



**Who was the  
Shooter's Doctor?**

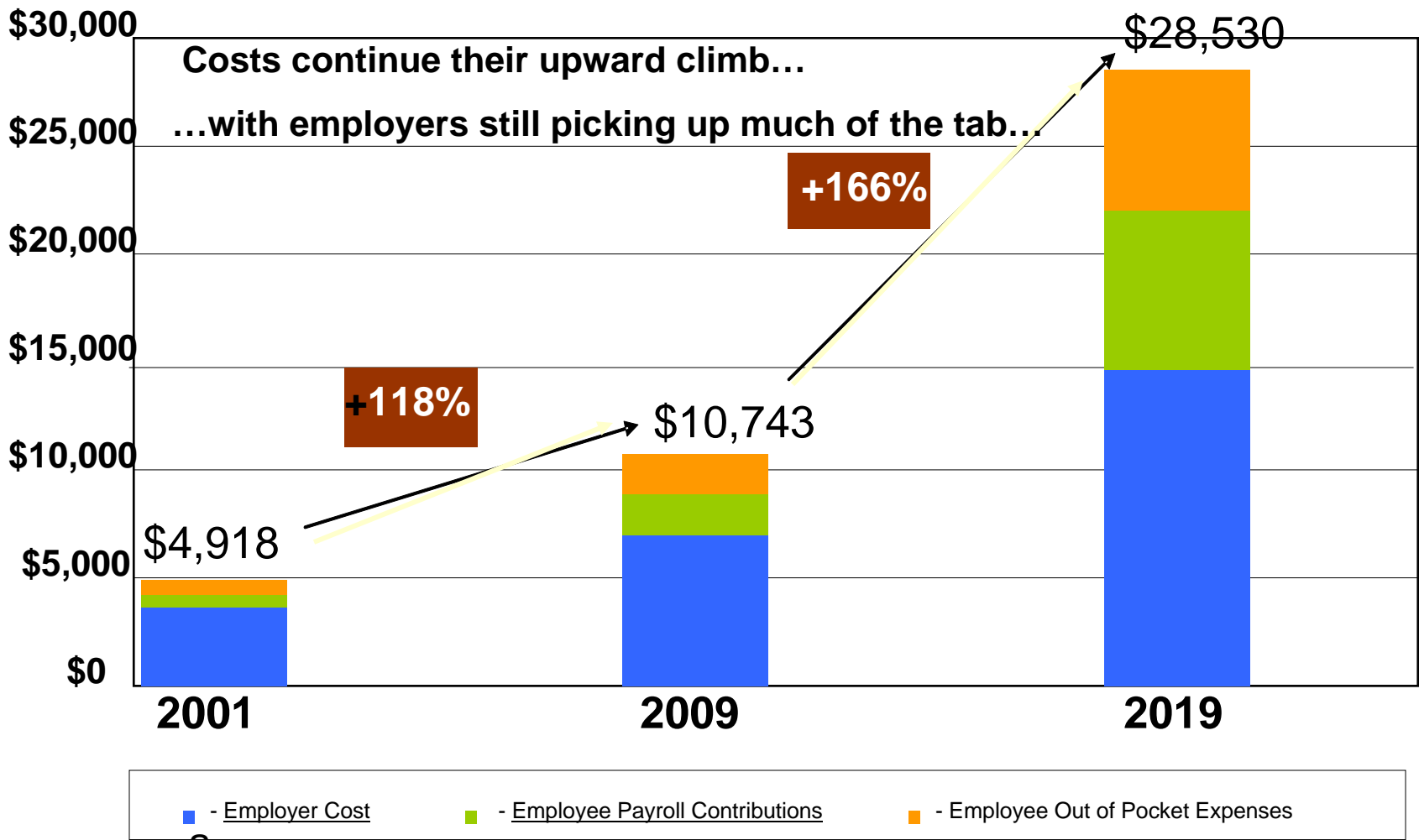


You Tube Video

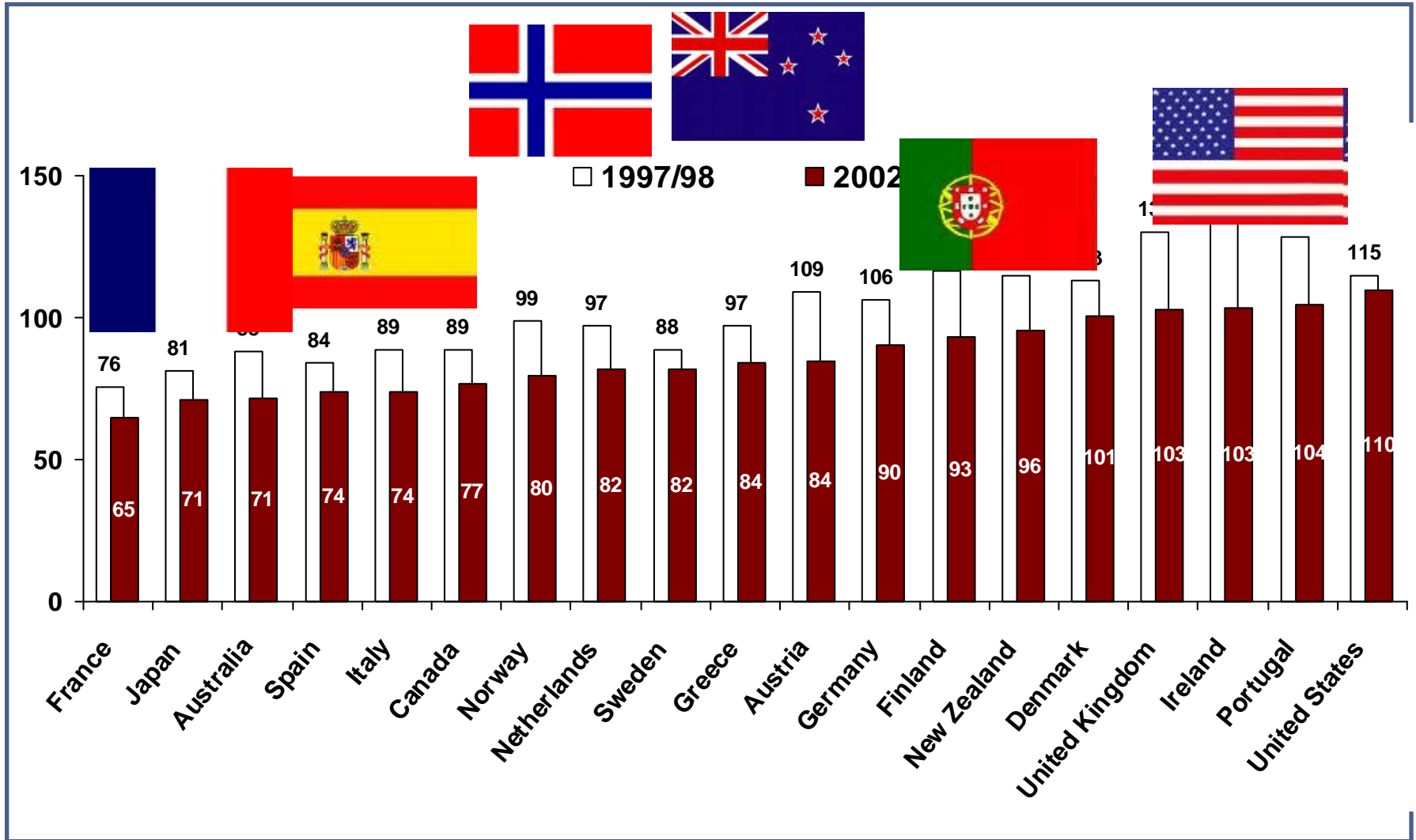
# Why Innovate Affordability

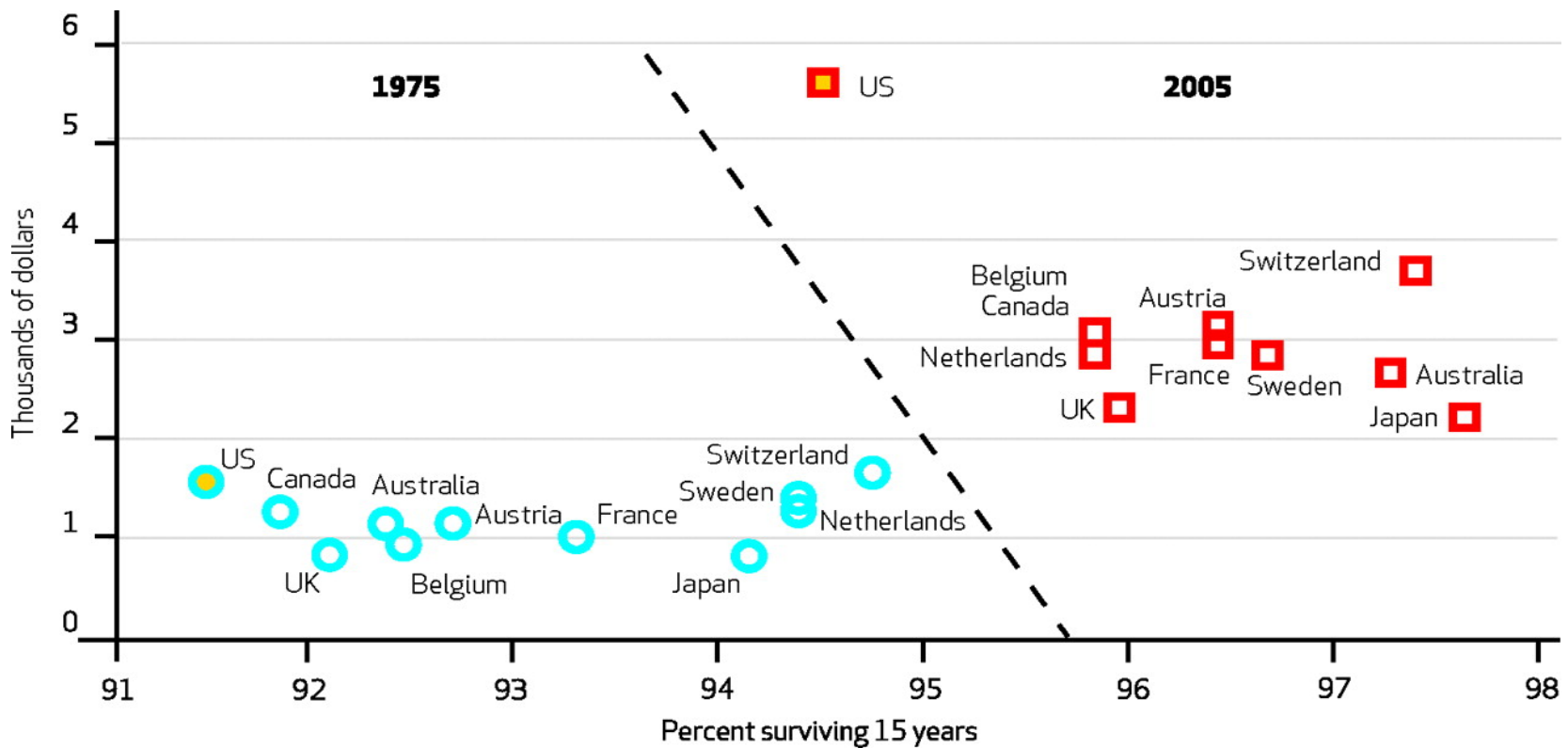


## The Elephant in the room



# The World Health Organizations ranks the U.S. as the 37<sup>th</sup> best overall healthcare system in the world

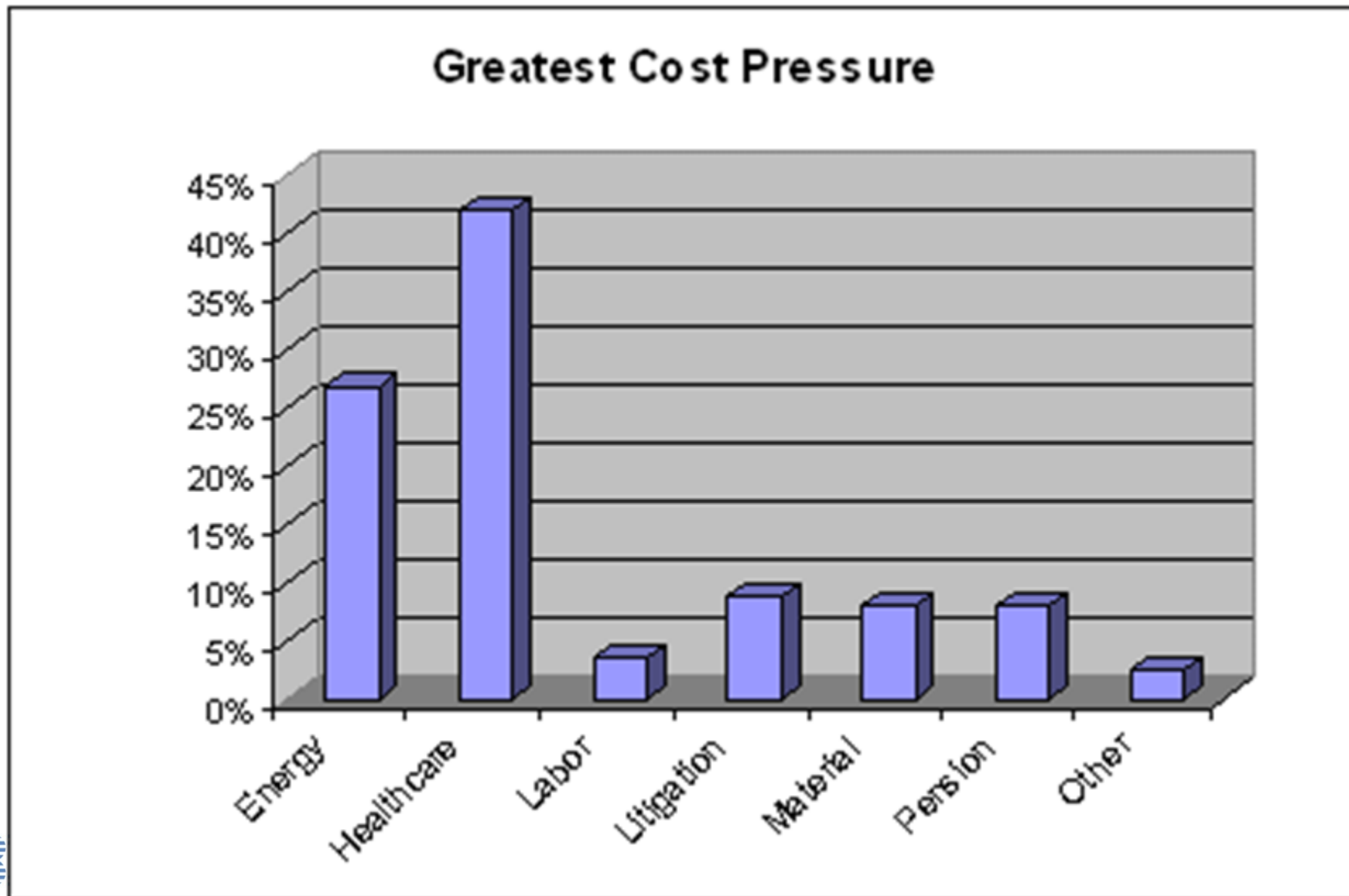




The Cause? Mostly due to **unregulated fee-for-service payments and an over reliance on rescue/specialty care**. This is stark evidence that the U.S. health care Industry has been failing us for years "Commonly cited causes for