

# Care for High-Risk or High-Need Patients

## *Seventh National ACO Summit*

Michelle L. Templin  
VP Strategic Business Development  
Managed Health Care Associates  
MHA ACO Network

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# MHA: A Healthcare Services Company

Dedicated Exclusively to the Post-Acute Care Market, MHA provides Best in Class Resources and Solutions to Support the Needs of Our Members



Exceptional Service. Extraordinary People.

Group Purchasing for the Post-Acute Care Provider Market

Technology Solutions

Reimbursement Services

MHA Networks

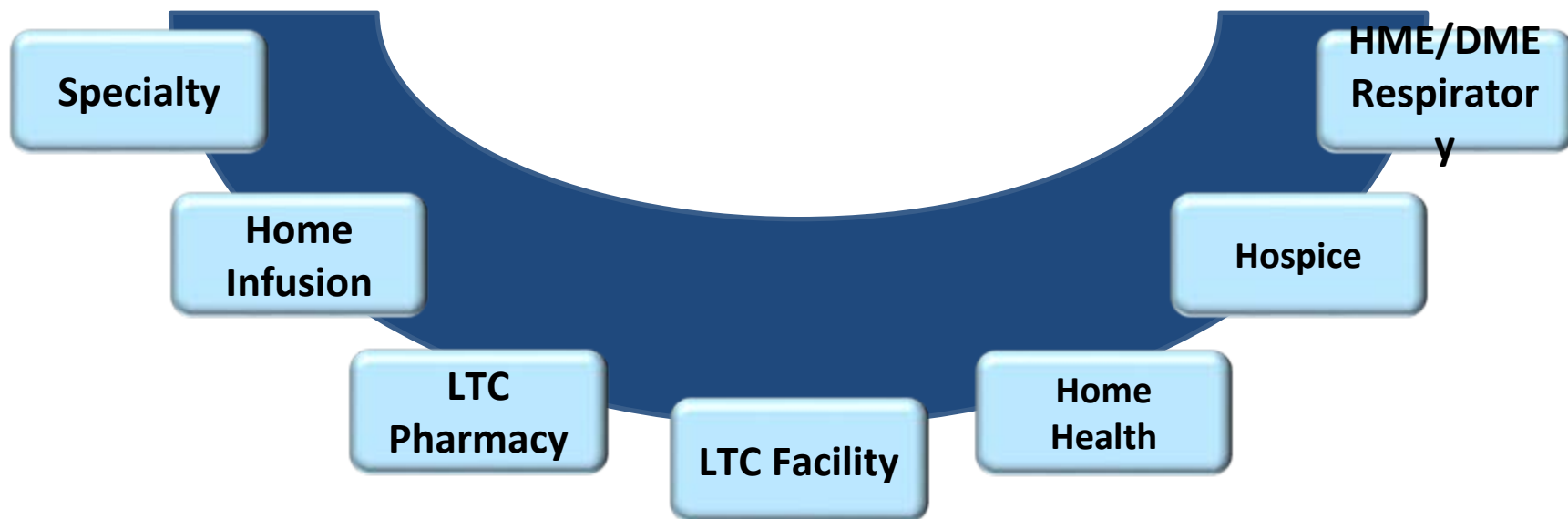
Clinical Services

Advocacy & Legislative Affairs



# MHA: National Footprint of Post-Acute Care Providers

*Over 25,000 PAC Providers Across Spectrum*



*PAC Members in all 50 States, Washington, DC and Puerto Rico*

# Patient Identification and Stratification

## SNF

- 2.4M Covered stays
- \$28.8BB in 2013
- > 15,000 qualified SNF

## HHA

- 3.5M Covered Stays
- \$17.9 BB in 2013
- > 12,500 qualified HHA

## Top Conditions Across All Settings:

- Stroke
- Hip/Knee Replacement
- Cognitive Impairment
- Wound Care

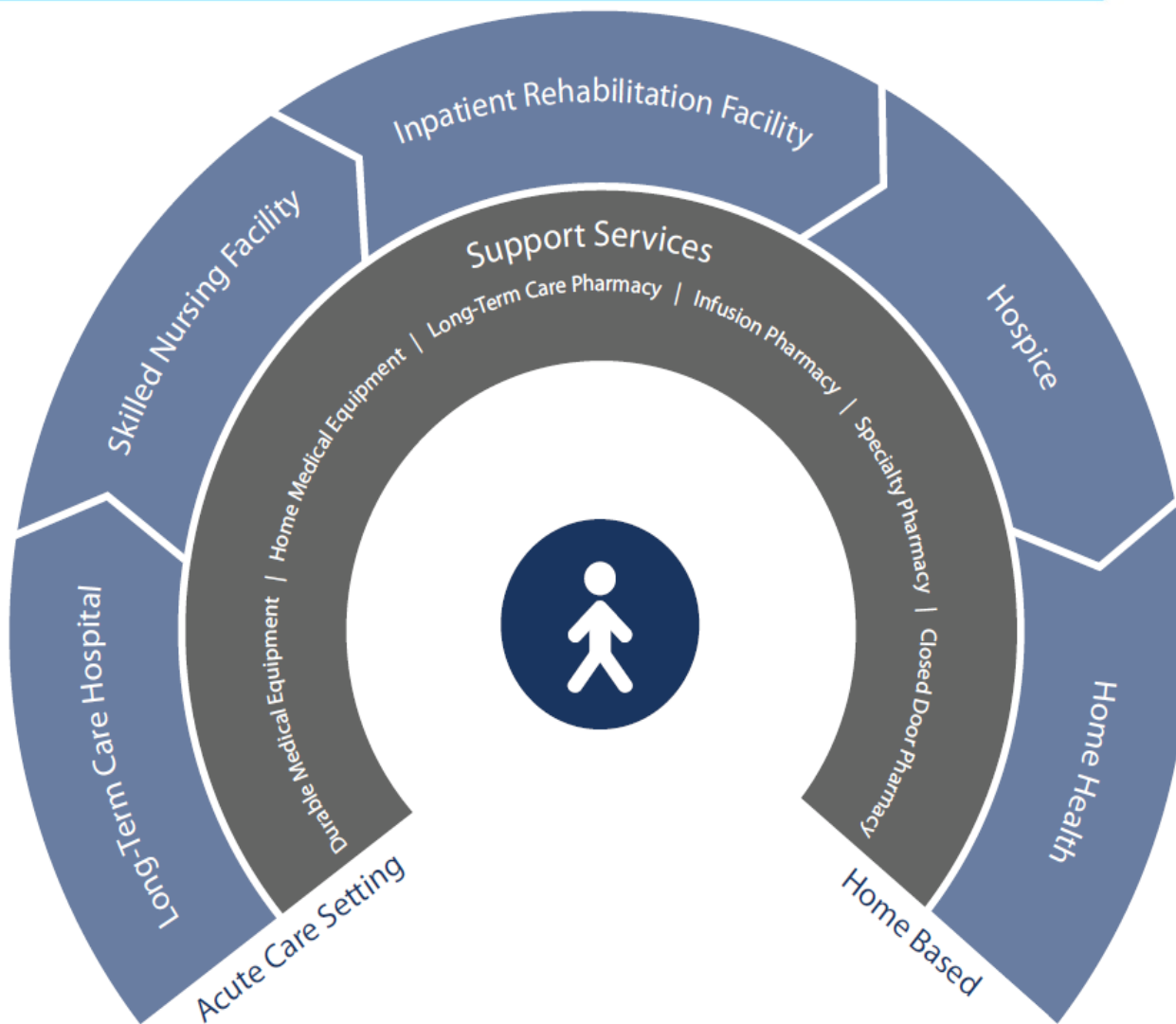
***Almost ALL PAC Patients qualify as High Risk/High Cost***

# MHA Care Redesign Efforts

## Expand PAC Definition:

- **LTACH**
