

5th National Pay for Performance Summit

March 9, 2010
San Francisco, CA

IT Enabled Care: Connecting the Dots

EMR Validated Data - Driving Quality and Clinical Performance Improvement

“The Melting Pot
Accountable Care Organization”

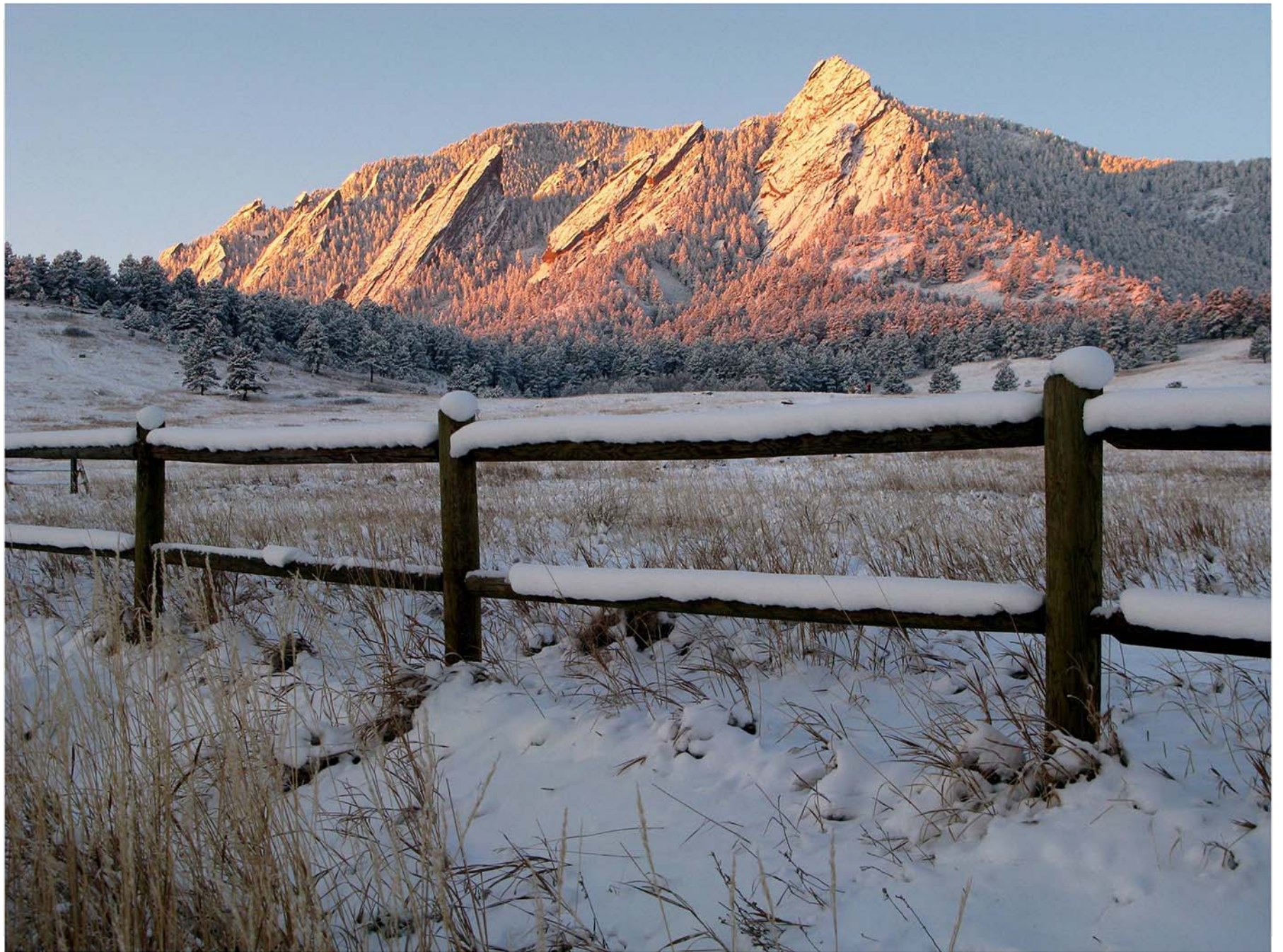
integrated Physician Network

Hans Wiik, FACHE, President and CEO
David Ehrenberger, MD, Chief Medical Officer

integrated Physician Network



accountability value sustainability



integrated Physician Network History and Evolution

- 1990 – 2004 Avista Medical Associates – Contracting IPA
- 2004 – 2005 iPN Formation: Private Practices, Community Hospital, large FQHC (Clinica Family Health Services)
- Selected one EMR Platform
 - Enterprise Community Health Record
 - ASP Model
- FTC – Recognition as *Clinically Integrated* network
- Sponsored PHO – Centura Health



integrated Physician Network Structure and Organization

- **Overview**
 - Physician Governance and Leadership
 - 11 Physician Board Members – Physician Led – no voting rights for hospital and management representatives
 - Majority – Primary Care
 - Single Signature Insurance Contracting for all Payers
 - iPN Office-Administration, MSO Services, IT and CQI Support
 - Funding:
 - Physician Membership Monthly Fees
 - Grant Support – HRSA / OHIT, Colorado Health Foundation
 - Centura Health – Abiding by Stark Regulations – Expires 12/31/13



integrated Physician Network Membership

Membership Requirements: In Governing Bylaws and Physician Service Agreements

1. Fully implemented and functioning on the EMR – all providers
2. Active and documented participation in iPN quality plan and designed quality initiatives



integrated Physician Network Membership

Member Practices:

North Denver Market – Primarily Boulder, Broomfield, Adams Counties

- 20 Practices
- 30 Sites
- 160+ Providers
- 900+ End-users
- Multi-Specialty – Family Practice, Internal Medicine, Pediatrics, OB-GYN, Cardiology, Orthopedics, Plastic & Reconstruction Surgery, General Surgery and Anesthesia



integrated Physician Network Standing Committees

Physicians, Administration, Support Members

- Quality – Clinical Quality Initiatives (Quality)
- Contracting – Credentialing
- EMR Application Steering Committee
- Operations Council



integrated Physician Network Medical Staff Office (MSO) Services

Four Key Areas:

- Revenue Cycle Management
- Group Purchasing
- IT/ISP Support
- Education and Training



integrated Physician Network MSO Services

Information Technology Support – EMR/EPM

- Implementation and Training

CQI – Clinical Quality Initiatives – Support

- Practice Training / Coaching / Best Practices
- Quality Metrics / Reporting / Benchmarking
- Patient / Practice Satisfaction – Reports / Benchmarking
- NCQA Certification Support – Patient Centered Medical Home (PCMH)

Practice Management

- Billing-Collections / Revenue Cycle Management
 - Billing Clearinghouse / Claims Management
- Support and Best Practices
- Coding Education and Support/Charge Capture



iPN: integrated Physician Network MSO Services

Medical Staff Office Services (cont.)

- Group Purchasing –Office Supplies and Equipment
- Physician Recruitment
- Health Plan Benefit Design
- Telecommunications
 - ISP – Broadband, Wireless Technology
 - Network Printers / Scanners
 - Encryption Technology and Support
- Waste Management / Records Storage
- Staff Training / Education
 - HIPAA/HITECH Compliance
 - EMR Meaningful Use
 - PQRI / E-Prescribing Incentive Payments & Reporting



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“A Multi-Specialty Clinically Integrated Network”

Financial Success

- **MSO Services**
 - Group Purchasing
 - Revenue Cycle
- **EPM – Best Practices**
 - Practice Management
- **FFS / P4P Contracting**

Clinical Success

- **Quality/CQI Foundation**
- **EMR Implementation**
- **Registries**
- **Self Management**
 - Diabetes Education
- **Patient Satisfaction**
- **Collaboratives on Quality/P4P**
 - CCGC, CFMC, BTE, CBGH



ACO – Accountable Care Organization

- Risk and P4P Contracting
- Value for Employers/Payers/Patients



The Melting Pot Accountable Care Organization: A Physician's Perspective

Method to the Madness—in the quest for Value-Based Healthcare, why bother “herding cats?”

1. Most care in US provided in outpatient setting.
2. Most care delivered by small-medium private practices.
3. Primary Care “safety net” threatened by FFS model.
4. Geisinger, Kaiser, Intermountain Healthcare work *deliver value*...what about the rest of us?

Francois de Brantes: *What we need is disruptive
innovation... “transparency in cost and quality”*



Integrated Physician Network

The pain of healthy change:

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“Accountability Value Sustainability”

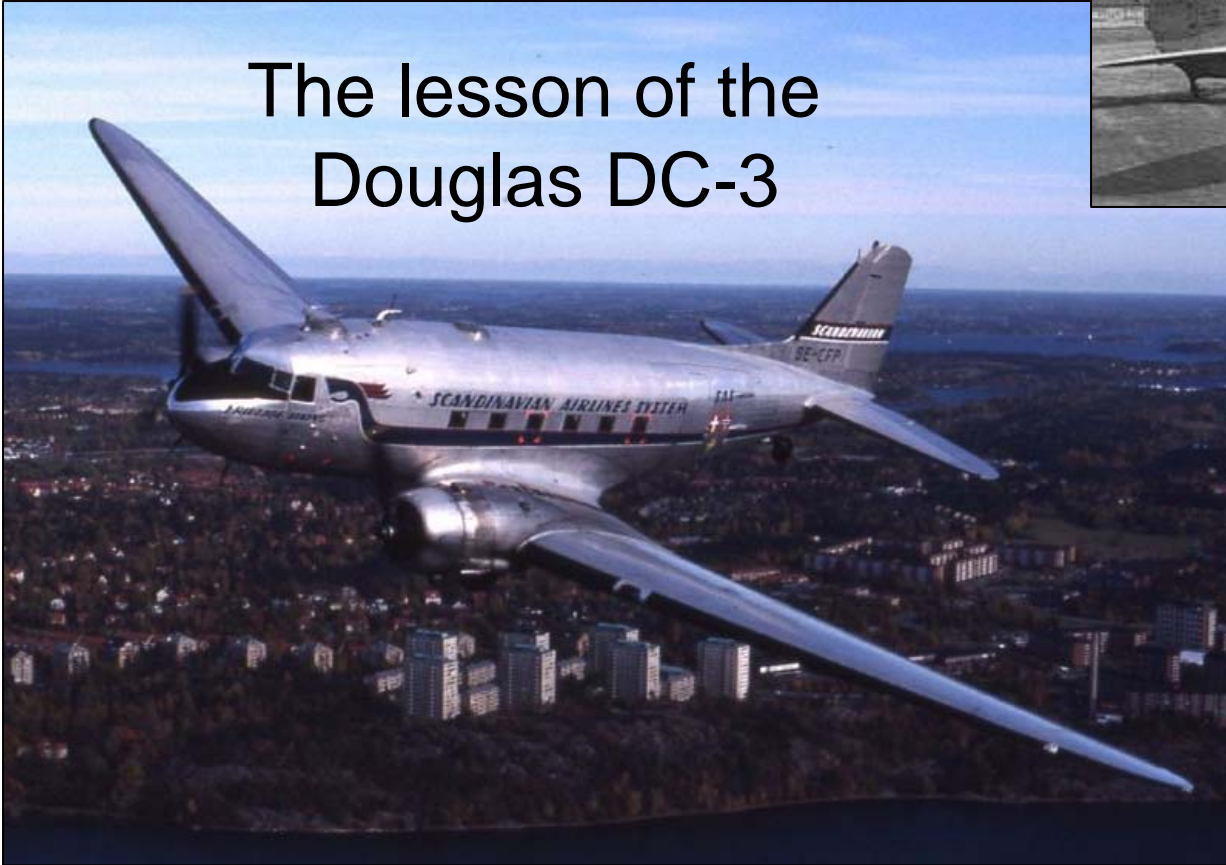
So, what has worked?
...and what do we have to show for it?

