

The image shows a 3D-rendered book cover. The cover is light purple with a darker purple spine on the left. The spine has five raised bands. On the front cover, there is a dark purple rounded rectangle containing the title 'Hospital Goals' in yellow. Below the title, the years '1813 - 2013' are printed in black. At the bottom, the author's name and title are printed in black.

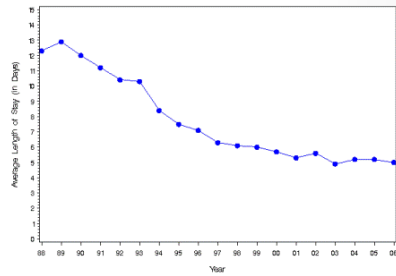
**Hospital
Goals**

1813 - 2013

*Steve Curd
President & CEO
CareInSync Corp.*

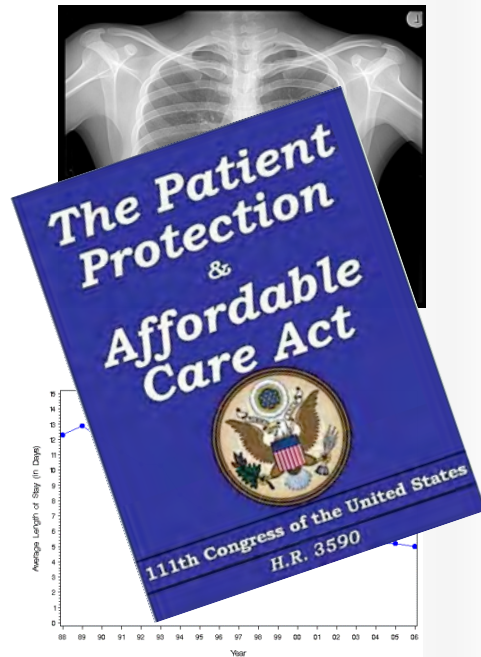


1813
Treat the patient



1813
Treat the patient

1983
Send them home fast



1813
Treat the patient

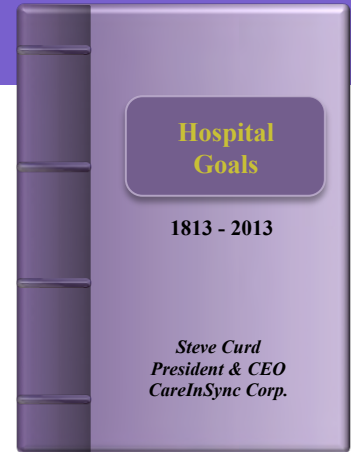
1983
Send them home fast

2010
Keep them away!

Where We Started



Primum non nocere¹

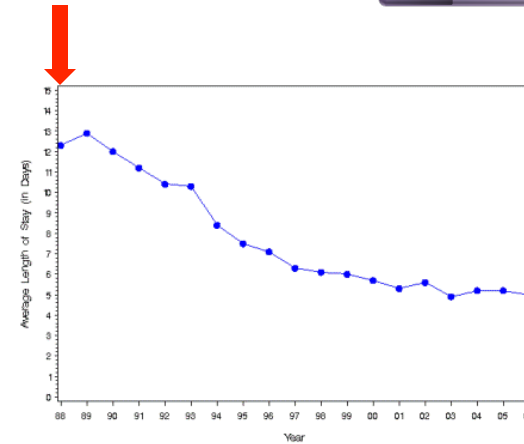
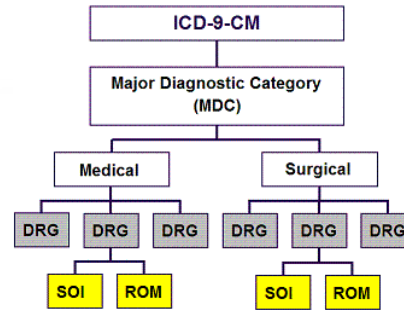
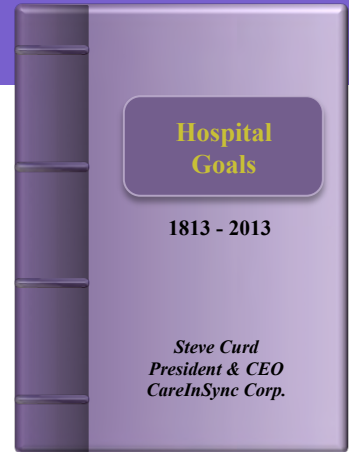


"...every item of hospital equipment and management must be considered from the standpoint of the good of the patient. **No other consideration must come before this.**" ²

¹ Hooker, Worthington, "First, do no harm," 1847.

