



Slide 02



ADVANCED PLAN FOR HEALTH


Bending the Quality Curve will Reduce Costs



WE MAKE DATA INTO SOMETHING USEFUL


Lone Star HFMA Meeting January 2011

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Outline


1. Bending the quality curve will reduce costs
2. Information becomes a critical piece of the equation
3. The ability to manage using information is a key component for providers



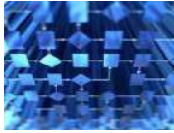
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Outline




4. Virtual Data/Information will be needed by Organizations to become Accountable Care entities
5. Think like an Employer when developing your model
6. Don't wait for the government to define the process –the Payors and Employers are not waiting



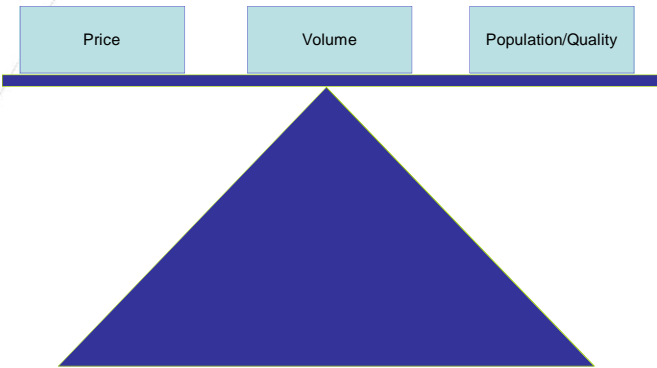
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Bending the Quality Curve Means Managing Populations

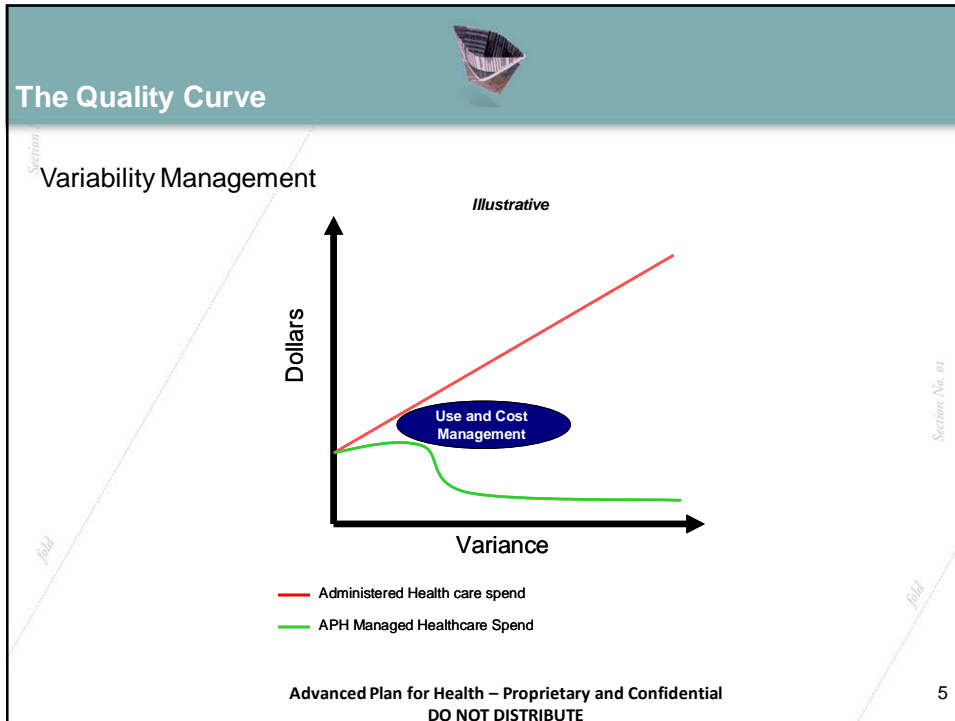


An equilibrium in the market's Medical Economics can only be achieved by constantly managing the variability in health price (cost), volume (use), and having a thorough understanding of the population being managed and managing quality.



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Information Becomes a Critical Factor

- ✓5% of a Plan Population spends 50% of the dollars
- ✓First focus on the small percentage that is driving cost
- ✓Identify risk and manage at all levels


5%

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Providers Must Control the Information Process

- ✓ Use of an EMR and claims data from the payor is essential
- ✓ Providers should have access to raw claims data
- ✓ Providers must be able to measure activity on a real-time basis

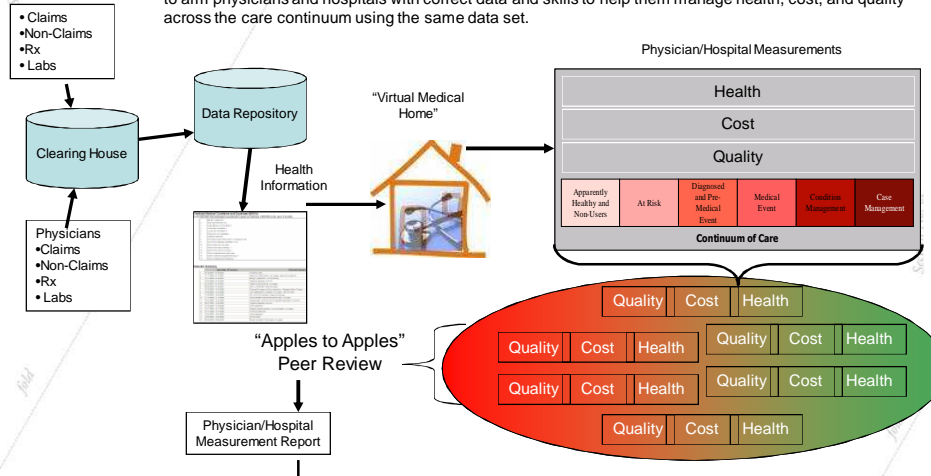


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Virtual Data Will Be Important

As the carriers continue to push Physician and Hospital transparency and accountability, it will be essential to arm physicians and hospitals with correct data and skills to help them manage health, cost, and quality across the care continuum using the same data set.



Physician/Hospital Measurements

Health					
Cost					
Quality					
Apparently Healthy and New Users	At Risk	Diagnosed and Pre-Medical Events	Medical Events	Condition Management	Case Management
Continuum of Care					

“Apples to Apples” Peer Review

Quality	Cost	Health	Quality	Cost	Health
Quality	Cost	Health	Quality	Cost	Health
Quality	Cost	Health	Quality	Cost	Health

Physician/Hospital Measurement Report

= **excellence**

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Think Like An Employer

Health costs rising in double digits




For some companies it is the biggest expense problem




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Don't Wait for the Government

Cellular phones were delayed by 7-8 years by the FCC in the 1970's



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Section

What Needs to Happen

Section No. 01

Field

Field

Develop a solution to address the situations self-insured employers face, requires only a simple change: from **Administering** with health data to **Managing** using health information.



Focus on Quality

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Section

“Don’t confuse activity with achievement”

Section No. 01

Field


Field




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APH 02



Field



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