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The lesson of the Douglas DC-3

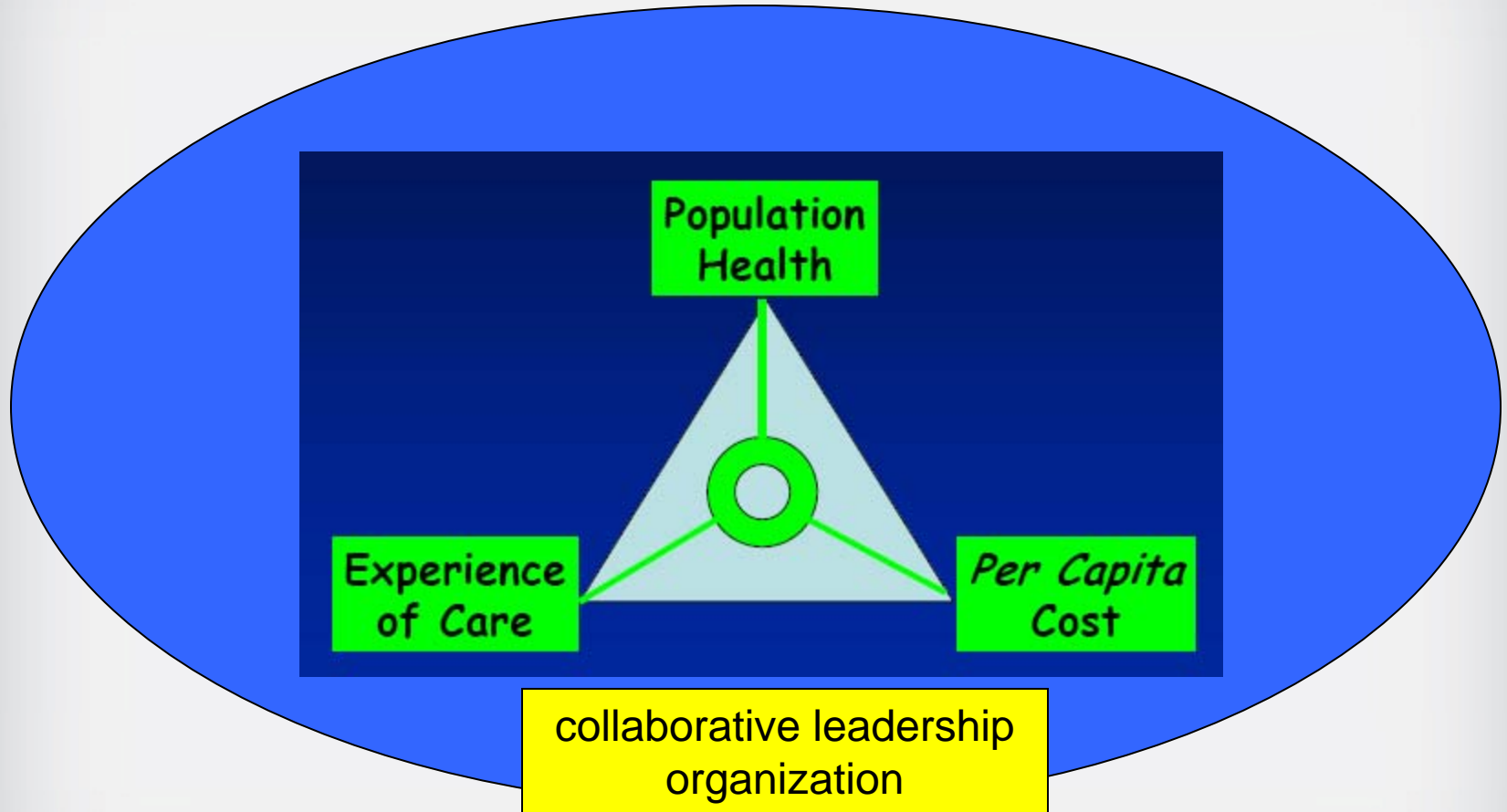


**Making the jump
from invention to
innovation:**

**The power of the
ensemble**



iPN as Triple Aim integrator



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What has worked:

NOT!