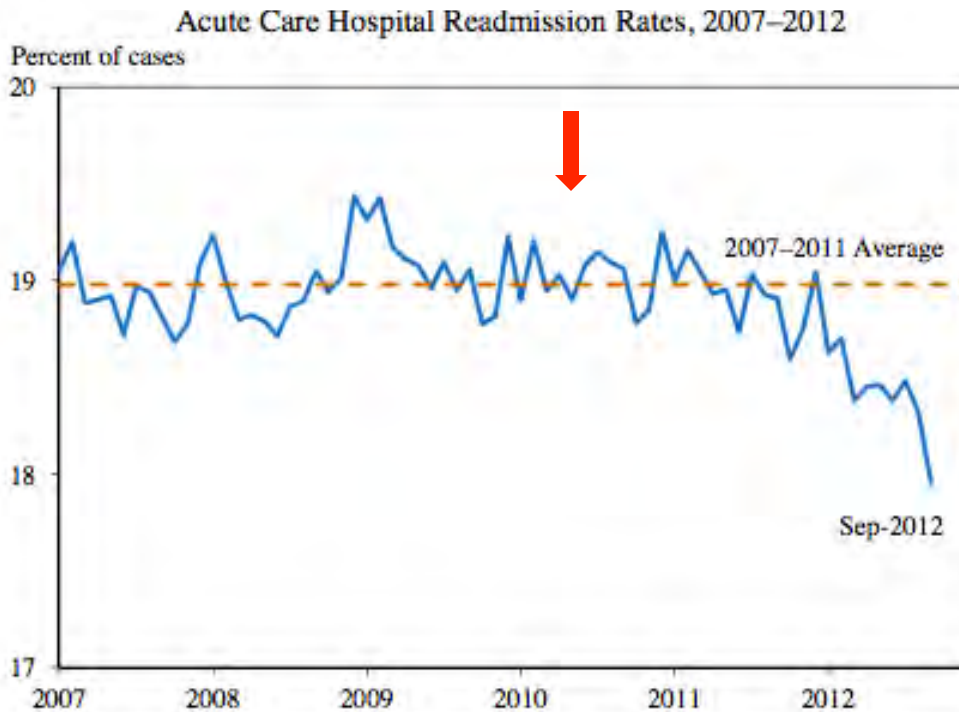
² George Owen Knapp, President, Santa Barbara Cottage Hospital, 1919.

But When the Resources Ran Out...



“Readmission rates were 6% higher at those hospitals with a mean risk-adjusted LOS 1 full day less...”

Reimbursement Drives Behavior



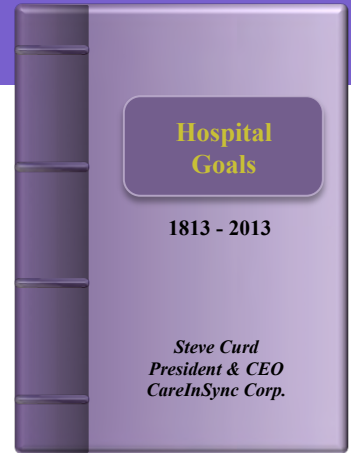
Source: Center for Medicare and Medicaid Services, Office of Enterprise Management.

“...decrease in readmissions... suggesting a strong connection between public reporting and implementation of the Hospital Readmissions Reduction Program.”

The Economic Dilemma



(ouch)

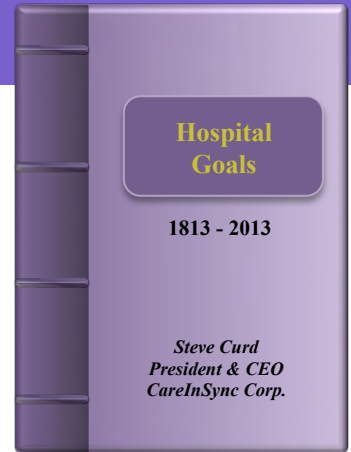


Reducing readmissions by 20% at a 300 bed hospital means:

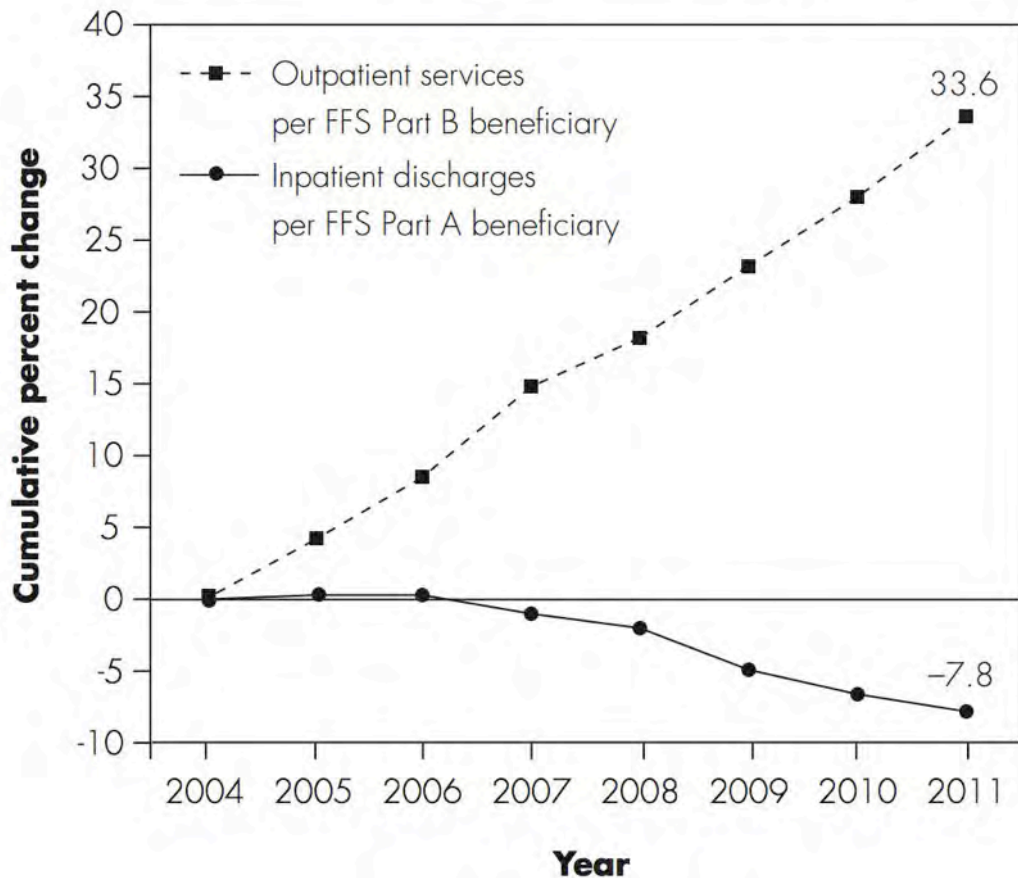
400 fewer patients

\$4,000,000 less revenue!

The Economic Dilemma



Medicare inpatient discharges per beneficiary declined as outpatient visits per beneficiary increased



The Only Way Out

Manufacturing Lean-Style Efficiency

Outcomes Driven
Process Focused

Interdisciplinary Collaboration

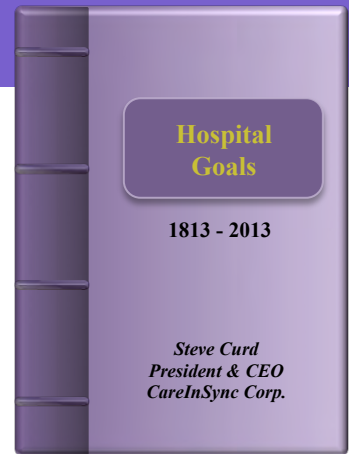
Visible, Common Goals

Use of Information

You Get What You Measure

End-To-End Alignment of Incentives

No More Us versus Them



The Road Ahead

The New Imperative

Must Balance Cost with Quality, to Survive

Risk Shifting

Bundled Payments are Here To Stay

Consumer Choice

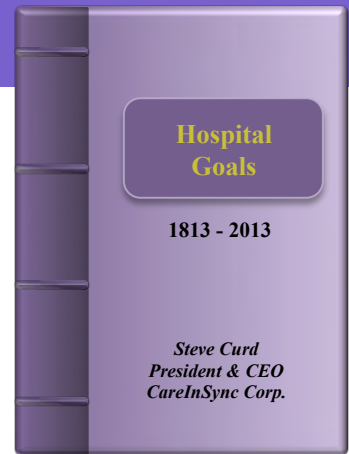
Complete Transparency, Focus on the Patient

Silos Will Fail

Must Learn True Team Behaviors

Structured Communications are Essential

Evidence and Connectivity in the Provider's Hands





Steve Curd
President and CEO

The National Readmissions Summit

*The Leading Forum on Hospital Readmissions
and Strategies for Transitions of Care*

Hospitals' Past Success and Future Concerns

Nancy Foster

Long Term Care Partnerships

David Gifford, MD, MPH

INTERACT – Version 3.0 and Beyond

Nancy Henry, PhD, GNP

MedPac Proposals for the Future

Mark Miller, PhD

All Cause, All Payer, All the Time

Amy Boutwell, MD, MPP