# Journey to Value-Based Care — EHP before EHN, Best Practices

**Niki Buchanan**Philips Wellcentive



#### The business case for transformation

#### Value-Based Care challenges:



Fee-for-service revenue optimization



Proactive management of rising risk populations



Longitudinal care coordination



Discharge and readmission management



Network and outreach management



Post-acquisition integration



#### The *right process* drives outcomes



# Identify the right patients to focus



Aggregate, analyze and stratify patient population data to help mitigate risk and maximize



# Leverage continuous

#### insights

Use ongoing, continuous data feedback to maintain and improve care management for your populations



# Find better ways to deliver better

#### care

Enact preventive measures to help reduce readmissions, empower patient engagement and sproye outcomes tive



#### Stay competiand growing

Provide continuity of care to increase retention and retain market share



# Deliver the right care in the right place

Support transitions to home-based care and create lower



# Provide a continuum of

#### care

Leverage longitudinal data and comprehensive services to help PHILIPS seam!

# Evergreen Health Partners and Evergreen Health Payer & EMR landscape in 2015:



Healthy Employees. Healthy Companies. TM

















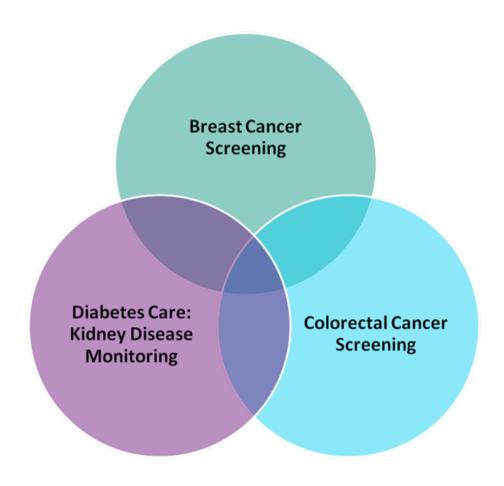
#### Evergreen Health Partners and Evergreen Health Goals in 2015:

- Understood the quality requirements per contract tied to shared savings bonus.
- Understood d the 2015 quality results and plans for 2016.
- Understood how Wellcentive supports our quality, care management and future cost goals.
- Understood future quality work and focus.





### 3 Initiatives for Quality Improvement







#### Building the infrastructure for Value-Based Care

- 1. Built relationships with practices
- 2. Inform members on Clinical Integration and EHP's strategy for population health
- 3. Focus on closing care gaps for quality initiatives with large denominators
  - a. Preventive screenings
  - b. Well care visits
  - c. Diabetes maintenance
- 4. Develop and grow shared culture of EHP





#### Value-Based Care Achievements

- Engaged primary care practice managers in EHP
- Established awareness of population health management and valuebased care
- Implemented standard processes for care gap outreach related to preventive services, despite quality of payer data
- Improved performance on high priority initiatives
- Achieved contracted quality targets for major Commercial agreements





# Strategy for accelerating and expanding Value-Based Care Initiatives









Healthy Patients

Healthy Communities

Focus on Market

Activate the Patient





Improving Patient Care and Provider Experience through Population Health Management

David LaMarche - Executive Director Sara Rutherford, MPH - Quality Program Manager







#### **AGENDA**



- Introduction to Eastside Health Alliance and Eastside Health Network
- Risk-based population health landscape our strategic approach
- Clinical examples of population health strategies
- Value to patients and providers

# EASTSIDE HEALTH ALLIANCE (EHA)





- Public hospital district established in 1972; today, serves nearly 850,000 residents in northern King and southern Snohomish counties
- EvergreenHealth Kirkland includes a 318-bed medical center, 15-bed inpatient hospice facility, four medical specialty buildings and a Level III emergency department
- 12 primary care clinics, three urgent care clinics, free standing emergency department in Redmond and the largest Home Health and Hospice agency in the Puget Sound area
- In March 2015, Valley General Hospital became EvergreenHealth Monroe, a 72-bed hospital with inpatient and emergency

