



Population Health: Managing Chronic Disease Patients Efficiently and Cost Effectively

Presenters: Shirley Garcia. Cheryl DeRosa, and Briana O'Malley

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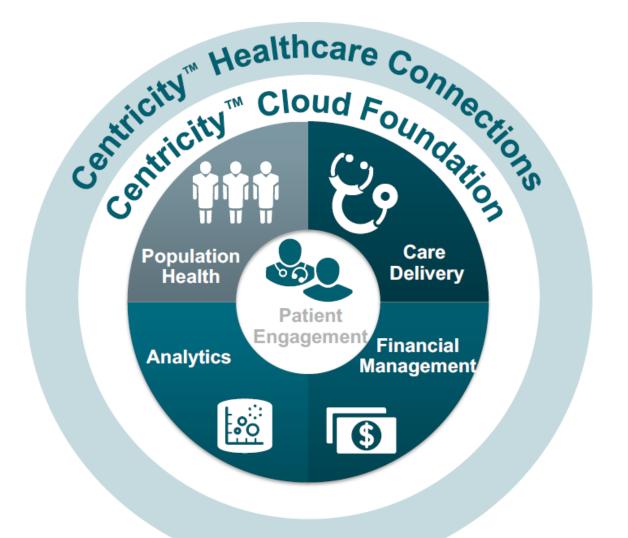
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ACM Population Health Solutions













Population Health: Managing Chronic Disease Patients Efficiently and Cost Effectively

Executive Summary

Key Issues

Issue/Challenge

As payers transition to value-based care, practice success will increasingly be dependent upon the ability to integrate care coordination into ambulatory care settings to improve outcomes and better control costs in chronic disease patient populations.

However, cultural, organizational, operational barriers and provider burnout make it challenging to implement a successful population health program.

This presentation will help you

- Enhance care quality with organizational transformation, advanced care coordination, and better visibility to where care is needed to more effectively manage populations
- Increase provider efficiency by balancing workloads, operating at top of licensure, and aligning patient data with evidence based guidelines at the point of care
- Strengthen financial performance in shared savings contracts with better cost control in chronic disease populations

Key outcomes impacted:

- Reduced provider and team burnout
- Improved disease control
- Reduced care gaps





Panel discussion



Shirley Garcia

Director Product Management

Virence Health Technologies



Cheryl DeRosa

RN, BSN, PMP-EMR Project Director

Preferred Primary Care Physicians



Briana O'Malley

Clinical Applications Manager

Preferred Primary Care Physicians

Population Health: Managing Chronic Disease Patients Efficiently and Cost Effectively

Agenda

- 1. Research Results: Challenges in and Barriers to Population Health
- 2. Importance of Organizational Transformation in Population Health
- 3. Practical Application: Tackle One Area at a Time
- 4. Enabling Technology and Tools
- 5. Summary and Q&A

Research Results: Challenges in and Barriers to Population Health



Conducted by HIMSS Media Pulse Research on behalf of Virence Health Technologies, February 2018



Research Overview: A large, diverse sample produced robust insights

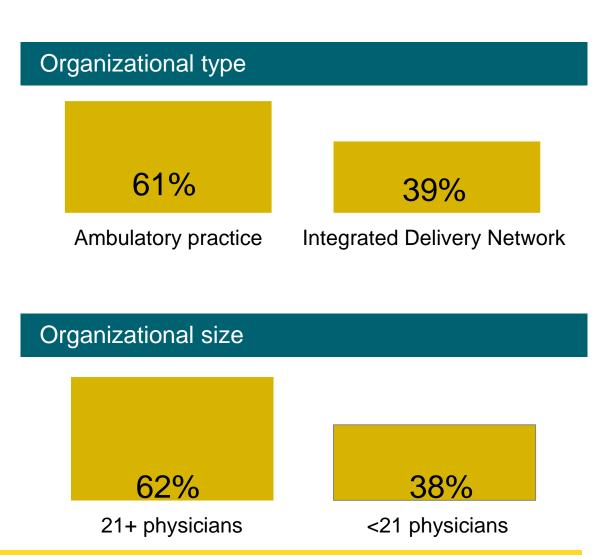




HIMSS Media conducted this research in February 2018 on behalf of Virence Health to better understand how healthcare providers/practices are managing population health



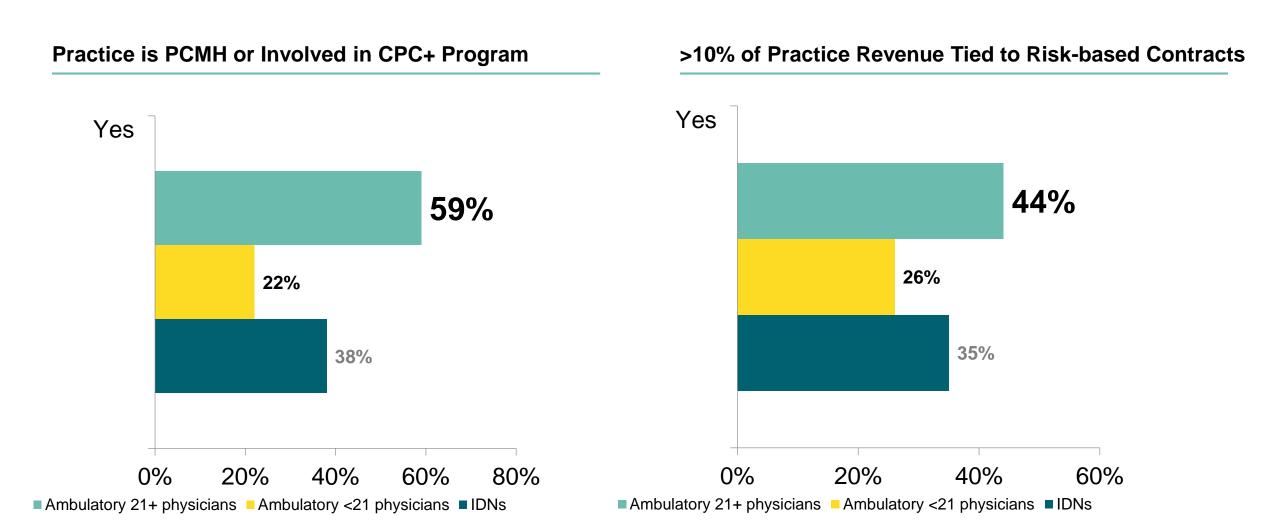
- Mix of Business, Clinical, IT/Technology roles
- Mix of small and large ambulatory practices and IDNs



