Creating New Value for High Cost/Risk Patients

Patient-Centered Primary Care Collaborative
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Dave Moen, MD    President Bluestone Solutions
Trish Pitcher    Director of Marketing and Community Relations
Hope Summers    Bluestone Physician Services

Director Sales/Marketing
Seasons of Maplewood (Ecumen Community)
Learning Objectives

1. Describe differentiating characteristics of onsite care model for facility-based high risk patients
   - team-based, relationship-centered care
   - responsive and resilient care delivery/planning
   - technology-enabled efficiencies

2. Share patient/family/staff/provider team experiences

3. Discuss measurement framework and results

4. Share future direction and development
Making the Transition

Payment Methodologies

Population/Global Payment
Shared Savings
Individual/Fee For Service

Value

Market Relevance Global Adoption

Foster Innovation and Disruptive Models

Care Delivery

Encounter
Episodes
Lifetime

Volume

Today
Transition
Care on the Continuum

Patient Population

Risk/Frailty and High Cost

Patients with Chronic Disease and Acute Episodes

>50% medical spend
Care on the Continuum

Patient Population

High Utilization

Risk/Frailty and High Cost

Patients with Chronic Disease and Acute Episodes

>50% medical spend

Year 1

Patient Population

High Utilization

Risk/Frailty and High Cost

Patients with Chronic Disease and Acute Episodes

>50% medical spend

Year 1
Care on the Continuum

Patient Population

High Utilization

87%
13%

Year 1  Year 2

Risk/Frailty and High Cost

Patients with Chronic Disease and Acute Episodes

>50% medical spend
Risk/Frailty and High Cost Care on the Continuum

Patients with Chronic Disease and Acute Episodes

>50% medical spend

Year 1

Year 2

Regression to mean
- acute episodes
- well-managed chronic disease

Clinic Medical Home

High Utilization

Patient Population

87%

13%
Care on the Continuum

Patient Population

High Utilization

Risk/Frailty and High Cost

Clinic Medical Home

Bluestone population

Year 1  Year 2

87%  13%

Patients with Chronic Disease and Acute Episodes

>50% medical spend

Complex social/behavioral/medical
Chronic High Spend
Higher % on public programs
Frail/elderly/vulnerable
High incidence dementia
Underserved
Risk/Frailty and High Cost Care on the Continuum

Patient Population

High Utilization

Year 1        Year 2

87%        13%

Bluestone population

Clinic Medical Home

 Patients with Chronic Disease and Acute Episodes

>50% medical spend

Complex social/behavioral/medical
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Underserved
Patient Population

High Risk Care Coordination
Care Coordination PLUS

Risk/Frailty and High Cost
Clinic Medical Home

NP/PA Services

MD Services

RN Services
Social Support

Facility Partners
Assisted Living and Group Homes

On-site Primary Care
Bluestone Vista
The traditional health care model does not integrate with the new models of Assisted Living care.
Residential Care

• MD’s
• Nursing Care
• Home Care
• Hospice
• DME
• Care Coordination

Key services integrated on site
Key Performance *Differentiators*

- predictive model to find right patients
- onsite, team-based, relationship-centered care
- care migrates to patient’s life geography
- responsive and resilient care planning
- dementia, behavior, and med. mgt. as a focus
- technology enabled efficiencies
• Patient/family/facility staff experience
  Hope Summers - Season’s of Maplewood

• Provider team experience
  Trish Pitcher – Bluestone Physician Services
Enhancing Fee for Service Performance:
• Leveraging geographic efficiencies
• Team and tech-enabled efficiencies
• Care Plan Oversight and Medical Home billing

Total Cost of Care Performance
• Decreased ED, Hospital admit/readmit
• Aging in place: slowing progression to facility-based care and to skilled nursing
• Quality indicators:
  - advanced care plan completion
  - appropriate chronic disease management
  - optimal medication management
• Cost indicators:
  - ED/Hospital utilization
Aging in place:
  - Days out of home (AL) setting
  - % deaths in home (AL) setting
1. Enhancing efficiencies with technology
   - activity monitoring
   - efficient support service distribution
   - operational efficiencies for all players

2. Extending model to more patients through provider partnerships in new markets

3. New payment models that promote further adoption, aligned incentives, and long-term sustainability
Questions? (and thank you!)

Contact info

dave.moen@bluestonesolutions.com
651-342-1039