the nation's poor performance are not to blame - it is the failure of the deliver system!!" \*

You the DOD are part of the delivery system - **you are trained at Unaccountable Care Organizations, you act as if you are paid the same way and for TRICARE you do pay the same way.**

# Health care is a business issue, not a benefits issue





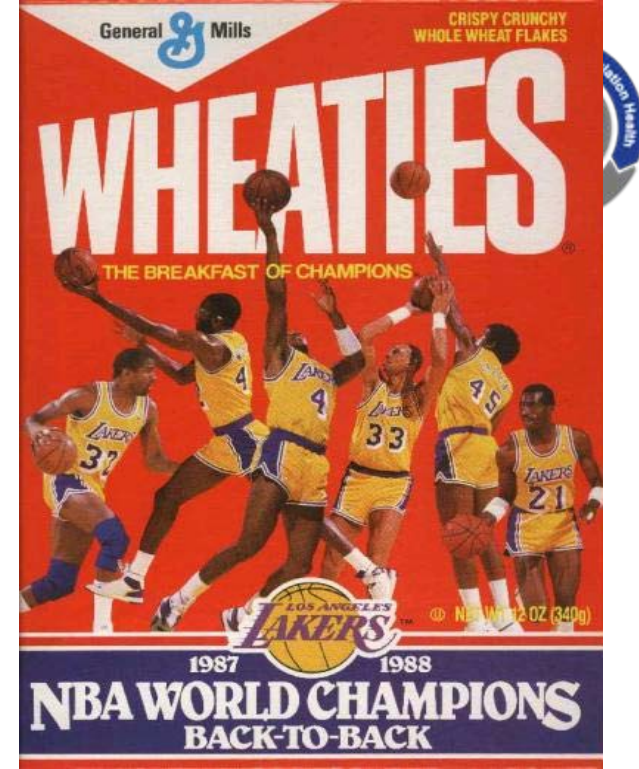
Don't handle your care needs in a **BAD MEDICAL NEIGHBORHOOD!!**

Unaccountable care, lack of organization, **DO NOT GO THERE ALONE !!**

Be wise when you pay for care, **KNOW WHAT YOU BUY!!**







## Coordination -- we do NOT know how to play as a team

“ We don't have a health care delivery system in this country. We have an expensive plethora of **uncoordinated**, unlinked, micro systems, each performing in ways that too often create sub-optimal performance, both for the overall health care infrastructure and for individual patients.” George Halvorson, from *“Healthcare Reform Now*

Saudi Arabia's King Abdulaziz traveled to the U.S. to receive treatment slipped disc





“We do heart surgery more often than anyone, **but we need to**, because patients are not given the kind of **coordinated primary care** that would prevent chronic heart disease from becoming acute.”