Large ambulatory practices most likely to be a PCMH / CPC+ have >10% of revenue tied to risk-based contracts







Q. Is your practice a patient centered medical home (PCMH) or involved in the Comprehensive Primary Care Plus (CPC+) program?

Q. Is a significant portion (>10%) of your practice revenue tied to risk-based contracts (i.e., payment based on outcomes and costs)?

Top Population Health Management Challenges Differ by Type of Practice





Ambulatory Challenges: Care Management / Coordination

IDN Challenges: Cohort Management / Identification

1. Ensuring gaps in care are closed during the visit (51%)

1. Ensuring the medical record reflects all population health activities (46%)

- 2. Efficiently and effectively managing outreach to priority cohorts prior to or after the patient visit (39%)
- 2. Efficiently and effectively managing outreach to priority cohorts prior to or after the patient visit (43%)

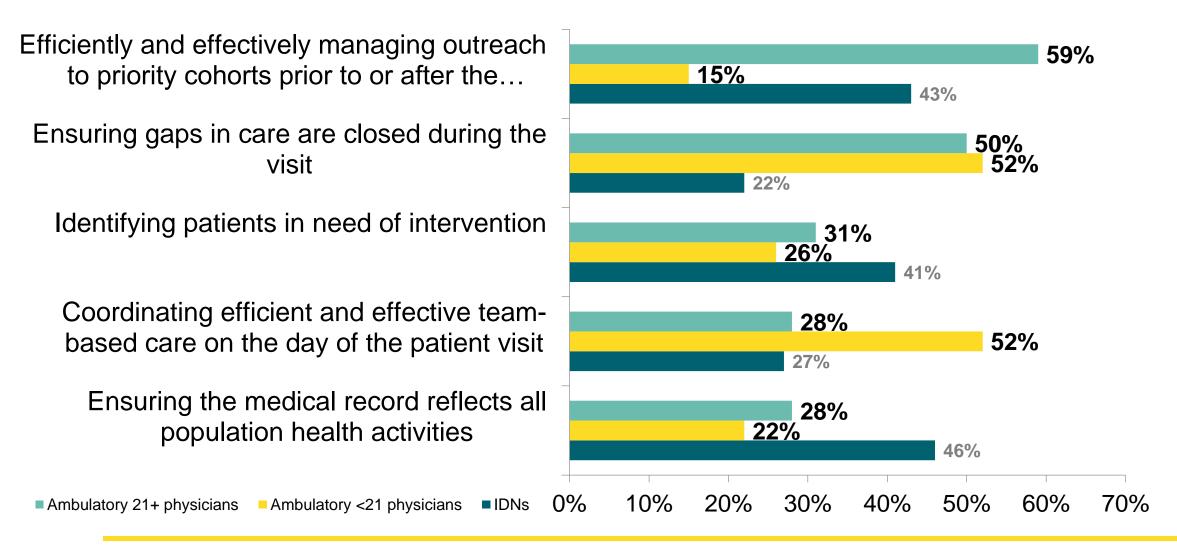
- 3. Coordinating efficient and effective team-based care on the day of the patient visit (39%)
- 3. Identifying patients in need of intervention (41%)

Top challenges vary by type / size of provider





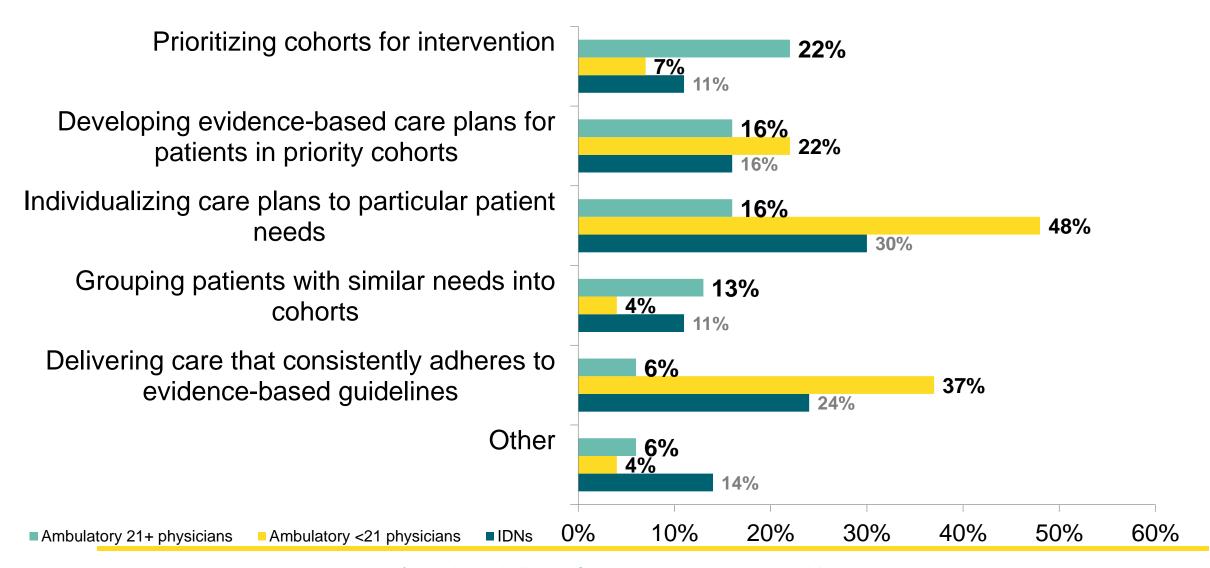
Population Health Management Challenges



Top challenges vary by type/size of provider (continued)







What are the top challenges you face today?





