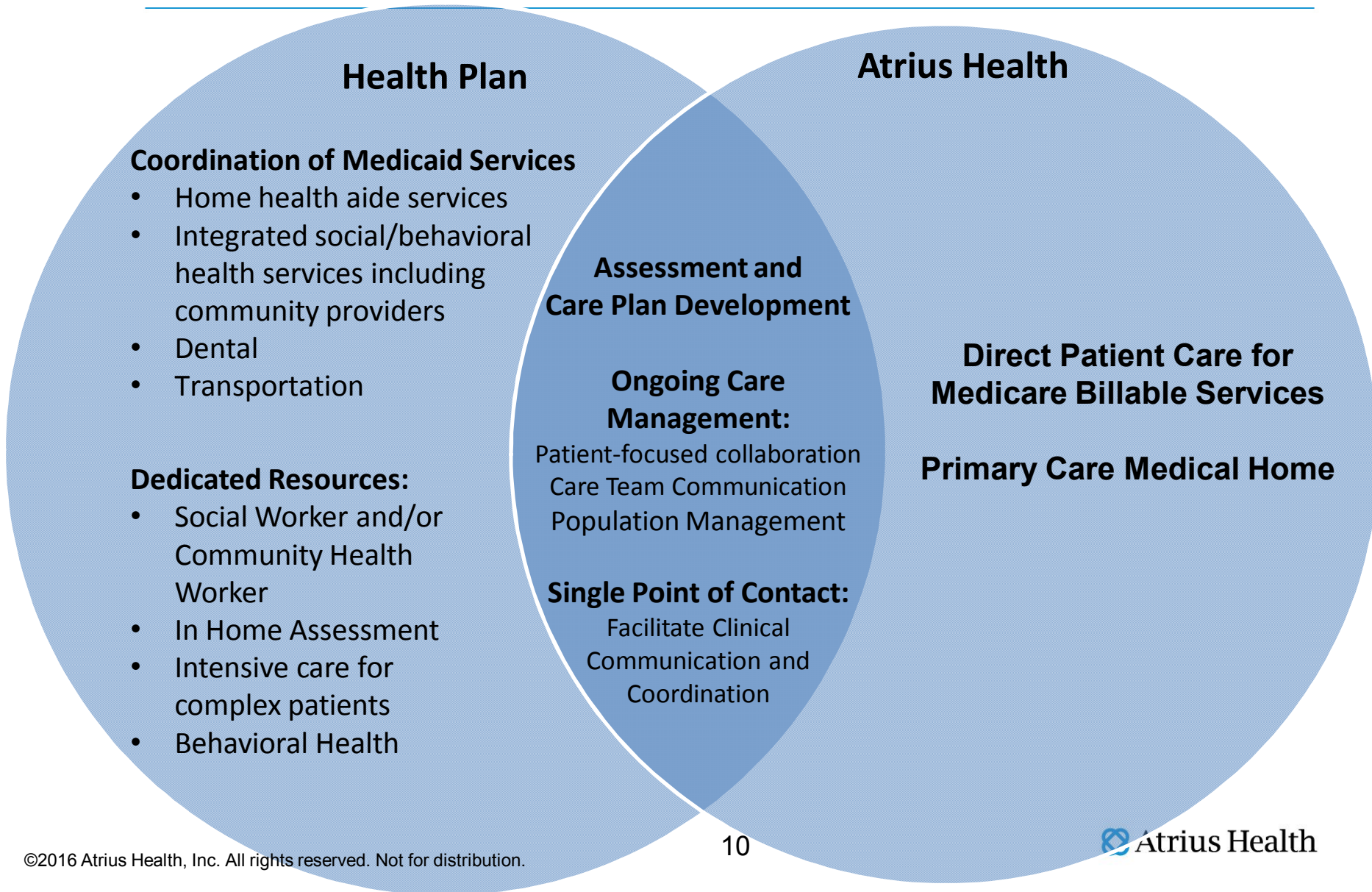




# Integrating Local Elder Services (ASAPs)



# Duals Integrated Care Model



# Independent “Near Market” Evaluation, May 2015



The **JAMA** Network

From: **Association of Pioneer Accountable Care Organizations vs Traditional Medicare Fee for Service With Spending, Utilization, and Patient Experience**

JAMA. 2015;313(21):2152-2161. doi:10.1001/jama.2015.4930

- Atrius Health saved \$36M compared to near market; \$67 pmpm in 2013.
- Atrius Health one of the ten Pioneers with savings in both years, and one of three accounting for 70% of 2013 savings.
- Key drivers: reduced IP admits & readmits
- Savings in OP facility, SNF, and HH
- More utilization of Hospice

## Engagement Across the Continuum

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- “One Model of Care” provides a burning platform for providers
- Groups that implemented High Risk Roster Review early and often saw bigger impacts on preventable utilization
- Effective care management is embedded into the primary care medical home
- Addressing palliative and end-of-life care is not only necessary, but part of patient-centered, respectful care
- Our ability to engage with other parts of the delivery system is key
- **Where we focus, we get results**