1. Change management in the trenches---create the burning platform for systems of clinical integration.

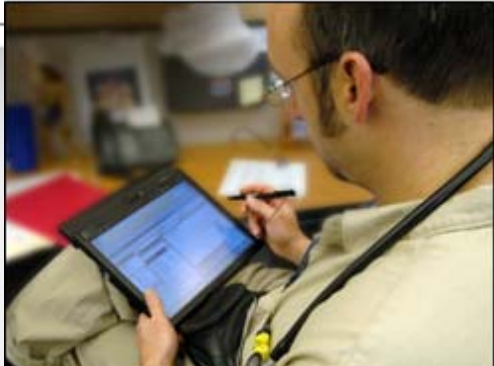
- The need to go electronic—the Community Health Record, regional HIE.
- **Keynote:** owning (and owning up to) primary source data.
- Moving the performance “dots”
- Creating regional leadership and organizational accountability



What has worked:

2. Facilitate and support change:

- Utility Model of Best Practices
- HIT Best Practices and Economies of Scale
 - Forget the RFP and get on with IT
 - Implementation, Training, Support
 - Sustain the change
 - Enhance workflow and the clinical GUI
- Culture of Quality Improvement...doesn't just happen!
 - Use your data: validate, share, publicize
 - Educate and support...make Coaches happen



vs. the “a la Carte Fallacy”



What has worked:

3. “Skate to where the puck is going to be.”

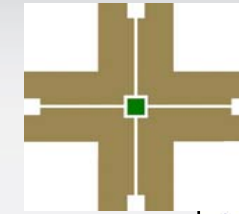
- Lead your organization towards systems that can demonstrate Triple Aim metrics
- Take the risk: differentiate on your performance
- The FTC gift: make *clinical integration* happen.
- Prepare for payment methodology reform: PMPMs, P4P contracts, PCMH, PQRI...



What has worked:

4. Create coalitions...then collaborate

- Safe Harbor subsidization: Centura Health and Avista Adventist Hospital
- Clinica Family Health Services
- Colorado Clinical Guidelines Collaborative
- Payers: UHC, Aetna, Cigna, Anthem...
- CACHIE
- Colorado Foundation for Medical Care
- Colorado RHIO/Boulder County HIE
- American Heart Association
- Colorado Business Group on Health
- Bridges to Excellence/Prometheus



Avista
Adventist Hospital



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What do we have to show for it...

1. If the king is DATA, then the king's boss...

- Outcomes, outcomes, outcomes
- Provider, Practice and System performance data
- Diabetes, IVD, Prevention, Screening...Back Pain, ADHD, Asthma, Pregnancy care, Depression
- Patient Experience: our survey results
- Transitions of Care...Medication Reconciliation

the QUEEN, is the
use of data!



Tobacco Cessation Counseling

TOOLS

Adult Visit

Patient:

Hicks Testbfp

Age:

28 Year

Sex:

F

Currently Pregnant
Breastfeeding

Adult Visit Well Woman Preventive Care GYN Visit Quick Visits

Reason for visit

- sinusitis f/u
- Tobacco Abuse f/u
- f/u
- f/u
- f/u
- f/u

HPI: This chief complaint

Tobacco Abuse

Specialty HPIs

HPI A-H

HPI I-Z

Planned Care

Still smokin' dem Marlboros!

Chronic Problem List

Add

- Chronic Problem
- Tobacco abuse
- Hypertension, benign
- Diabetes II,w/unspec. Complica
- Eye Diseases
- Depressive disorder, major

MA driven!

Review of Systems

checkbox for normal, active text for abn findings/details.

Health Maintenance

Quick View

- Constitutional
- Cardiovascular
- Genitourinary
- Neuro | Psychiatric
- Hematologic
- HEENT
- Vascular
- Reproductive
- Dermatologic
- Immunologic
- Respiratory
- Gastrointestinal
- Metabolic | Endocrine
- Musculoskeletal

Vital Signs

Last PAP 09/13/2009

LMP 02/19/2009

Date	Time	Temp	Bp Sys	Bp Dias	Pulse	Pattern	Resp	Ht	Lb	BMI Calc	Sp O2	P Flow
09/24/2009	2:35 PM											
09/13/2009	7:38 AM	98.70	123	67	57		21	68.0	145.0	22.04	99	356

Physical Exam

- Constitutional
- Neck | Thyroid
- Vascular
- Back | Spine
- Head | Face
- Lymphatic
- Abdomen
- Musculoskeletal

Heart Stroke: Depression Screening

iPN

PHQ-2/PHQ-9

Patient Depression Assessment

Name: Hicks Testbfp

Address: 39034 Hiccup Way

City/State/ZIP: Broomfield CO 80020

Over the past two weeks, how often have you been bothered by any of the following problems?

Question	Not at all	Several days	More than half the days	Nearly every day
1. Little interest or pleasure in doing things?	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
2. Feeling down, sad or hopeless?	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>

SUBMIT PHQ-2 Score: 3

3. Trouble falling or staying asleep, or sleeping too much?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
4. Feeling tired or having little energy?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
5. Eating too much or too little?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
6. Feeling bad about yourself - or that you are a failure or let yourself or your family down?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7. Trouble focusing on things, such as reading the newspaper or watching television?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
8. Moving or speaking so slowly that other people could have noticed? Or the opposite - being so restless that you have been moving around a lot more than usual?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
9. Thoughts that you would be better off dead or of hurting yourself in some way?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

SUBMIT PHQ-9 Score:

Darn Good Family Practice
Diabetic Registry

Dr. House, MD

Visit	BP	BP Dias	Tobacco	Eye Exam	SM Goal	Foot Exam	LDL Date	LDL	A1c Date	Value
07/27/1927	09/26/2008	134	78	Active	07/09/2007		10/02/2008	08/15/2008	63	
								08/15/2008		7.00
								08/01/2008		7.00
								04/09/2008		6.80
		116	72	Active			08/13/2008		156	
								09/13/2008		9.90
								07/22/2008		9.90
								07/11/2008		11.80

