

Clinical Integration: A “Must” or a “Luxury”?

HFMA Lone Star Chapter

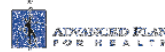
Joy McGee-Cory
Managing Director-Consulting Services
Advanced Plan for Health

May 14, 2010

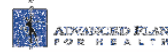


Accountable Care Organization

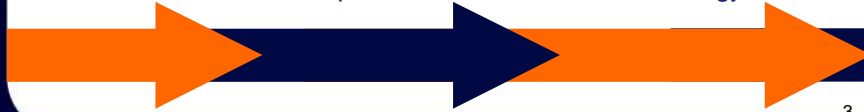
- A local network of healthcare providers
 - Primary Care Physicians
 - Specialists
 - Hospital or Hospitals
- Co-manage the full continuum of care of patients
- Goal to improve health quality outcomes & reduce healthcare costs
- Share in bonus/cost savings



Medical Home

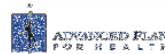


- Primary care-centered individualized health supervision
- Personal physician leads a team of individuals at the practice level who collectively take responsibility for the ongoing care of patients
- Enhanced quality and safety
 - Care planning process
 - Evidence-based medicine
 - Clinical decision-support tools
 - Performance measurement
 - Active participation of patients in decision-making
 - Centralized, comprehensive information technology.

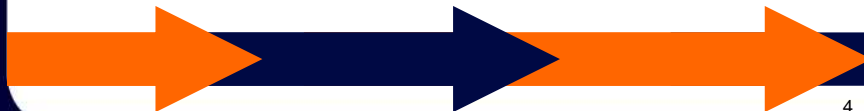


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Clinical Integration



- Group of physicians collaborating with a hospital or health system
- Develop active and ongoing clinical initiatives
- Designed to control costs & improve the quality of health care services
- Measure results used to evaluate & remediate provider performance
- Stringent Federal Trade Commission (FTC) Requirements
- Patient Education & Disease Management Programs
- Able to negotiate fees with managed care payors



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ACCOUNTABLE CARE ORGANIZATION



MEDICAL HOME

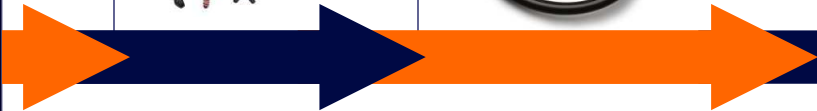


CLINICAL INTEGRATION

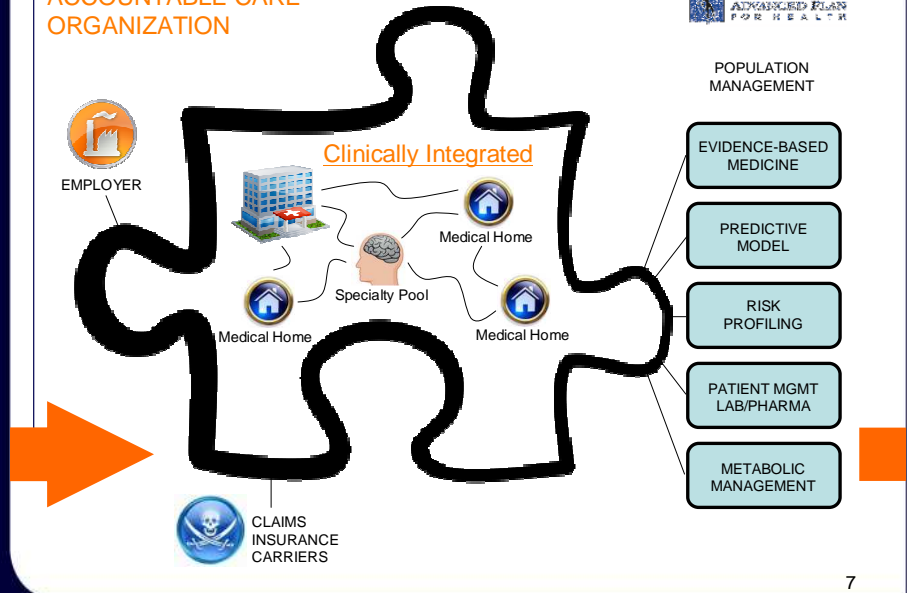
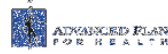