George Halvorson (CEO Kaiser)  
from “*Healthcare Reform Now*”

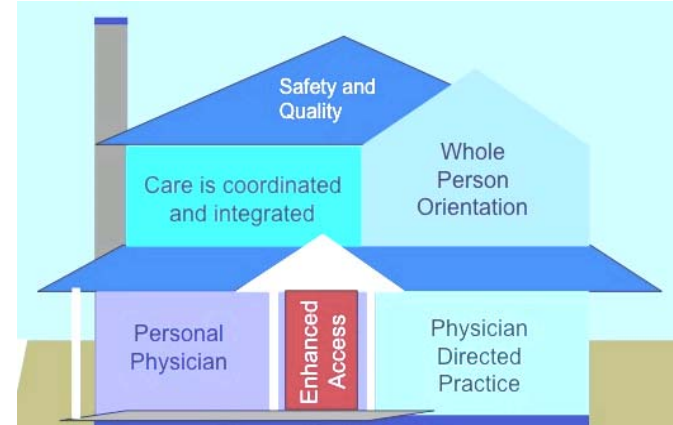
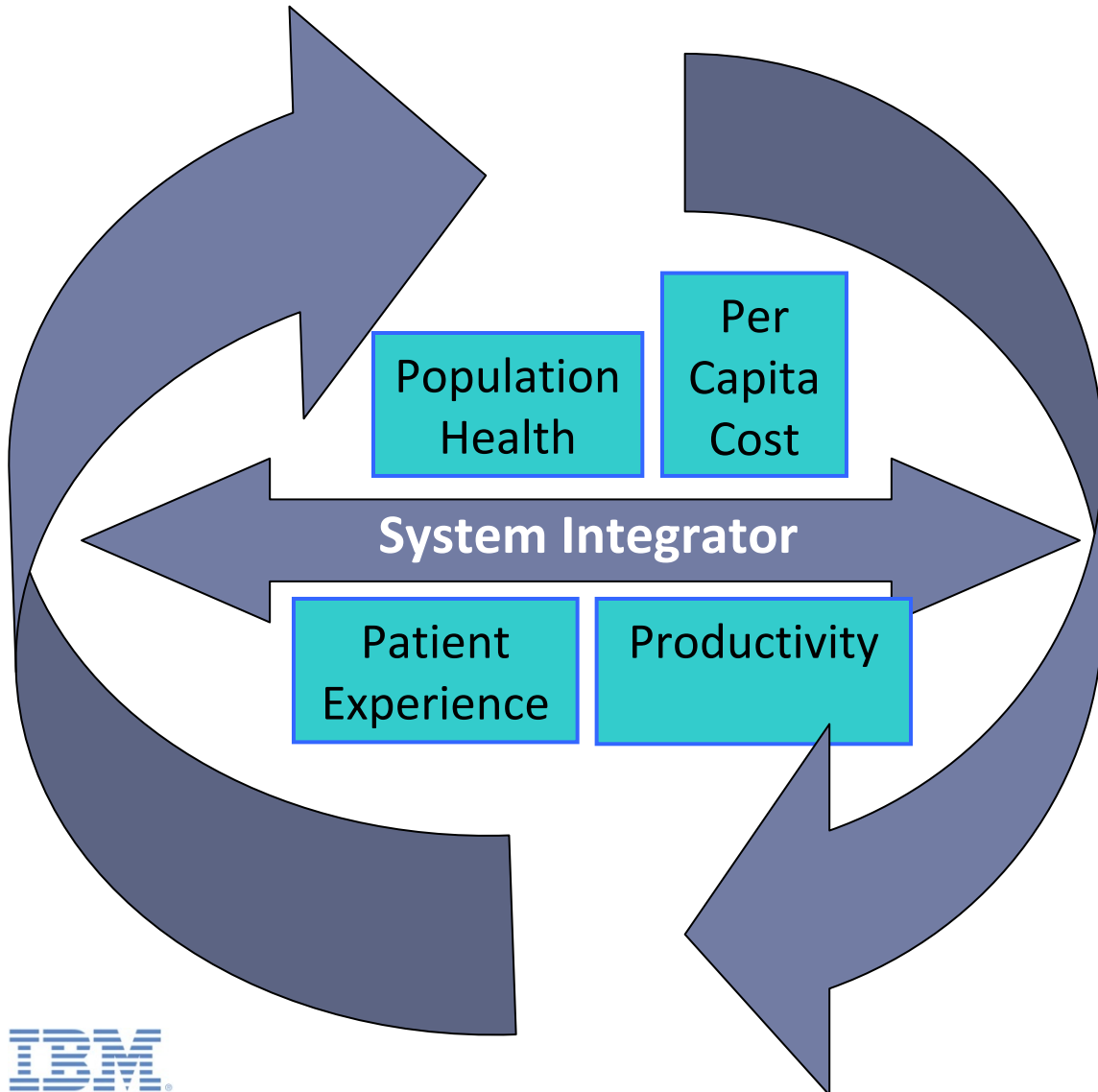




A long-term **comprehensive** relationship with your Personal Physician **empowered with the right tools** and linked to your care team can result in better overall family health...