The new practice Vital Sign: DATA

Medium Risk

Last Name	DOB	Visit	BP	BP Dias	Tobacco	Eye Exam	SM Goal	Foot Exam	LDL Date	LDL	A1c Date	Value
Ag	04/08/1931	05/13/2008	142	84	Active				06/20/2007	118		
									06/20/2007		06/20/2007	6.80
									03/14/2007		03/14/2007	6.80
									01/03/2007		01/03/2007	6.50
He	09/26	11/28/2007	132	58	Active	11/28/2007			11/28/2007	100		
									11/28/2007		11/28/2007	5.90
									11/14/2007		11/14/2007	5.90
									05/18/2007		05/18/2007	6.20
P	10/31/1926	05/14/2008	110	70	Active				08/08/2007	75		
									01/10/2008		01/10/2008	6.80
									01/09/2008		01/09/2008	6.80
									08/30/2007		08/30/2007	7.20
R	09/19/1962	03/11/2008	116	68	Active			03/11/2008	02/21/2008	114		
									02/21/2008		02/21/2008	6.10
									02/12/2008		02/12/2008	6.10
									05/08/2007		05/08/2007	7.40

10/21/2008

High Risk: Last A1c >= 7

Medium Risk: Last A1c > 5 Months

Low Risk: Last A1c <7 and < 5 Months

Self Management

Self Management Goal (Last 365 Days)

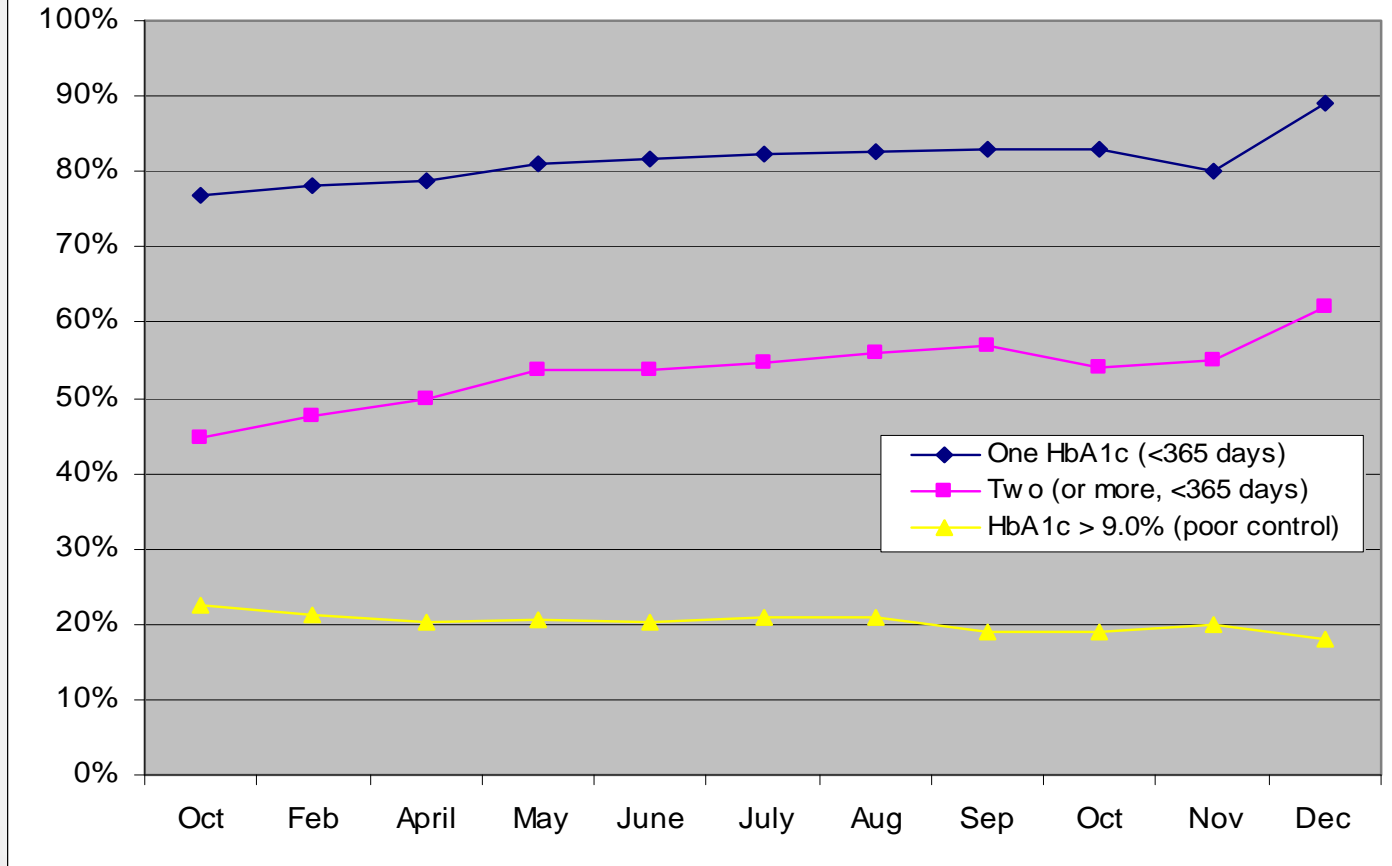
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Percent 0.00