- Identifying a Starting Point
- Risk Stratification identifying your patients
- Getting paid for managing populations and their health

Transitional Care Management Chronic Care management VBC Programs: HCC / RAF

The Change Process:

Shift to collaborative, team-based healthcare - Developing acceptance of New Workflows Identifying/Hiring/reallocating Staff members

- Getting personal empowering the patient, bolstering engagement

 All stages of life

 Wellness and health
- Coordinating Care across the continuum collect, combine, analyze and share patient data and coordination activities
- Tracking Care quality and outcomes
- Using Best practices, communicating best practices and lessons learned

Importance of Organizational Transformation in Population Health

Preferred Primary Care Physicians Population Health Implementation

Cheryl DeRosa RN, BSN, PMP-EMR Project Director Briana O'Malley-Clinical Applications Manager





Preferred Primary Care Physicians





- 25 years of service-4 Physicians started PPCP based on Quality of Care
- 41 Physicians FP/IM, 20 NP/PA'S
- 22 Offices in 4 Counties in Southwestern Pa
- 85,000 Active patients (seen within 24 mos)
- Participate in Track 1 + ACO Keystone Clinical Partners
- One of 30% of the ACO's in the country to meet quality and cost benchmarks and share in savings with CMS for 2 years
- Very successful in pay for value programs (NOW DEPENDENT ON)



IT/Quality Resources





- 3 Full time Quality Nurses RN's Centrally based
 - 1 RN devoted to Intensive Case Management
 - Each with 20+ years in health care quality experience
- Office based care managers and quality advocates
- Central and office based EMR/quality training for MA's and RN's
- 10 Full time IT staff many with 10+ years in HIT
- PHI consulting division 2006, implementation, CDS, workflow
- EMR since 2002, same EMR vendor since 2004
- Had already built our own POC PH tool for chronic disease
 - Beta site for VBC Analytics with Virence
 - Crimson for ACO population



Preferred Primary Care Physician's Roadmap





- 2015 Started working with Ambulatory Care Management Population Health (ACM PH)-set up; decision making process
- 2016 Implemented First Practice with ACM PH POC Care Manager Dashboard
- 2017 Fully Implemented all practices to use of ACM PH Care Manager
- 2017 Central Worklist tracking for PCMH A1Cs greater than 9
 - Failure-practices not willing/able to do
- 2018 Central Worklist implemented for:
 - Transition of Care
 - Intensive Case Management
 - Dietitian Referral Tracking and Care Management







POPULATION HEALTH MANAGEMENT

Care Management / Care Coordination



Pathway to Success- "Reach out and Touch"



Supply proactive preventive and chronic care to "ALL" patients, both during and between encounters.

Maintain regular contact with patients and support their efforts to manage their own health. **IMPROVE ACCESS**

Care managers must **ENGAGE** high-risk patients to prevent them from becoming unhealthier and develop complications.

Use evidence-based protocols to diagnose and treat patients in a consistent, cost-effective manner. **SHARED DECISION MAKING**



Areas of Focus





- Tackle one area at a time
- Add areas of focus as your care managers develop skill





Care Management 101





Began with diabetes

- Internal quality data
- Payer Data
- POC PH Tool
- Define your DM PH registry

Care Manager

- Meet with your diabetics at every office visit
- Follow up with your diabetics between office visits
- Reach out to your patients who do not follow up.

Assess

- Are they taking their meds?
- Are they checking their blood sugars?
- Are they eating well?
- Should they meet with a nutritionist?



Care Management 102





Aggregate the data at a higher level-prioritize YOUR efforts

Diabetics

- who did not have a pneumonia or flu vaccine
- who are not on an ACE inhibitor or an ARB
- who are not on a statin
- who did not have a urine microalbumin
- with repeated ER visits for hypo/hyperglycemia
- HOW DO YOU CLOSE THESE GAPS?



Multiple Methods of Outreach





Portal Communications

Personal Calls from practice based Care Managers

Focused Mass Mailings

Automated Telephonic Outreach-Clinical Algorithm based







POPULATION HEALTH MANAGEMENT

Data Management- Understanding your tools, what they can/can't do



Reality Check





At this time,
no one is connected well enough
to aggregate and analyze
all of the data!