# The Quadruple Aim

Readiness, Experience of Care, Population Health, Cost



## The System Integrator

Creates a partnership across the medical neighborhood

Drives PCMH primary care redesign

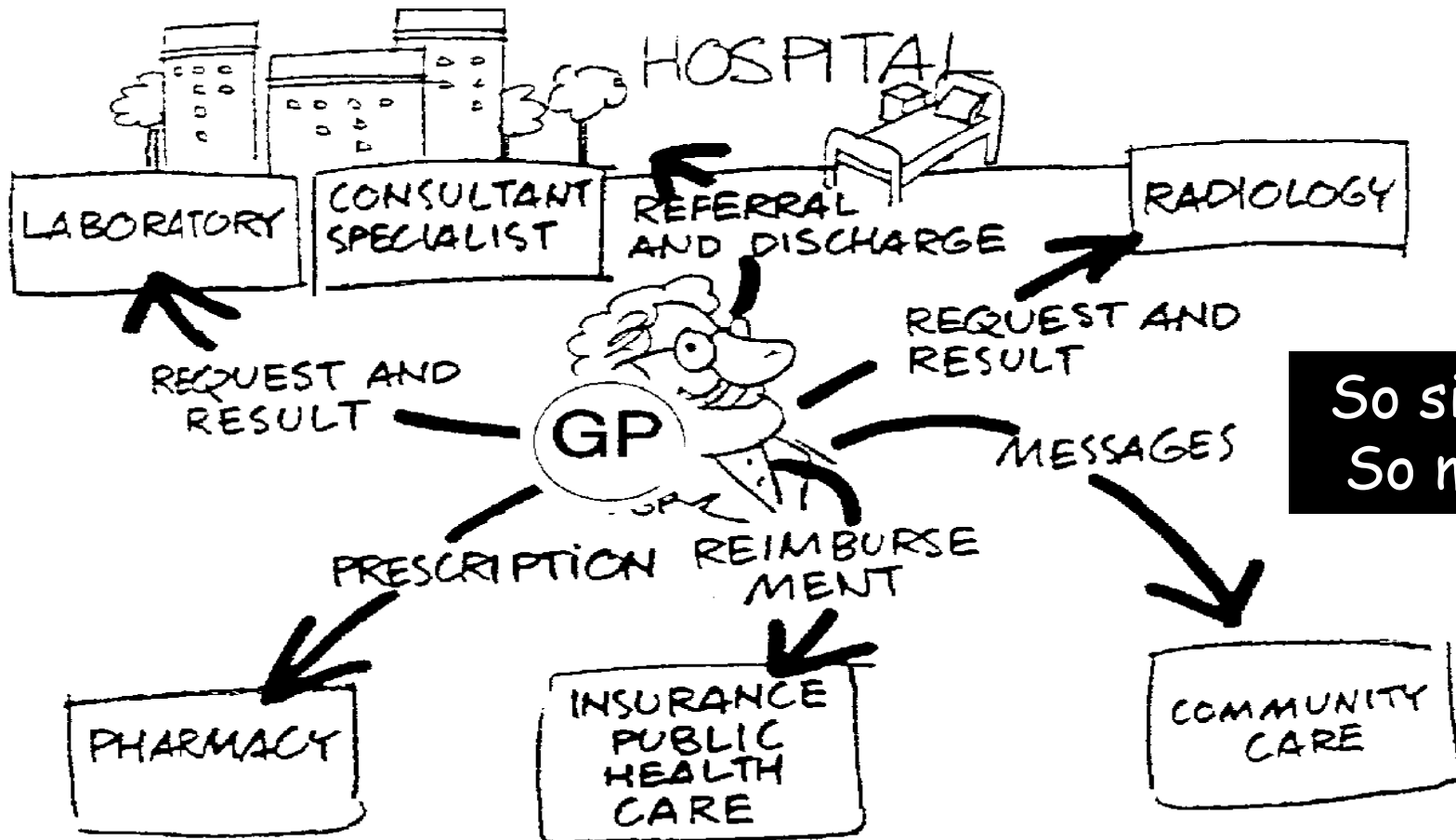
Offers a utility for population health and financial management



- You need a Captain for the ship
- You need a place of command and control
- You need a horizontal platform from which to launch vertical weapon systems
- You need somewhere and someone to hold accountable



If you scan the world for value based healthcare, you will find a common element: a relationship-based team with a **project manager!**  
A **comprehensivist** that can command and control in an accountable system.