Percent 1.36

Diabetes care

A1C Outcomes in iPN 10-08 to 12-09

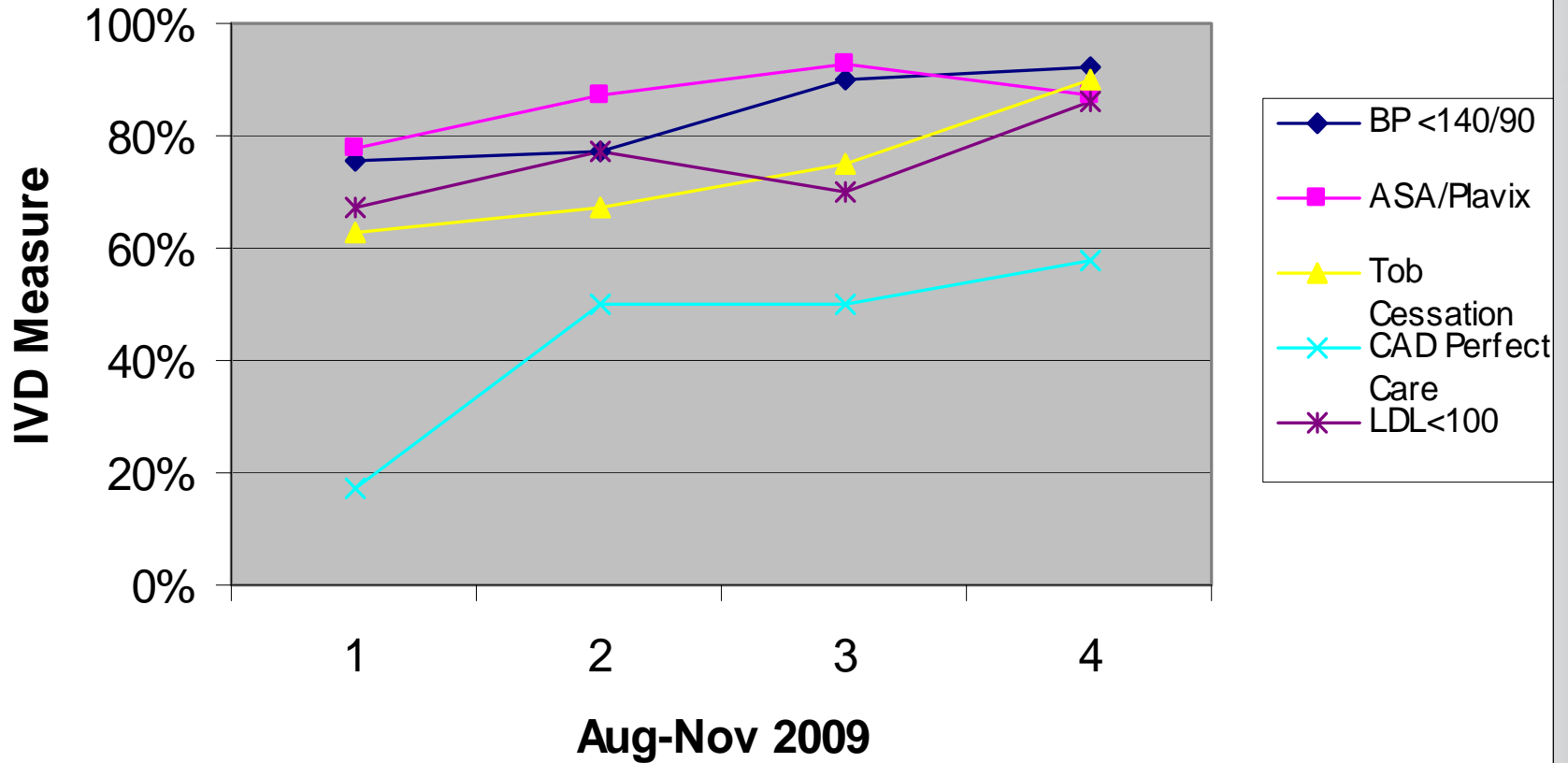


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BFP Ischemic Vascular Disease Results



iPN Patient Experience Survey



Amy Oldenburg, MD
Coal Creek Family Medicine

Dear Patient: According to our records, you recently visited the provider listed above. Please tell us your opinion about the service you received from this provider. Your responses will be kept strictly confidential. Thanks for your help.

PLEASE RATE THE FOLLOWING:

A. YOUR APPOINTMENT:

	Excellent	Very Good	Good	Fair	Poor	Does Not Apply
1. Ease of making appointments by phone	5	4	3	2	1	N/A
2. Appointment available within a reasonable amount of time	5	4	3	2	1	N/A
3. Getting care for illness/injury as soon as you wanted it	5	4	3	2	1	N/A
4. Getting after-hours care when you needed it	5	4	3	2	1	N/A
5. The efficiency of the check-in process	5	4	3	2	1	N/A
6. Waiting time in the reception area	5	4	3	2	1	N/A
7. Waiting time in the exam room	5	4	3	2	1	N/A
8. Keeping you informed if your appointment time was delayed	5	4	3	2	1	N/A
9. Ease of getting a referral when you needed one	5	4	3	2	1	N/A

B. OUR STAFF:

1. The courtesy of the person who took your call	5	4	3	2	1	N/A
2. The friendliness and courtesy of the receptionist	5	4	3	2	1	N/A
3. The caring concern of our nurses/medical assistants	5	4	3	2	1	N/A
4. The helpfulness of the people who assisted you with billing, or insurance	5	4	3	2	1	N/A
5. The professionalism of our lab or x-ray staff	5	4	3	2	1	N/A