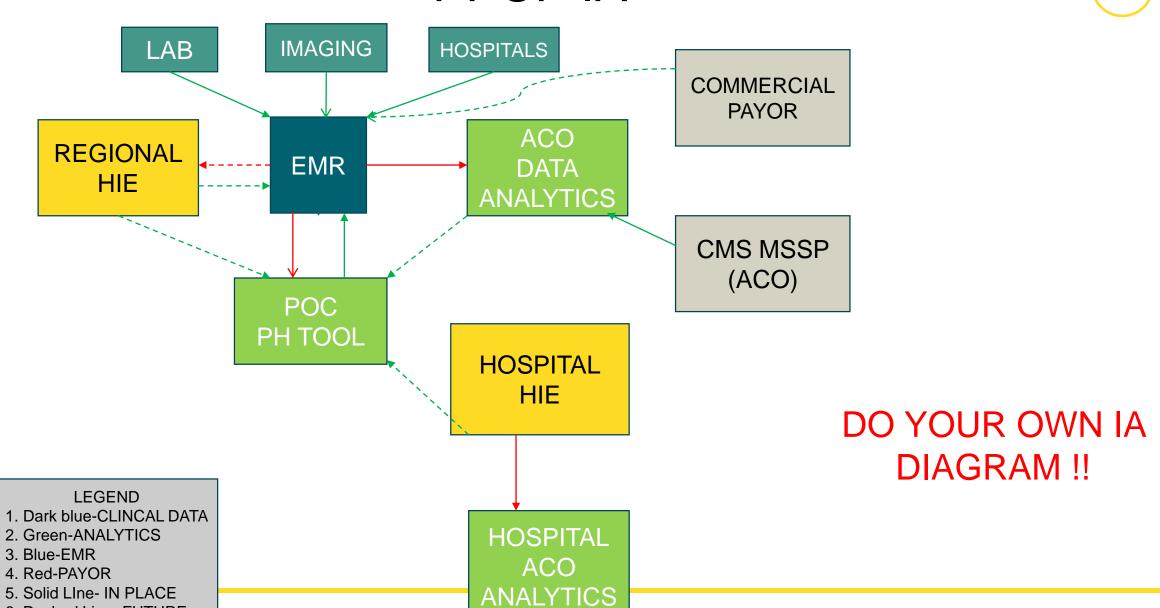


PPCP IA

6. Dashed Line-FUTURE







Data Input





Enter data correctly to optimize EHR utilization (Meaningful Use)

- Immunization Management Form
- Hand updating the flowsheet
- Interactive forms that prompt you and allow you to enter data at the point of care

Interface as many as health systems and providers as possible

- If set up correctly, will input structured, retrievable data
- The more information at hand, the better you can track your patients

IF YOUR DATA HOUSE IS NOT IN ORDER, YOU WILL STARVE!!!

- Poor data = poor quality scores
- Coders Rule- Sad but true, RAF impacts everything



PH Software- Vendors not born Equally





Data Aggregation-Data Repository

Risk Stratification-Clinical/Financial

Care Coordination-Care Managers tool

Patient Outreach-Portals, Social Media, Secure Text



Utilizing Data to Make Point of Care Decisions virging





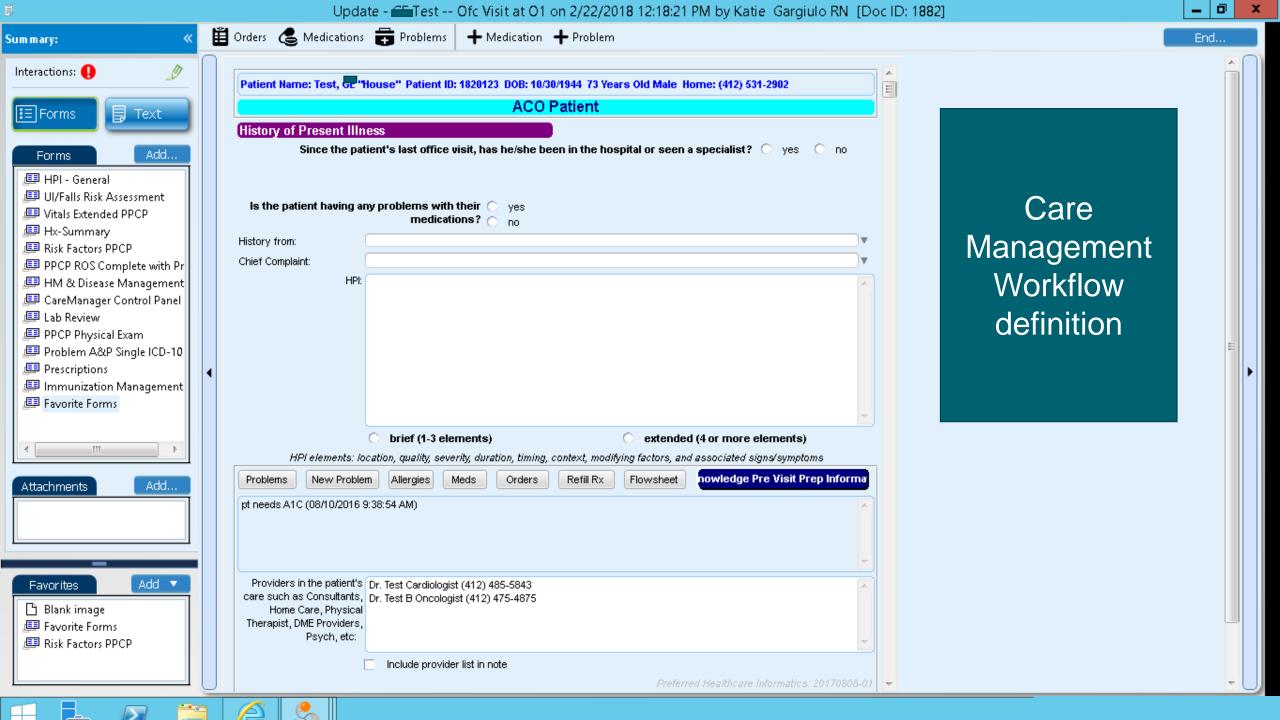
Using your data and evidence-based guidelines to make decisions on patient care at the time of the office visit