HIGHER QUALITY, LOWER COST

POPULATION MANAGEMENT



ACCOUNTABLE CARE ORGANIZATION

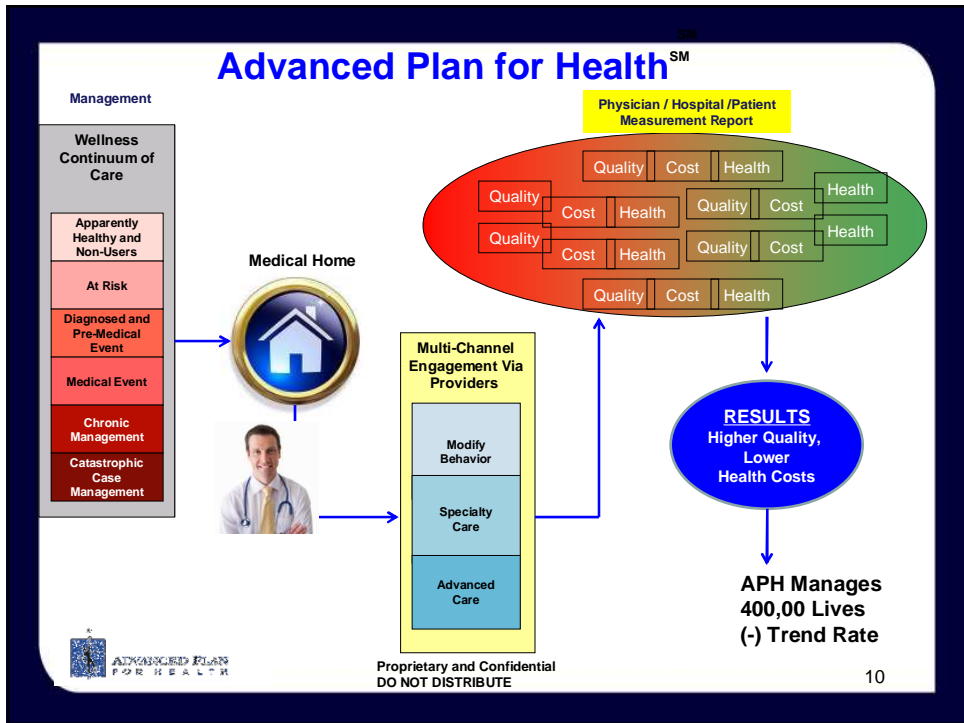
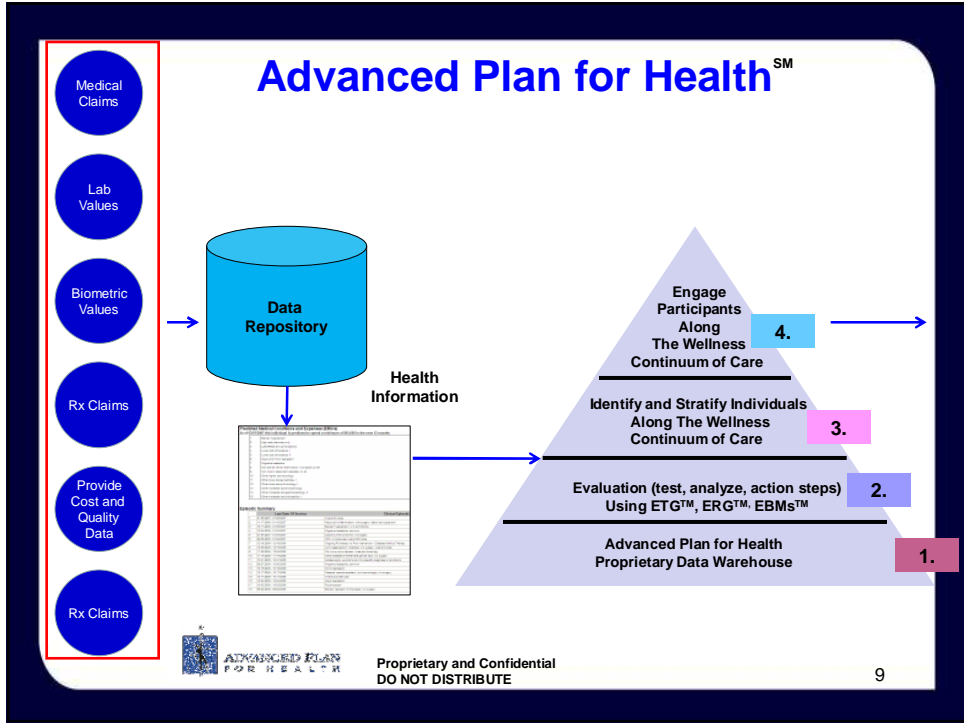