C. OUR COMMUNICATION WITH YOU:

1. Your phone calls answered promptly	5	4	3	2	1	N/A
2. Getting advice or help when needed during office hours	5	4	3	2	1	N/A
3. Explanation of your procedure (if applicable)	5	4	3	2	1	N/A
4. Your test results reported in a reasonable amount of time	5	4	3	2	1	N/A
5. Effectiveness of our health information materials	5	4	3	2	1	N/A
6. Our ability to return your calls in a timely manner	5	4	3	2	1	N/A
7. Your ability to contact us after hours	5	4	3	2	1	N/A
8. Your ability to obtain prescription refills by phone	5	4	3	2	1	N/A

Form: Provider: 01-001 Site: 01 Specialty: 8 01

PLEASE COMPLETE THE OTHER SIDE →

D. YOUR VISIT WITH THE PROVIDER:
(Doctor, Physician Assistant, Nurse Practitioner)

	Excellent	Very Good	Good	Fair	Poor	Does Not Apply
1. Willingness to listen carefully to you	5	4	3	2	1	N/A
2. Taking time to answer your questions	5	4	3	2	1	N/A
3. Amount of time spent with you	5	4	3	2	1	N/A
4. Explaining things in a way you could understand	5	4	3	2	1	N/A
5. Instructions regarding medication/follow-up care	5	4	3	2	1	N/A
6. The thoroughness of the examination	5	4	3	2	1	N/A
7. Advice given to you on ways to stay healthy	5	4	3	2	1	N/A

E. OUR FACILITY:

1. Hours of operation convenient for you	5	4	3	2	1	N/A
2. Overall comfort	5	4	3	2	1	N/A
3. Adequate parking	5	4	3	2	1	N/A
4. Signage and directions easy to follow	5	4	3	2	1	N/A

F. YOUR OVERALL SATISFACTION WITH:

1. Our practice	5	4	3	2	1	N/A
2. The quality of your medical care	5	4	3	2	1	N/A
3. Overall rating of care from your provider or nurse	5	4	3	2	1	N/A
4. Would you recommend the provider to others?	Definitely Yes	Probably Yes	Don't Know	Probably Not	Definitely Not	
	5	4	3	2	1	

IF NO, PLEASE TELL US WHY: _____

IF THERE IS ANY WAY WE CAN IMPROVE OUR SERVICES TO YOU, PLEASE TELL US ABOUT IT: _____

SOME INFORMATION ABOUT YOU:

GENDER		YOUR AGE		ARE YOU:	
Male	1	Under 18	1	A new patient	1
Female	2	18-30	2	A returning patient	2
		31-40	3		
		41-50	4		
		51-64	5		
		65+	6		

Thanks very much for your help!



Medication Reconciliation

Patient Safety Tool

integrated Physician Network

File Edit View Tools Utilities Insert Format Window Help

Broomfield Family Practice Ehrenberger, David R MD Patient

10 B I U ABC x² x₂ = = = T

2 3 4 5 6

AVISTA ADVENTIST HOSPITAL
LOUISVILLE, CO, 80027

PT: SMITH, GOODCARE ADM: 10/02/09
DOB: 03/16/1951, 58, F LOC: AV1WA (DIS IN)
UNIT #: AM09236245 ACCOUNT #: AA00019731
REPORT #: 0206-0354 PCP: Ehrenberger, David R

PATIENT MEDICATION RECONCILIATION LIST

Brand Name: Lotrel 5/10 Mg Capsule
Dose To Take: 1 CAP
Generic Name: Amlodipine Besylate/Benaz
Strength: 1 CAP
Route: ORAL
Frequency: DAILY

Brand Name: Prozac
Dose To Take: 10 MG
Generic Name: Fluoxetine Hcl
Strength: 10 MG
Route: ORAL
Frequency: DAILY

Brand Name: Coumadin Tab
Dose To Take: 6 MG
Generic Name: Warfarin Tab
Strength: 2 MG
Route: ORAL
Frequency: DAILY

What do we have to show for it...

IPN MEANINGFUL USE MATRIX JAN 2010

2011 Phase 1 Objectives	Measure	STATUS	IPN Best Practice	Responsible Party
Use CPOE	CPOE is used for at least 80 percent of all orders		Doctor orders diagnostic tests, lab Tests, ect in NextGen	Doctor
Implement drug-drug, drug-allergy, drug-formulary checks	The EP has enabled this functionality		Native NextGen functionality	Doctor
Maintain an up-to-date problem list of current and active diagnoses based on ICD-9-CM or SNOMED CT®	At least 80 percent of all unique patients seen by the EP have at least one entry or an indication of none recorded as structured data.		Native NextGen functionality	Doctor
Generate and transmit permissible prescriptions electronically (eRx).	At least 75 percent of all permissible prescriptions written by the EP are transmitted electronically using certified EHR technology. At least 80 percent of all unique patients seen by the EP have at least one entry (or an indication of "none" if the patient is not currently prescribed any medication) recorded as structured data.		Doctor has to use Medication Module	Doctor/Clinical Staff
Maintain active medication list.			Doctor has to use Medication Module	Doctor
Maintain active medication allergy list.	At least 80 percent of all unique patients seen by the EP have at least one entry (or an indication of "none" if the patient has no medication allergies) recorded as structured data.		Native NextGen functionality	Doctor/Clinical Staff
Record demographics.	At least 80 percent of all unique patients seen by the EP or admitted to the eligible hospital have demographics recorded as structured data.		Native NextGen functionality	Front Office
Record and chart changes in vital signs.	For at least 80 percent of all unique patients age 2 and over seen by the EP, record blood pressure and BMI; additionally, plot growth chart for children age 2 to 20.		Native NextGen functionality	Doctor/Clinical Staff
Record smoking status for patients 13 years old or older	At least 80 percent of all unique patients 13 years old or older seen by the EP "smoking status" recorded		Native NextGen functionality	Clinical Staff
Incorporate clinical lab-test results into EHR as structured data.	At least 50 percent of all clinical lab tests results ordered by the EP or by an authorized provider of the eligible hospital during the EHR reporting period whose results are in either in a positive/negative or numerical format are incorporated in certified EHR technology as structured data.		Doctor has to use Lab Module	Doctor
Generate lists of patients by specific conditions to use for quality improvement, reduction of disparities, research, and outreach.	Generate at least one report listing patients of the EP with a specific condition. For 2011, an EP would provide the aggregate numerator and denominator through attestation as discussed in section II.A.3 of this proposed rule. For 2012, an EP would electronically submit the measures are discussed in section II.A.3. of this proposed rule.		Native NextGen functionality	IPN / Doctor
Report ambulatory quality measures to CMS or the States.			Diabetic Fresh Start Program	IPN
Send reminders to patients per patient preference for preventive/ follow-up care	Reminders sent to at least 50 percent of all unique patients seen by the EP that are 30 and over		Tickler's system in EMR or Recall Plan in EPIM	Doctor/Clinical Staff