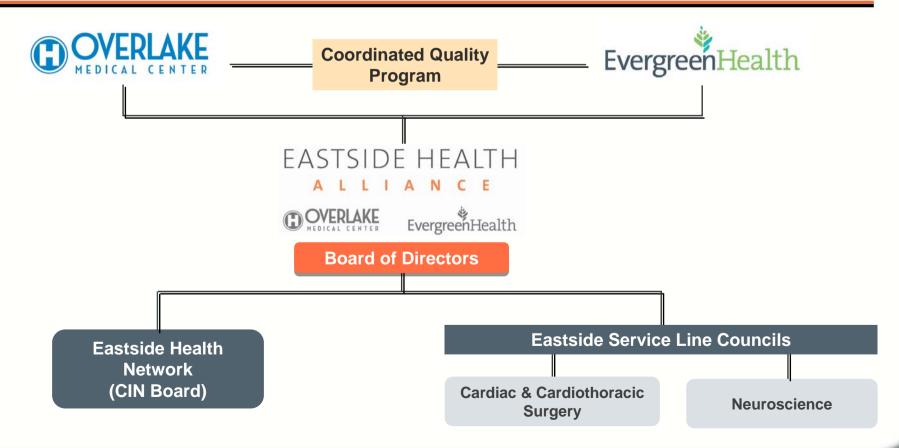


- Non-profit, non-tax supported medical center established in 1960; With a main hospital campus in the Eastside core of Bellevue, Overlake today serves roughly 850,000 King County residents
- Overlake Medical Center, licensed for 349beds and the first Level III trauma service on the Eastside offers primary and specialty care ranging from cardiac and cancer care to general and specialty surgery
- 10 primary care clinics, 4 urgent care clinics and 14 specialty clinics including Senior Health Clinic and Specialty School for grades K-12
- Offers one of the largest psychiatric health

programs in greater Puget Sound

# EHA GOVERNANCE STRUCTURE

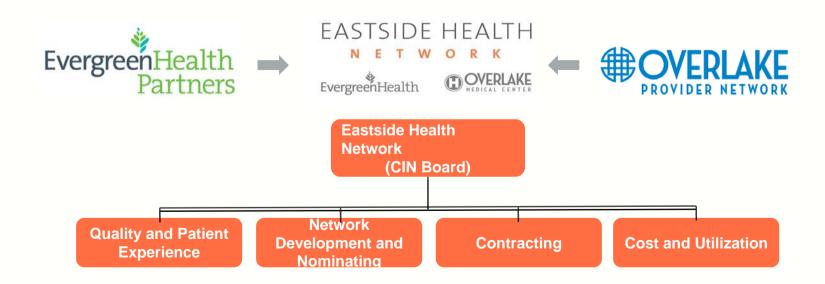




# EASTSIDE HEALTH NETWORK (EHN)



Joint Venture Clinically Integrated Network (CIN) formed in 2017 to improve the health and well-being of the Eastside community.



# **EHN FOOTPRINT**



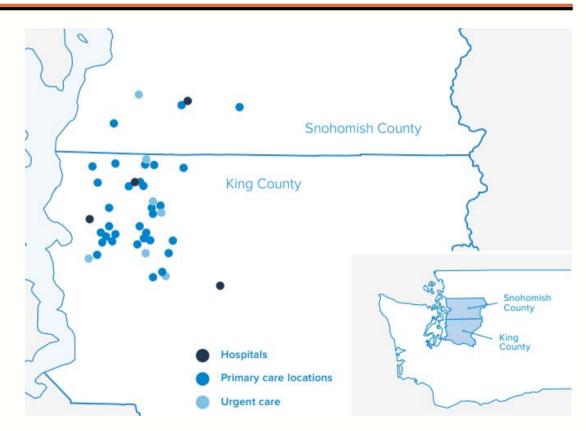
**89** Practices

1,233 Physicians

**Primary Care Service Area:** King and Snohomish counties

**32** Primary Care Locations

- 245 Providers
- 7 Urgent Care Clinics
- 4 Hospital Facilities
  - EvergreenHealth
  - EvergreenHealth Monroe
  - Overlake Medical Center
  - Snoqualmie Valley Hospital