# The Joint Principles: Patient Centered Medical Home



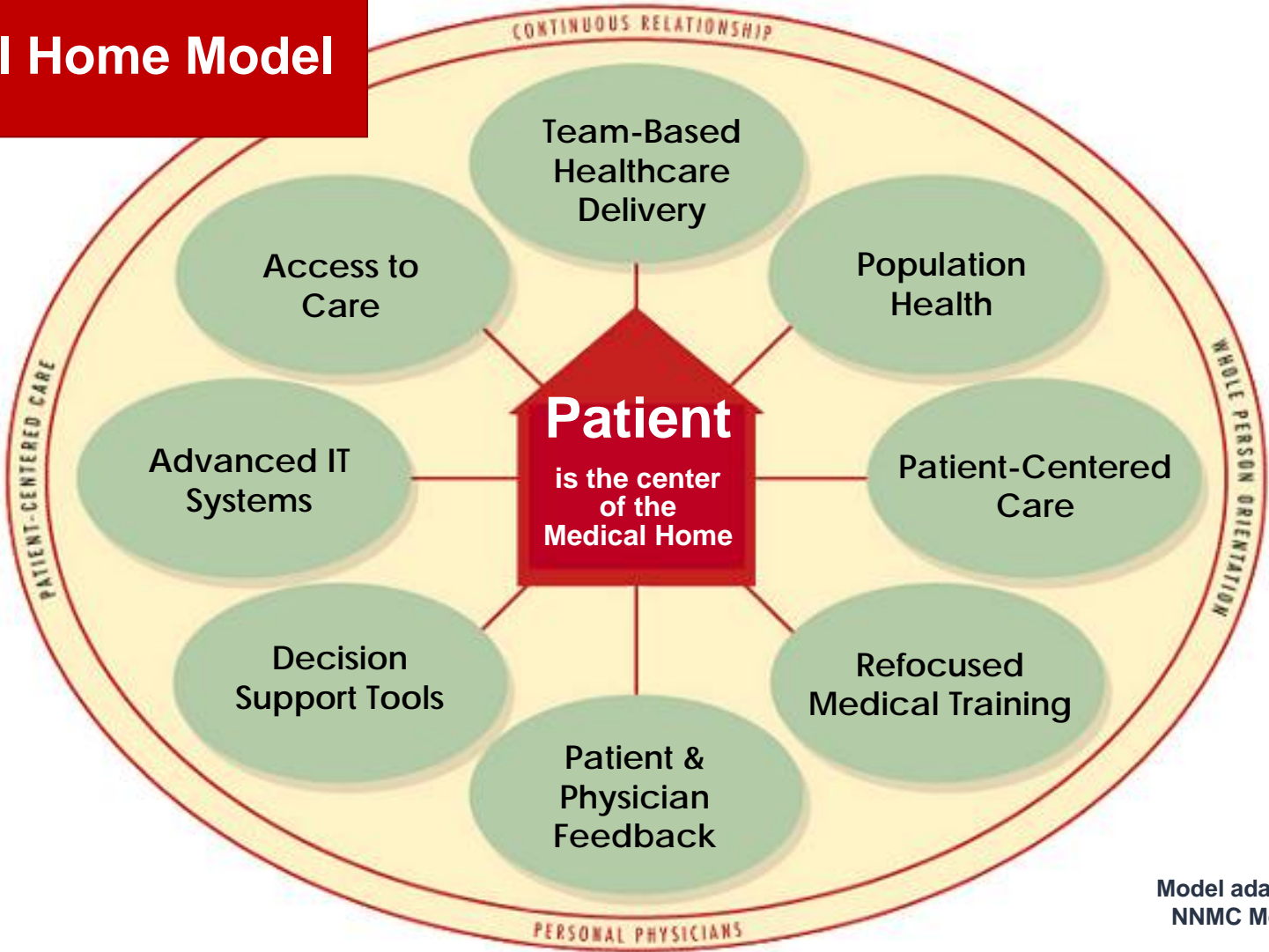
- ▶ **Personal physician** - each patient has an ongoing relationship with a personal physician trained to provide first contact, and continuous and comprehensive care
- ▶ **Physician directed medical practice** – the personal physician leads a team of individuals at the practice level who collectively take responsibility for the ongoing care of patients
- ▶ **Whole person orientation** – the personal physician is responsible for providing for all the patient’s health care needs or arranging care with other qualified professionals
- ▶ **Care is coordinated and integrated across all elements of the complex healthcare community**- coordination is enabled by registries, information technology, and health information exchanges
- ▶ **Quality and safety are hallmarks of the medical home**-  
Evidence-based medicine and clinical decision-support tools guide decision-making; Physicians in the practice accept accountability voluntary engagement in performance measurement and improvement
- ▶ **Enhanced access to care is available** - systems such as open scheduling, expanded hours, and new communication paths between patients, their personal physician, and practice staff are used
- ▶ **Payment appropriately recognizes the added value provided to patients who have a patient-centered medical home**- providers and employers work together to achieve payment reform



# Enhancing Health and the Patient Experience



## Medical Home Model



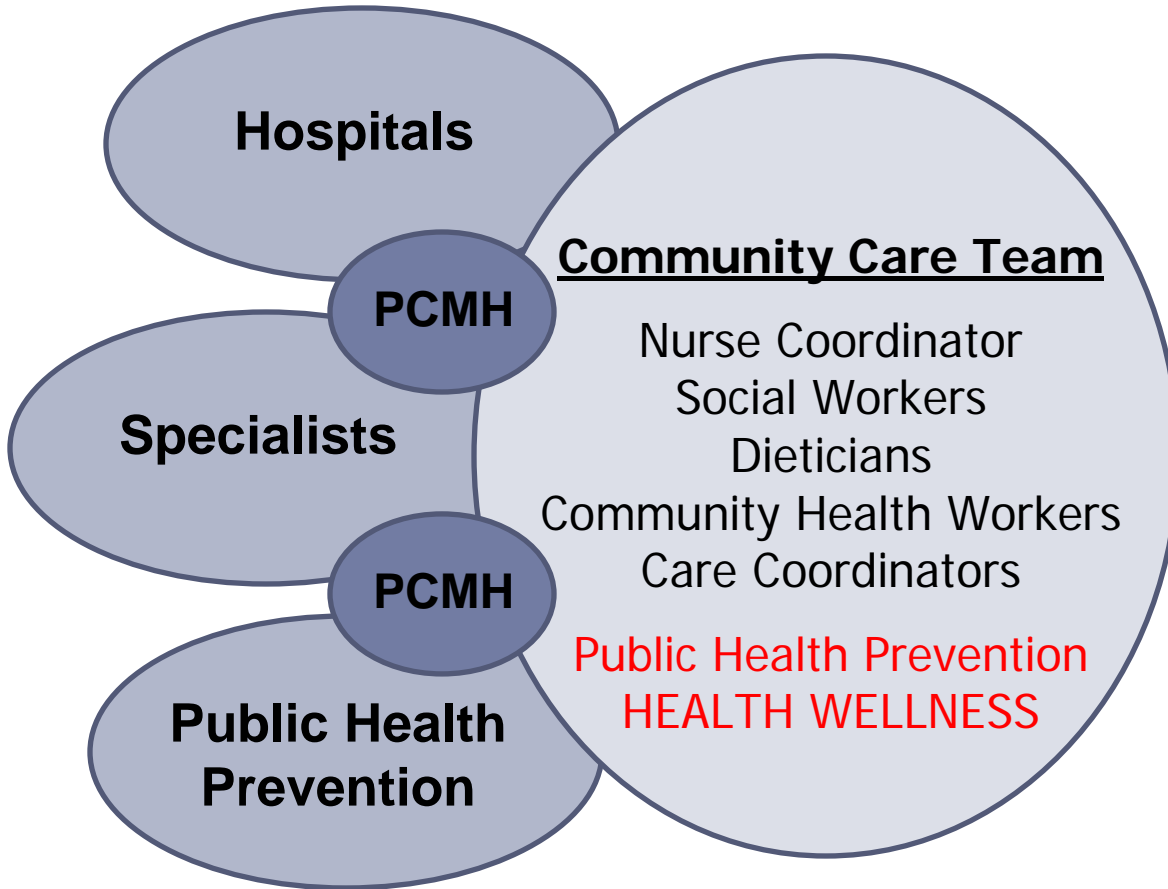
Model adapted from the NNMC Medical Home

