

Informing Choices. Rewarding Excellence. **Getting Health Care Right.** 

## Leapfrog Hospital Rewards Program™: Getting Started

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## Why participate in the LHRP? National Annual Benefit if All Hospitals Improve:

Admission Type	Potential for Lives Saved	Potential for Avoided Readmissions	Potential for \$\$ Saved (billions)
AMI	33,832	24,838	\$5.596
CABG	4,089	9,246	\$3.962
PCI	2,800	15,203	\$2.795
CAP	2,673	48,962	\$2.039
Newborn Delivery	12,749	46,674	\$4.142
TOTAL	63,953	144,923	\$18.536

Lives saved total includes 7,810 lives saved from ICU staffing



## Why is LHRP ideally suited to accelerate positive change in the health care system?

- Makes it easy for purchasers and payers to engage in value based purchasing: Leapfrog has taken the hard work out of it
- Collaborative model for market-wide implementation
- Collaborative model for rewards:
  - Shared savings
  - Positive ROI built in to the Program
- Flexibility of the program

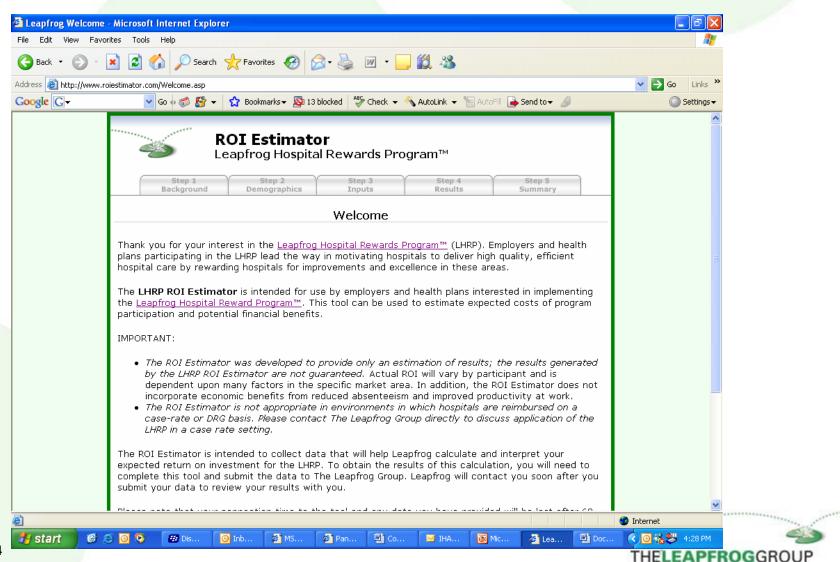


### Getting Started: Assessing the Market

- Partner with The Leapfrog Group to assess your market for LHRP implementation
  - Identify other employers, health plans, and hospitals in the market to partner with or current LHRP markets to join
  - Commercial population and hospitals the Program will cover
  - Current hospital engagement with measurement initiatives
  - Mix of payment methodologies
  - Opportunity for performance improvement ...



## Estimate opportunity for improvement with Leapfrog's new ROI Estimator



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#### What's the return?

- www.ROIEstimator.com
- Information necessary for using the ROI Estimator:
  - Number of covered lives in region where Program will be implemented
  - Expected annual growth rate for the number of covered lives
  - Geographic area to be covered by the Program
  - Whether the Program will use first year rewards or 50% of projected second year savings



# What's the return in *your* market ?: Assess the value of implementing the LHRP in your market

- Determine your potential financial and clinical savings using Leapfrog's ROI Estimator
- If higher quality and efficiency are attainable, contact Leapfrog to discuss how you can:
  - Engage other employers in the market
  - Engage major payers in the market
  - Engage hospitals, perhaps by building off current public reporting initiatives