#### EHN VALUES



Delivering high quality care and an exceptional patient experience at a lower overall cost

Supporting independent providers and practices

Enhancing the depth and breadth of services offered on the Eastside, beginning in targeted service lines

Improving access and coordination of care

# POPULATION HEALTH LANDSCAPE



Contract Type	Incentive-Based	Shared Savings	Upside/Downside Risk	Full Capitation
Contract Distribution	5%	65%	10%	20%
EHN Contract	Medicare Adv: Aetna HMO, PPO, Providence	Cigna CAC, Aetna ACOA, Regence AHN	Boeing - Accountable Care Program	EvergreenHealth & Overlake ERISA Employee Plans
Care Management (Provider, RN Care Manager, Pharmacist, Medical Assistant, Population Health Assistant)	Focus on closing gaps in care	In addition:  •Focus on hospital readmissions  •Manage transitions of care  •Drive appropriate ED/hospital utilization  •High and rising risk management  •Prescription optimization	In addition:  Non-traditional care pathways  Phone/email/telemedicine visits  Surgical fitness/appropriateness  Chronic care management, patient-centered goals, shared care plan  End-of-life care planning	In addition:  •Site of service review  •Non-reimbursed care  •Member incentives to increase engagement  •Promotion of care communities  •Increased access and support for utilization of behavioral health  •Optimize in-network resources for patients
Patient Profile (established or Wellcentive report type)	Care gaps by contract	In addition:  •High utilizers report (ED, hospital)  •High risk/cost patients	In addition:  •Uncontrolled diabetics report  •Palliative care candidates (CHF, COPD, cancer)	In addition:  •Holistic patient profile of utilization compared to national benchmarks •In-network utilization

#### Financial risk and allocation of network resources

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Contract Type Incentive-Based

