



**LOOPBACK**  
ANALYTICS

CLOSING THE LOOP IN HEALTHCARE

## **Partnerships to Reduce Readmissions**

**Neil Smiley, CEO**

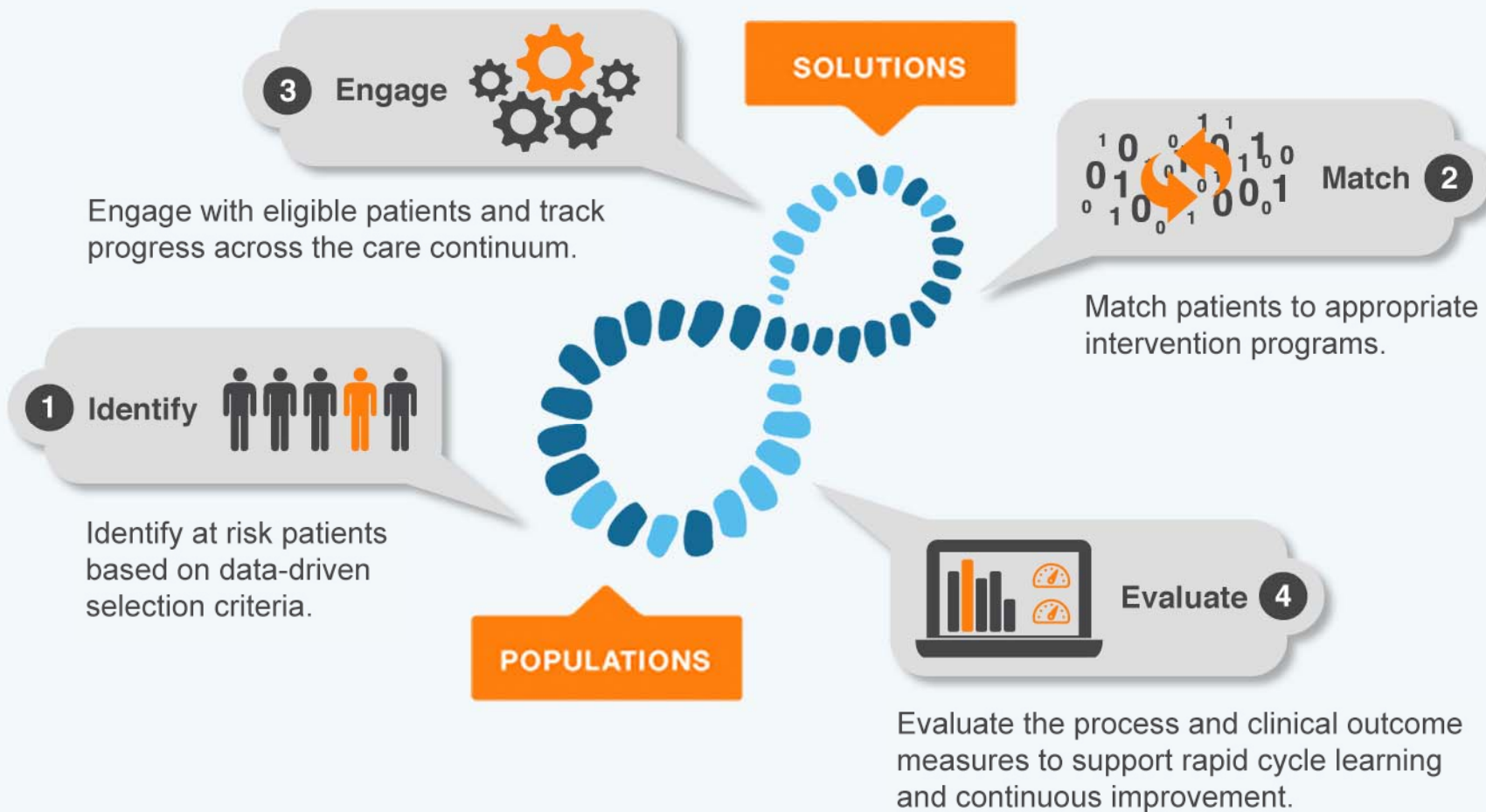
- **Stakeholders**
  - Population Managers
  - Solution Providers
- **Business Drivers**
  - Readmission Penalties
  - Shared Savings
  - Bundled Payments
  - Market Share, Survival

- **Community-based Care Transitions Programs (CCTP)**
  - New CMS funding for care transition services
  - Led by Community-based Organization
  - 102 Projects around the country
  - Coalitions include multiple competing hospitals within a territory
- **CMS Health Care Innovation Awards (HCIA)**
  - 3 year projects
  - 107 Funded in Round 1
  - Additional \$1 Billion projects to be announced in January 2014
- **First Mover Market Innovators**
  - Hospitals, ACOs, Hospitalist Groups, PAC Providers, Conveners

# Different Starting Points - Same Destination



- Identification of At Risk Patients
- Coordinated Transitions Across Care Continuum
- Scalable Adoption of Evidence-based Intervention Models (e.g. CTI, INTERACT, Bridge)
- Standard Data Exchange and Transfer Protocols
- Shared Data, Visibility, Transparency
- Real-time Process Measures
- Risk-Adjusted Outcome Data
- Process for Continuous Improvement



- **Health Coalitions are Hard Work!**
  - Coalition Governance
  - Data Use Agreements
  - Intervention Gaps and Overlaps
  - Critical Mass Relevancy for All Participants
  - Balancing Cooperation with Competitive Interests
  - Developing Consensus on Methods and Measures
  - Alignment of Incentives – Finding the Win/Win scenarios