Enables real-time decision making

Requires standardized data

Requires accurate clinical decision support











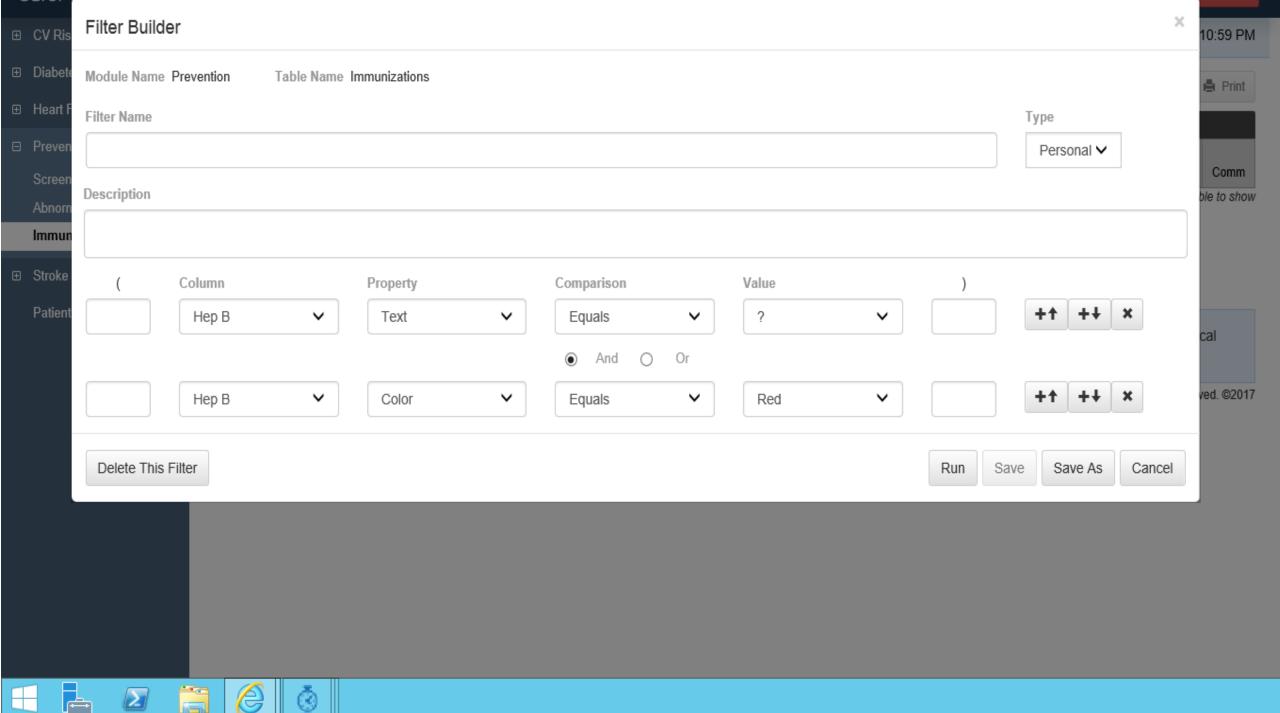












Preferred Primary Care Physicians Annual Wellness visit











POPULATION HEALTH MANAGEMENT

Outcomes



ROI with Population Health Tool Financial





Hepatitis B Vaccine

Alerts in Pop Health tool based on Problem list and history of vaccines that Hep B Vaccine is indicated

ie: Diabetics; Fatty Liver Disease etc.

Office PH Tool Implementation	% Revenue Increase 6 Months Post Implementation
Office 01	435%
Office 15	764%



ROI with Population Health Tool Quality Scores





Diabetics on Statin-2017

Majority of Practices Implemented Pop Health Tool in Aug/Sept 2017	2017 1 st Quarter	2017 4 th Quarter
Payor 1	55% or 1 STAR	82% or 4 STARS
Payor 2	62% or 1 STAR	81% or 5 STARS



ROI with Population Health Tool Good Patient Care





August 2016 – January 2018

FOBT Performed:	11,226
FOBT Positive:	1042
C-Scope Follow up:	489
C-Scope Abnormal:	324

Diagnosis Colon Cancer: 15



Transition of Care Improvement with Central Worklist Measured by <u>Decreased Readmission Rate</u> to Hospital Transition of Care Improvement with Central Worklist Measured by <u>Decreased Readmission Rate</u> to Hospital Transition of Care Improvement with Central Worklist Measured by <u>Decreased Readmission Rate</u> to Hospital Transition of Care Improvement with Central Worklist Measured by <u>Decreased Readmission Rate</u> to Hospital Transition of Care Improvement with Central Worklist Measured by <u>Decreased Readmission Rate</u> to Hospital Transition of Care Improvement with Central Worklist Measured by <u>Decreased Readmission Rate</u> to Hospital Transition Measured Beautiful Mea



March 2018 through September 2018

Piloted in 4 Practices since March Fully implemented Mid August	2017 4 th Quarter	2018 3 rd Quarter
Highmark BCBS (lower is better!)	.91 (Benchmark .46) 2 STAR	.64 (Benchmark .41) 4 STAR

Additional Wins:

Tracking TOCs for <u>all lines</u> of business-not just those paying Increased revenue based on increased number of Office Visits and Increase level of service

Increased patient health through:

Improved Medication Compliance

Soft win of the patient appreciates the personalized care







POPULATION HEALTH MANAGEMENT

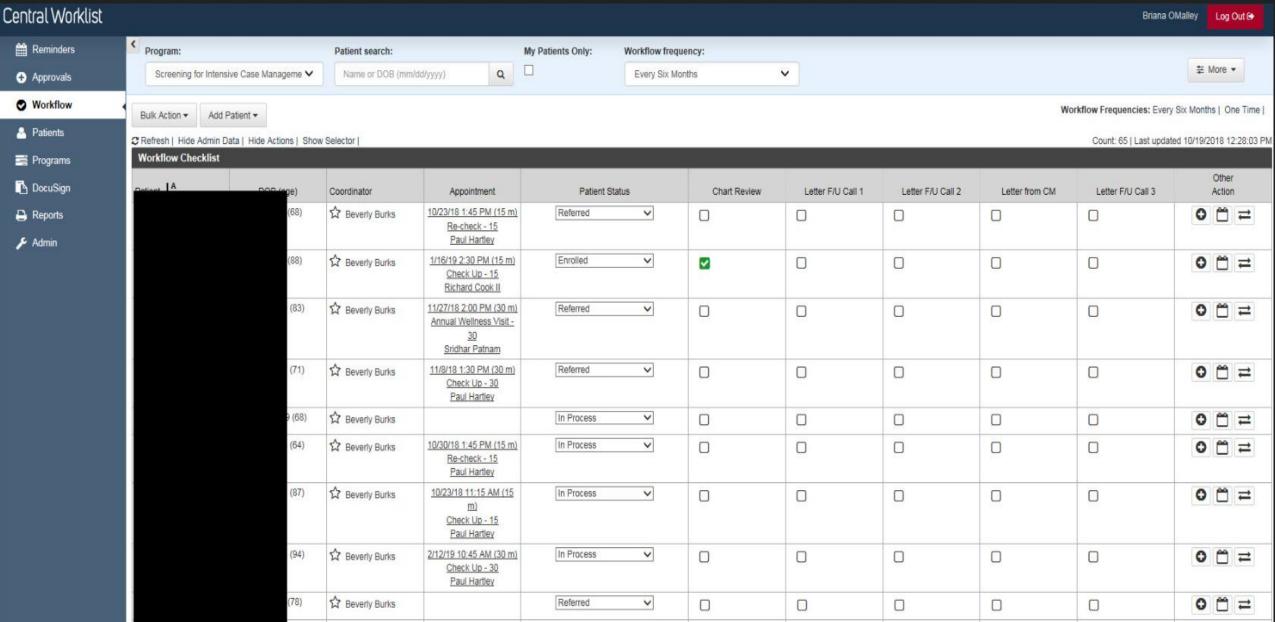
Using Central Worklist



Preferred Primary Care Physicians Case Management Program



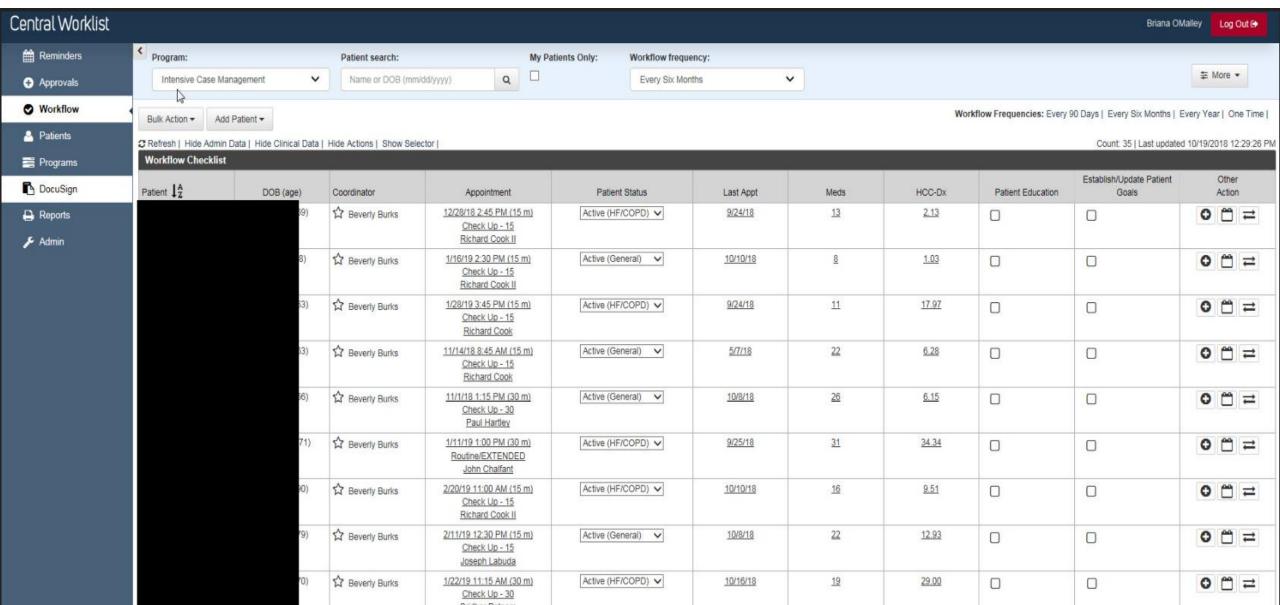




Preferred Primary Care Physicians Intensive Case Management Program



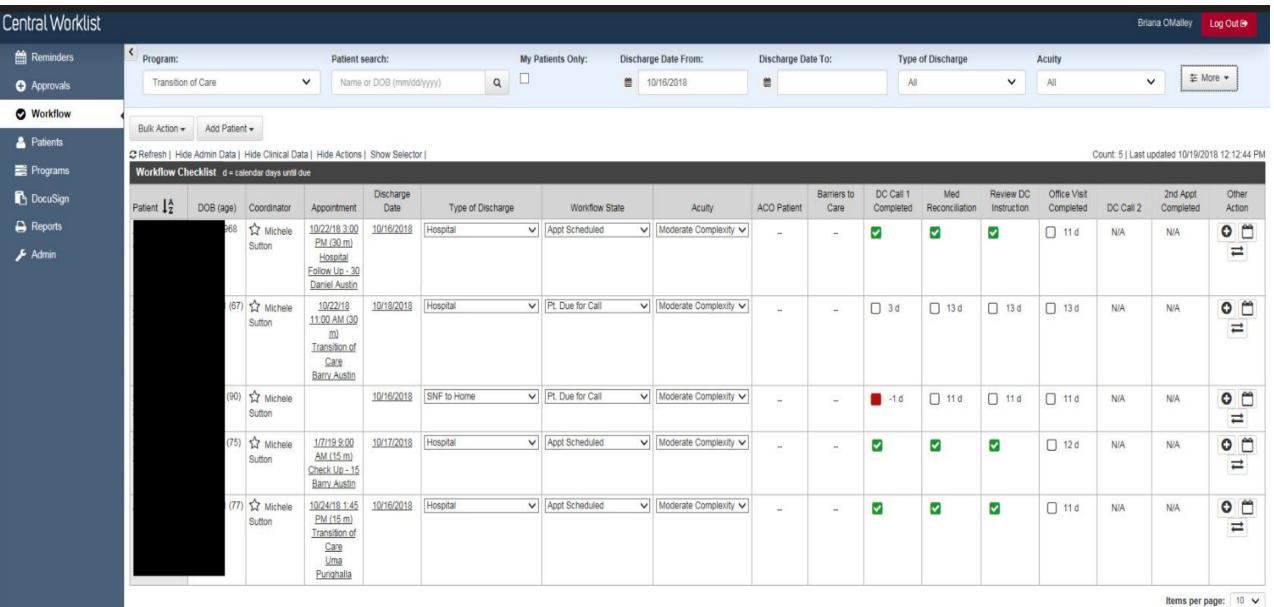




Preferred Primary Care Physicians Transfer of Care Program



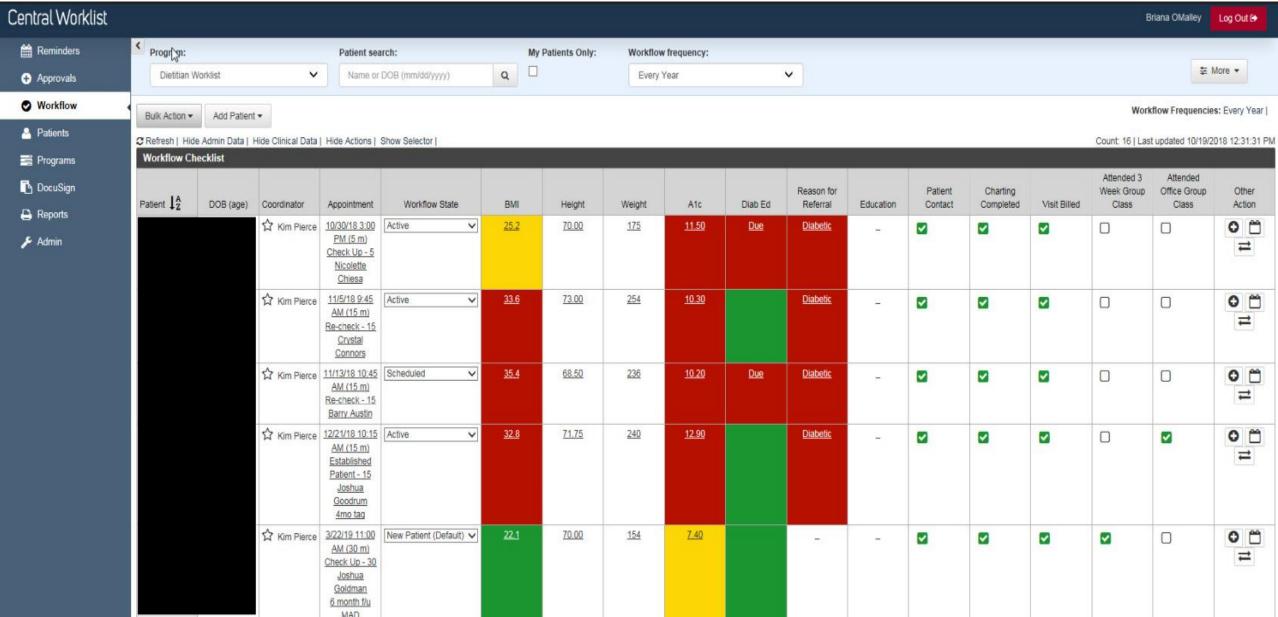




Preferred Primary Care Physicians Dietician Program









Summary Success at PPCP





- Enhance Care Quality
- Increase Provider Efficiency
- Strengthen Financial Performance

Key outcomes achieved:

Improved disease control
Reduced care gaps
Reduced provider and team burnout

Helping you achieve the outcomes that matter most to you





Enhanced Care Quality



- Organization transformation
- Advanced Care Coordination
- Better visibility to where care is needed to effectively manage populations
- Help ensure consistent adherence to evidence-based guidelines from recent medical literature.
- Help reduce gaps in care with actionable insights from Care Plan dashboard.

Improved Provider Efficiency



- Balance workloads across Care Team
- Team operating at top of licensure
- Alignment of data with evidence based guidelines at point of care
- Reduction in clinician and Provider burnout. efficiency for provider or other identified role
- Actionable plans of care offer focus for conversation and interventions that matter most for the patient at the point of care.

Strengthened Financial Performance



- Better cost control in chronic disease populations can help strengthen financial performance in shared savings contracts.
- Strengthen performance under FFS and VBC models by helping practices ensure delivery of needed services and optimize value of care delivered across the team.
- Identify and take immediate action on gaps in care.
- Add-on Chronic Care Management tools offer focus and capture of time spent between face-to-face encounters.