# Defining the Care



# PCMH in Action

## Vermont "Blueprint" model



**A Coordinated  
Health System**

**Health IT  
Framework**

**Global Information  
Framework**

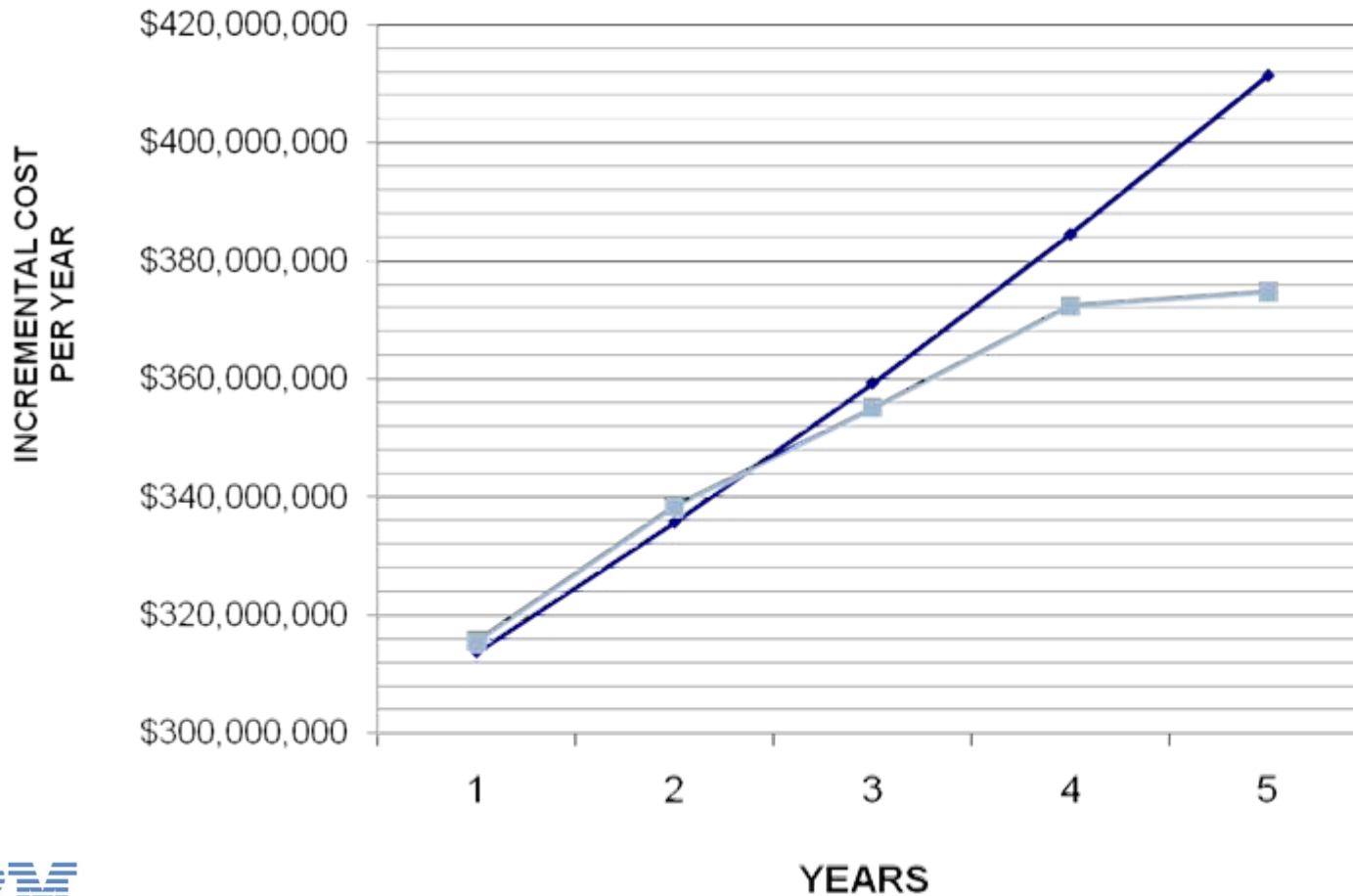
**Evaluation  
Framework**

**Operations**

# Vermont Financial Impact



## IMPACT OF MEDICAL HOME SAVINGS ACROSS TOTAL POPULATION

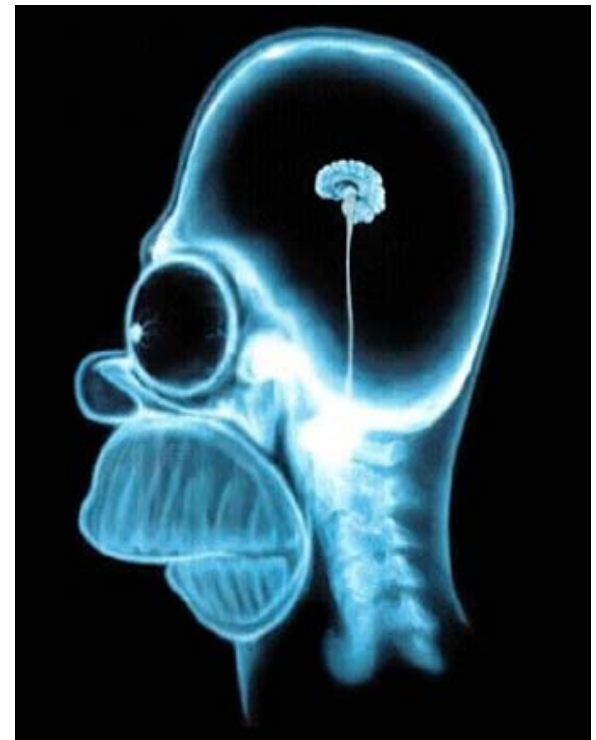


# Smarter Healthcare...



- 36.3% Drop in hospital days
- 32.2% Drop in ER use
- 9.6% Total cost
- 10.5% Inpatient specialty care costs are down
- 18.9% Ancillary costs down
- 15.0% Outpatient specialty down

**Outcomes of Implementing Patient Centered Medical Home Interventions:** A Review of the Evidence from Prospective Evaluation Studies in the US,  
K. Grumbach & P. Grundy, November 16<sup>th</sup> 2010



# Sharp Community Medical Group: Care Transformation Model



Accountable Community  
Accountable Care Organization

Enterprise Level Activities

Patient-Centered  
Medical Home

Patient



PCMH is non-political – the right POV  
for delivery transformation

**“We never abandoned advocating new  
Models of care.** We’ve long pushed folks  
to realize that Delivery reform is the key.”  
The **patient-centered medical home** is  
core.

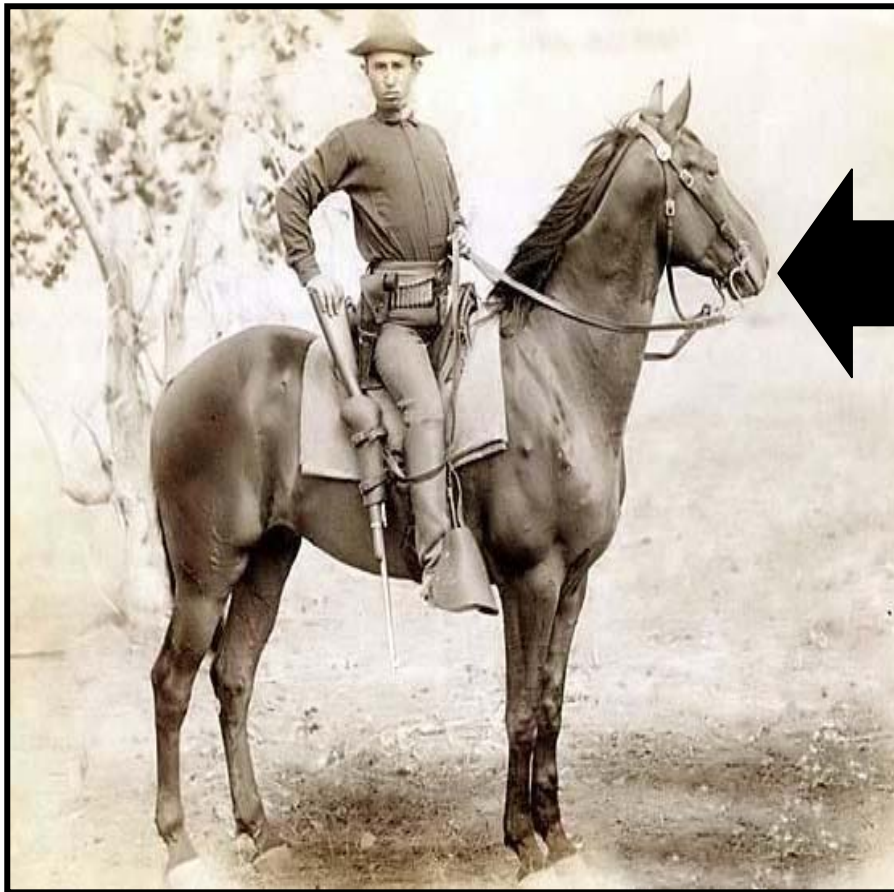


“We included the attached  
chapter on PCMH in our book.  
and have a new publication on  
ACOs coming out in January.”

# ...Requires a Smarter Healthcare Workforce



## Where do you train the MHS Workforce?



# Payment reform requires more than one method, you have dials, adjust them!!!



“fee for health”



“fee for outcome”



“fee for process”



“fee for belonging”



“fee for service”



“fee for satisfaction”



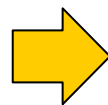
# Technology Enables the Progression to Clinical Integration and Accountable Care



## “Meaningful Use Enablement”



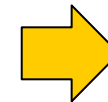
- Digitization & Interoperability
- Identify gaps in care



## “Clinical Integration Enablement”



- Team based care and workflow
- Enable Patients
- Manage populations
- Manage performance



## “Accountable Care Enablement”



- Price / manage risk
- Create a sustainable economic model



# Recommendations



- Build the foundation, the horizontal platform, a place of accountability - PCMH
- Really engage your patients find out what they need and become very **patient centered**
- Integrate value base purchasing with PCMH in your plan designee
- Stop buying from **unaccountable** care organizations unwilling to transform. Move your jobs away from those places fast.
- Stop buying from HC plans that are not rolling out PCMH level care
- Integrate Health and Sick care

**IBM. GIVE US LEADERSHIP - SHOW US THE WAY!**