**Shared Savings** 

**Upside/Downside Risk** 

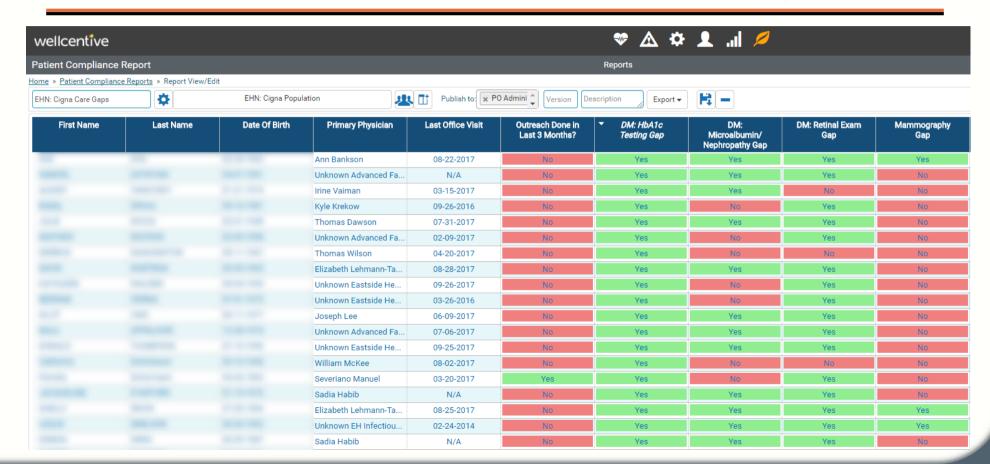
Full Capitation

#### Patient profile:

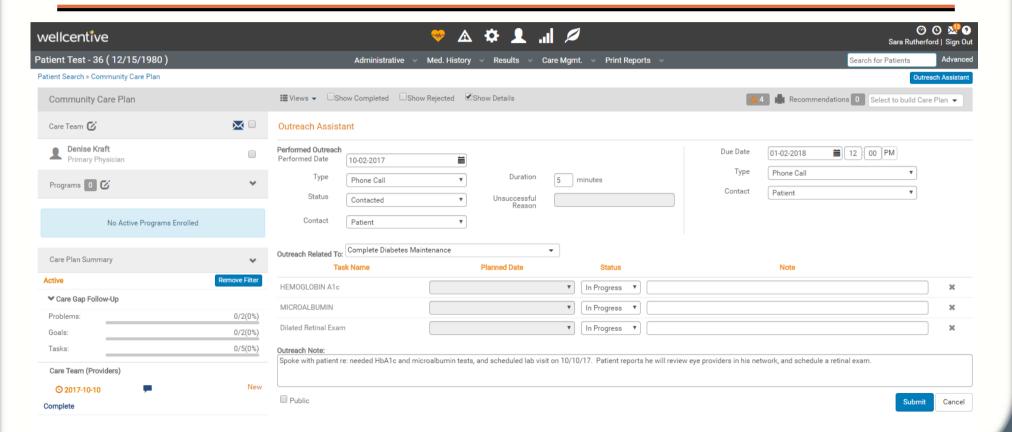
#### Out of care with chronic disease maintenance

- Diagnosis of diabetes
- No HbA1c done in last 12 months
- No nephropathy screening done in last 12 months
- No dilated retinal exam completed









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Contract Type

Incentive-Based

**Shared Savings** 

**Upside/Downside Risk** 

**Full Capitation** 

#### Patient profile:

#### High utilizer

- 3+ Avoidable emergency department visits within the past 6 months,
- 2+ Unplanned inpatient admissions within the last 45 days,
- Or combination of the two











#### **Profile:**

- 30-year-old male, homeless, history of substance abuse
- 5 ED visits with 1 inpatient admission within 6 months

#### **Actions:**

- 1. Care manager identifies patient on high utilizer report and outreaches to primary care practice with information regarding patient's situation
- 2. PCP not aware of patient's facility use (outside of EHN) develops care plan developed with care manager and social worker
- 3. PCP encourages patient to connect with social worker for resource support

#### **3-Month Outcome:**

No ED utilization since intervention

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Contract Type

Incentive-Based

**Shared Savings** 

**Upside/Downside Risk** 

Full Capitation

#### Patient profile:

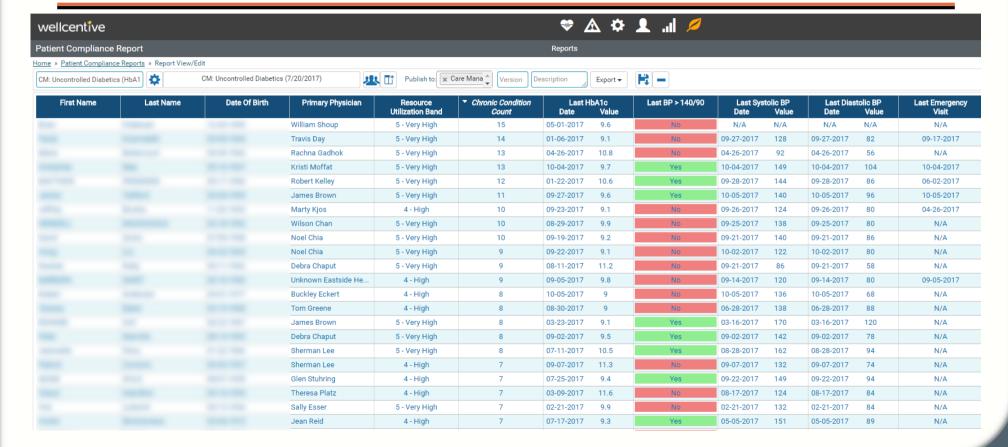
#### **Uncontrolled diabetic**

- Diagnosed with type I or II diabetes
- Last HbA1c result > 9%
- BP may be > 140 / > 90
- May have recent ED or hospital utilization, or out of care with PCP