- **IRF**
- **SNF**
- **HHA**
- *Pharmacy*
  - *Long Term Care, Home Infusion, Specialty*
- *DME, HME, Respiratory, Orthotics*
- *Community Support Services*
  - *Meals on Wheels, Transportation Services etc.*

# MHA Care Redesign Efforts



Source: "The Right Care for the Right Cost: Post-Acute and The Triple Aim" Tiu, Bennon, Templin, Sep 2014. Page 2. Leavitt Partners and the MHA ACO Network

# MHA Care Redesign Efforts

## MHA Pilot: Drug Regimen Review across Settings:

- DRR Profile follow patients across Continuum
- Follow patients from SNF to HHA and where applicable to Community Setting
  
- Pharmacist does Med Rec at discharge
- Works with HHA Agency (Sometimes integrated into software)
- Creates Outbound/Inbound call center
- Refill Reminder
- Specialized Packaging (optional)
- Constant Communication between HHA and Pharmacy
  - Record Adverse Events

# Insights for Success

## Initial Data Indications Positive

Extremely Early Stages but:

- Increased Prescription Adherence
- Increased Patient Satisfaction
- Increased HHA Nursing Satisfaction
- Decreased Adverse Drug Events
- Decreased Re-hospitalizations (COPD/CHF)
- Increased Payer Interest in Providers

***Work In Progress!***





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