What do we have to show for it...

3. Return on Investment

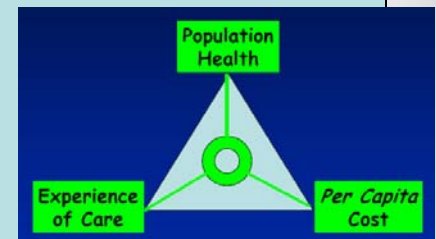
- Contract Performance
- Clinical Integration: better care and contract improvement
- Charge capture
- Appropriate coding
 - Single signature contracting (charges/visit increased 6.3%)
- UHC Stars Program
- NCQA Recognition—Diabetes, IVD, PCMH
- Payment Methodology Reform...being part of the Solution—P4P, PCMH, BVSD,...BTE/Prometheus



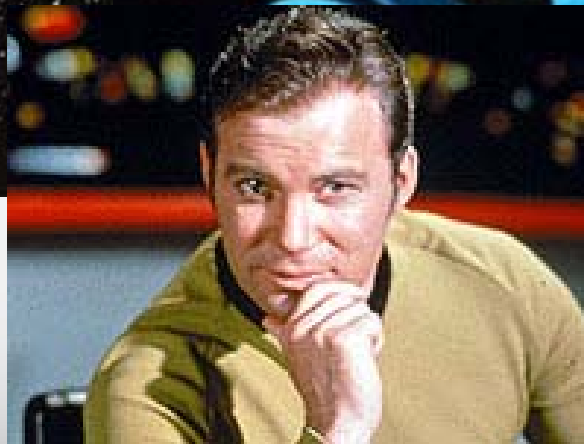
Dave's Top Ten

Becoming your community's Triple Aim Integrator

1. Get Organized: practice, IPA, community, hospital
2. Go Digital: invest in the best you can
3. Understand the #1 Rule of EHR Adoption, then just DO IT!
4. Create and ensure local support
5. Look at your Data—make it a habit
6. Share your Data...providers, staff—every month – Practice Quality Boards
7. Teamwork: define common quality goals
8. Learn how to use Data to effect change
9. Make your EHR a Quality Tool
10. Go together, go public...NCQA, BTE, patients, payers



“Dammit Jim,
I’m a DOCTOR!”



Finis...

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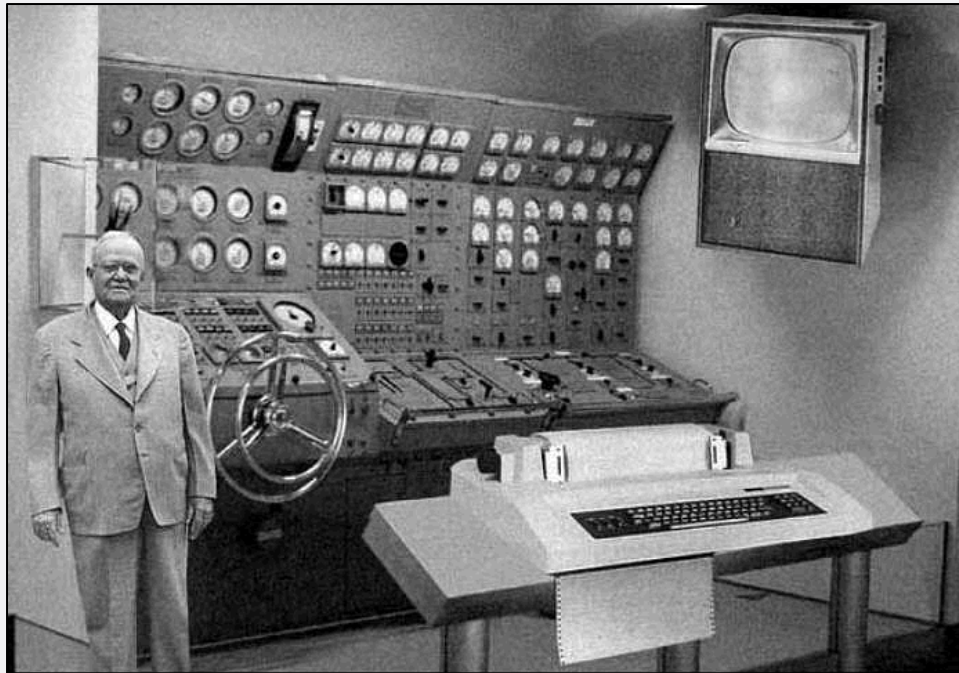


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