Building Value-based Partnerships In Louisiana

March 14, 2019
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Life in Louisiana
Louisiana’s Obesity Epidemic

Percent of obese adults (Body Mass Index of 30+)

- Green: 0 - 9.9%
- Light Green: 10 - 14.9%
- Yellow: 15 - 19.9%
- Orange: 20 - 24.9%
- Red: 25 - 29.9%
- Dark Red: 30 - 34.9%
- Purple: 35%+

The map shows the distribution of obesity across the United States, with Louisiana highlighted in purple, indicating a higher rate of obesity.
Louisiana’s Cardiovascular Crisis

Heart Disease Death Rates, 2008-2010
Adults, Ages 35+, by County

Rates are spatially smoothed to enhance the stability of rates in counties with small populations.

Data Source:
National Vital Statistics System
National Center for Health Statistics

Age-Adjusted Average Annual Rates per 100,000
- 122.5 - 205.2
- 206.3 - 260.9
- 261.0 - 315.6
- 316.7 - 391.9
- 392.0 - 458.1
- Insufficient Data
Why Change Is Needed…
Louisiana’s Medical Cost Crisis

10 Highest-Spending Medicare HHRs after Adjustment

1. Miami, FL
2. McAllen, TX
3. Monroe, LA
4. Houston, TX
5. Alexandria, LA
6. Lafayette, LA
7. Shreveport, LA
8. Baton Rouge, LA
9. Fort Lauderdale, FL
10. Metairie, LA
Payer and Provider Collaboration

**Payer**
- Claims data
- Care management
- Analytic support

**Provider**
- Clinical Data
- Navigation
- Process Improvement
What Is The New Business Model?

- Incentivizes collaboration among providers, patients and employers
- Everyone has “skin in the game” and is motivated to improve health outcomes and lower costs
- The key is............ getting providers and health systems engaged and focused on efficiency, appropriateness and excellent clinical outcomes.

Care Delivery Innovation: Value-Based Payment

Innovative payment strategies gradually shift accountability for quality outcomes and cost onto provider

Current System (Guaranteed Increase)

Future System (Smaller Guaranteed Increase + Shared Savings + Quality-related Incentives)

PMPM
Initial Clinical Outcomes Measures

Optimal Diabetes Care
- Blood sugar control
- Cholesterol control
- BP control
- Non-smoker

Optimal Vascular Care
- Cholesterol control
- BP control
- Non-smoker
- Aspirin

Optimal CKD Care
- BP control
- Cholesterol control
- Use of class of medication known to protect kidneys

Healthier Patients
### ABC Health Plan Care Opportunities

#### BCBS of Georgia Care Opportunities

(Click the bar to see patient details for any Suite)

#### Suite Table

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<thead>
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<th>Suite</th>
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80% of Patients at Goal Blood Pressure

Processes to Achieve Goal

- Direct Care Staff trained in accurate BP measurement
- Hypertension Guideline used and adherence monitored
- BP addressed for every hypertension patient, every primary care visit
- All patients not at goal and with new Rx seen within 30 days
- Prevention, engagement, and self-management program in place

- Registry used to identify and track hypertension patients
- All team members trained in importance of BP goals
- All specialties intervene with patients not in control
Rates of Hypertension Control
Population Health

- Sum total of improved *individual* outcomes
  - Reduced complications of chronic disease
  - Greater percentage of people receiving up-to-date evidence-based care
  - Fewer potentially preventable ER visits and admissions
  - Proactive patient outreach and patient engagement
  - Improved patient experience
  - Data capture, measurement, and analysis → generate insights

Population Health

- Redesigned Primary Care
- More Reliable Systems and Processes
- Robust Care Coordination

New financing mechanisms

Infrastructure investment

HEALTH IT
Primary Care Segments

- Healthy
- At risk
- Complex Chronic
- Critical

Operating Systems of Care

- Physical Site
- Services Offered
- Technology
- Policies
- Processes

Making the Impossible... Possible
The Future of Healthcare

MARKET POWER

VALUE = \uparrow QUALITY \downarrow COST

Revenue Center

Cost Center

Volume

Fee-for-Service Pay-for-Performance Shared Savings Capitation Bundled Payments

Value

Hospitals

Specialists

Primary Care

Acute Care Feeders

Population Health

Hospitals

Specialists

Primary Care

Supply Sensitive Care 60%

Preference Sensitive Care 25%

Effective Care 15%

Percentage for total cost of care for Medicare Spending

Volume

- 10 yrs

Clinical Integration across Care Continuum

Brand Recognition

Fragmentation

Reputation

Silos

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Think Different to Change the World

“The short-term investments that are required can be surprisingly small, because most organizations already have many of the requisite human assets. The most substantial hurdle, it seems, is the change in mindset.”

Richard M.J. Bohmer, M.B., Ch.B., M.P.H.

Think different... change the mindset... to create the future and change the world...