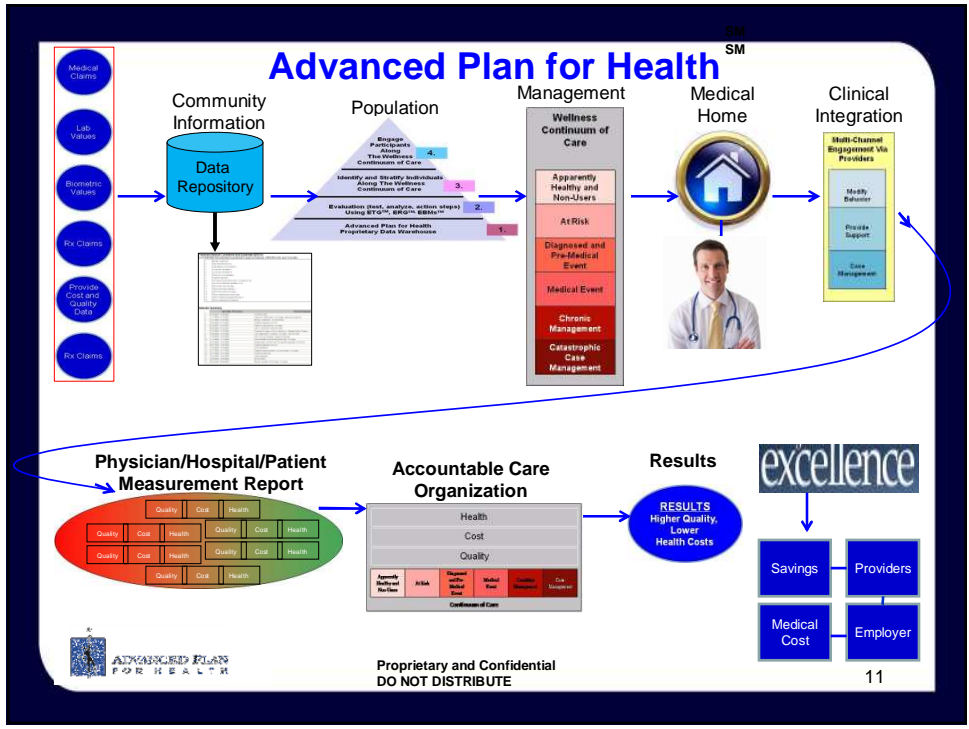
TODAY – AND THE FUTURE



WE MAKE DATA INTO SOMETHING USEFUL





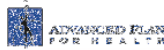


Long-Term Strategy for Clinical Integration

THE "MUST" SOLUTION.....

- Refocus your Organization
- Focus on Deliverables, Quality Care, and Cost Containment
- Develop Quality Standards that you can manage to and measure
- Change the Reimbursement System to a Share in the Savings

*"Let us not seek to fix blame for the past.
Let us accept our own responsibility for
the future."*



--John F. Kennedy