Delivering Population Health

Brian Silverstein, MD

March 20th, 2018
What Has Resulted In The Last Century Of Progress?

<table>
<thead>
<tr>
<th>Year</th>
<th>Life Expectancy</th>
<th>Death Rate (per 100,000)</th>
<th>Leading Causes of Death</th>
<th>Clinical Need</th>
</tr>
</thead>
<tbody>
<tr>
<td>1900</td>
<td>47</td>
<td>1,719</td>
<td>Pneumonia, Influenza, Tuberculosis, Diarrhea, GI disease</td>
<td>Acute</td>
</tr>
<tr>
<td>1950</td>
<td>68</td>
<td>963</td>
<td>Heart Disease, Cancer, Cerebrovascular</td>
<td>Acute Chronic</td>
</tr>
<tr>
<td>2000</td>
<td>77</td>
<td>865</td>
<td>Heart Disease*, Cancer*, Cerebrovascular</td>
<td>Chronic Acute Prevention</td>
</tr>
</tbody>
</table>

* Cancer is currently the leading cause of death for certain age groups
What Role Has Healthcare Played?

- Vaccination
- Motor-vehicle safety
- Control of infectious diseases
- Antibiotics and Antivirals
- Surgical Anesthetic and Antisepsis
- Recognition of tobacco use as a health hazard
- Healthier mothers and babies
- Fluoridation of drinking water
- Safer workplaces
- Clean Water and Improved Sanitation
- Safer and healthier foods
How Do You Deliver Population Health?

1. Identify Population and Create Registry
   - Risk Contract (Medicare Advantage, Commercial, Medicaid, Employer)
   - Fee For Service with Attribution (Medicare, Commercial)

2. Perform Meaningful Analytics
   - HRA
   - PAM
   - Claims Data
   - Clinical Data
   - Lab Results
   - Pharmacy

3. Create Functional Segments
   - Preventive Screenings
   - At Risk
   - Chronic Disease Care
   - Gaps in Care
   - High Cost

4. Stage and Target Interventions
   - Case Management
   - Care Management
   - Social Workers
   - Medication Reconciliation
   - Transitions In Care
   - Referral Management
   - Remote Monitoring

5. Measurement and Monitoring
   - Quality
   - Cost
Key Competencies To Deliver Population Health

- Accurately assess population health market opportunity
- Develop clinical leadership
- Contracting expertise including alignment of incentives across contracts
- Functional IT system including analytics and workflow
- Effective patient segmentation and interventions
- System of care designed around the patient (vs. office transformation)
- Engaging and activating patients
- Identify and foster a performance network
- Strategic selection of partners including community organizations
- Incentives aligned with transparent clinical and financial performance metrics
Amir Dan Rubin
President and Chief Executive Officer
Absolute CARE
Patient Centered Medical Care

Alan Cohn
Chief Executive Officer and President

Gregory P. Foti, MD
Executive Vice President
Innovative Medical Operations
Rushika Fernandopulle, MD, MPP
Co-Founder and Chief Executive Officer, Iora Health
Instructor in Medicine, Massachusetts General Hospital
Faculty Member, Harvard Medical School, Boston, MA