#### **Profile:**

- 55-year-old female, diagnoses include diabetes, hypertension, CAD, obesity
- HbA1c = 9.6%, and BP consistently > 140/90
- Work schedule and family commitments present barriers to self-management
- Tried multiple expensive weight loss programs with poor results, leading to poor confidence and conviction in ability to change

#### **Actions:**

- 1. Care manager requests referral from PCP for ongoing support and coaching
- 2. PCP and care manager create coordinated care plan for patient
- 3. Weekly calls for education, confidence-building, and accountability

#### 3-Month Outcome:

- Increased exercise and improved diet resulted in 5% weight loss
- Improved HbA1c (6.8%) and BP control (< 140/90)</li>
- · Diabetes and hypertension medications decreased or discontinued



Contract Type

Incentive-Based

**Shared Savings** 

**Upside/Downside Risk** 

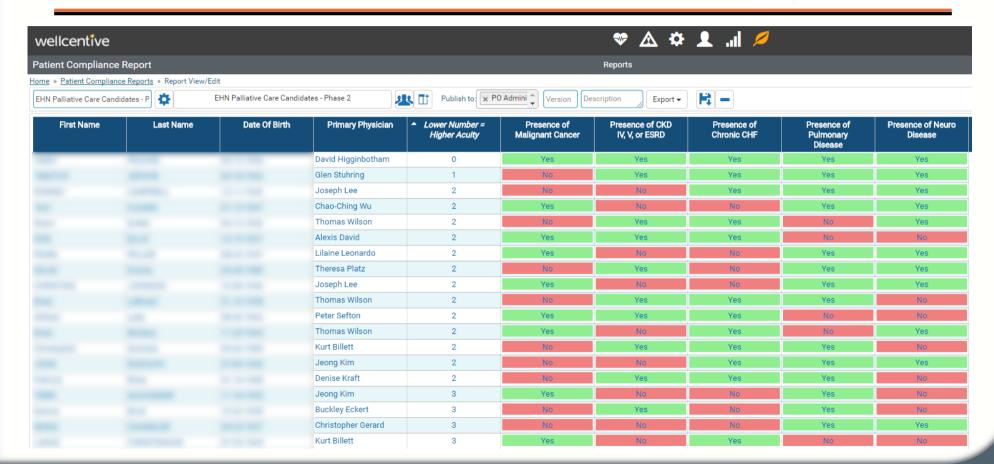
Full Capitation

#### Patient profile:

#### Candidate for palliative care, with presence of:

- Active, malignant cancer,
- Congestive heart failure,
- Chronic obstructive pulmonary disease,
- End stage renal disease, and/or
- Neurological disease







#### **Profile:**

- 67-year-old male, co-morbidities include diabetes, CAD, CHF, renal failure
- 3 hospitalizations, all discharged to home health

#### **Actions:**

- 1. Outreach to PCP suggesting support from care management in setting of numerous care providers and follow-up appointments
- 2. PCP encourages patient and family to connect with care manager
- 3. Referral to palliative care for consultation and support

#### **Outcomes:**

Reduced inpatient utilization, improved patient comfort, and end-of-life wishes met

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#### **VALUE**



#### **Patients:**

- Improved coordination between care providers as a result of data integration
- Support from extended care team provides clarity in an otherwise confusing health system
- Ensures right care in the right setting
- Engagement of family, payor and network resources

#### **Providers:**

- Clinical guidelines optimizes the role of primary care and emphasizes appropriate referrals to specialty care
- Data integration speeds identification of complex patients, and pools them into a defined clinical pathway
- Additional support by care management nurses, pharmacy, social work reinforces care plan and helps navigate complex patients towards improved outcomes

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#### THE ROAD AHEAD



- Incentive dollars only available for a limited time
- Benefit design will be key to success with risk-based products, along with:
  - Network sufficiency/referral management
  - Breadth of services
  - Data integration
- Organizational willingness to take risk, shift resources, and cultivate provider leadership
- Provider community alignment and engagement
- Payor and employer partnership and realistic expectations
- Taking the long approach

### QUESTIONS?



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