Roadmap







Available Today



Incubation < 6 months



On the Horizon > 12 months

- Cloud based integrated Care Management Platform
- Over 400 curated and codified evidence-based guidelines inform decision making
- Intelligent Patient-specific Care Plan automatically generated for the entire population
- Care Coordination Platform helps optimize revenue under both fee-forservice and VBR payment models
- Team-based care design helps ensure all team members practice at top of license, reduces physician burn-out, and reduces variation in care

- Analytics driven Cohort identification – high risk, high cost, gaps in care
- Patient focused care health concerns, advanced directives, social determinants
- Extended tools for patient outreach, engagement, and care coordination activities
- Threshold driven alerts prioritize care coordination
- Appointment-driven workflows support timely patient engagement

- Care Team Communications
- Configurable Care Plan based on heterogeneous data sources
- Quality Insights at the Point of need: integrated analytics with clinical workflows

Sneak Peek!





December 2018 LA of CareManager 5.2

- Extended tools for patient outreach, engagement, and care coordination activities
 - Patient Health Concerns and Goals
 - Social Determinants of Health
 - Advanced Directives
- Immunizations
 - CDSi Vaccine Schedule Recommendations
 - Jump button to Immunization Mgt HTML form

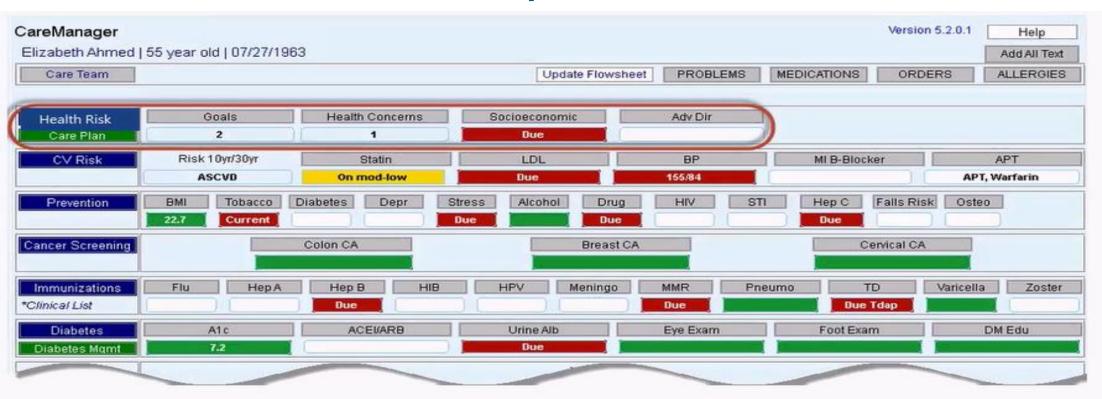
Central Worklist v4.2

- Threshold driven alerts prioritize care coordination
- Appointment-driven workflows support timely patient engagement

Care Manager 5.2 Preview Care Plan Extensions – Comprehensive Care Plan for CPC+







Care Plan

- ✓ Patient health concerns, goals and self-management plans.
- ✓ Care gaps
- ✓ Auto-population of data.
- Available to patient on paper and electronically.
- ✓ Available in electronic format to team members outside the practice.
- Interventions and health status evaluations and outcomes.
- Advance Directives and preferences for care.
- Action Plans for specific conditions.

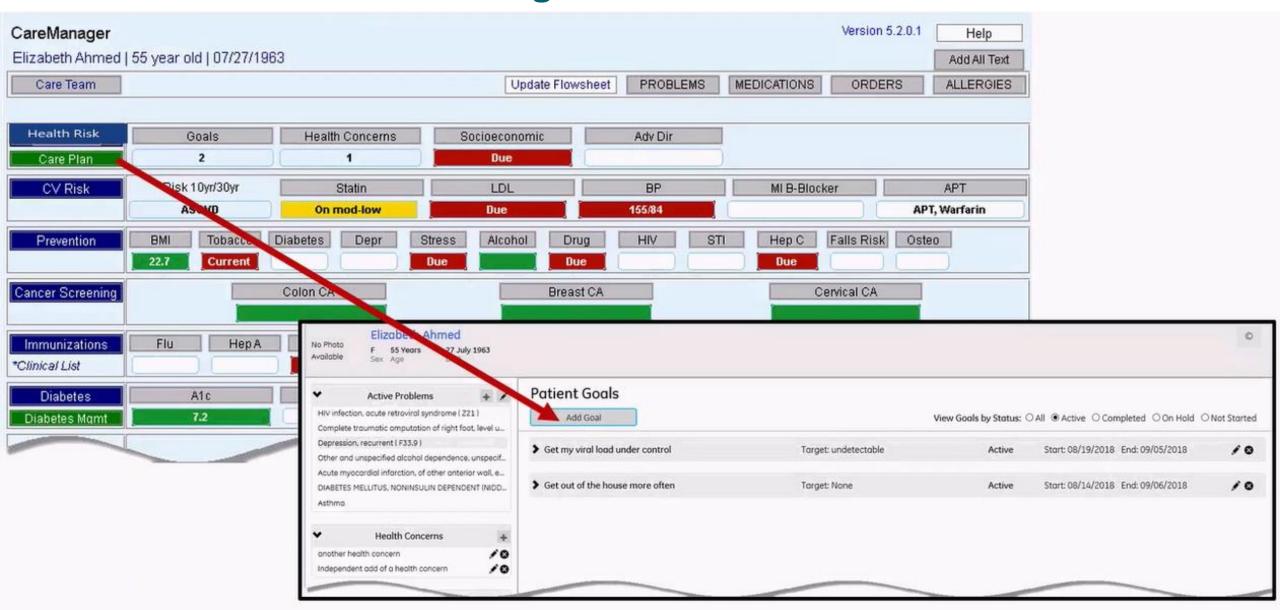
Psychosocial and Behavioral

- Financial resource strain
- ✓ Education
- ✓ Stress
- Depression
- ✓ Physical activity
- ✓ Alcohol use
- ✓ Social connection and isolation
- ✓ Exposure to intimate partner violence

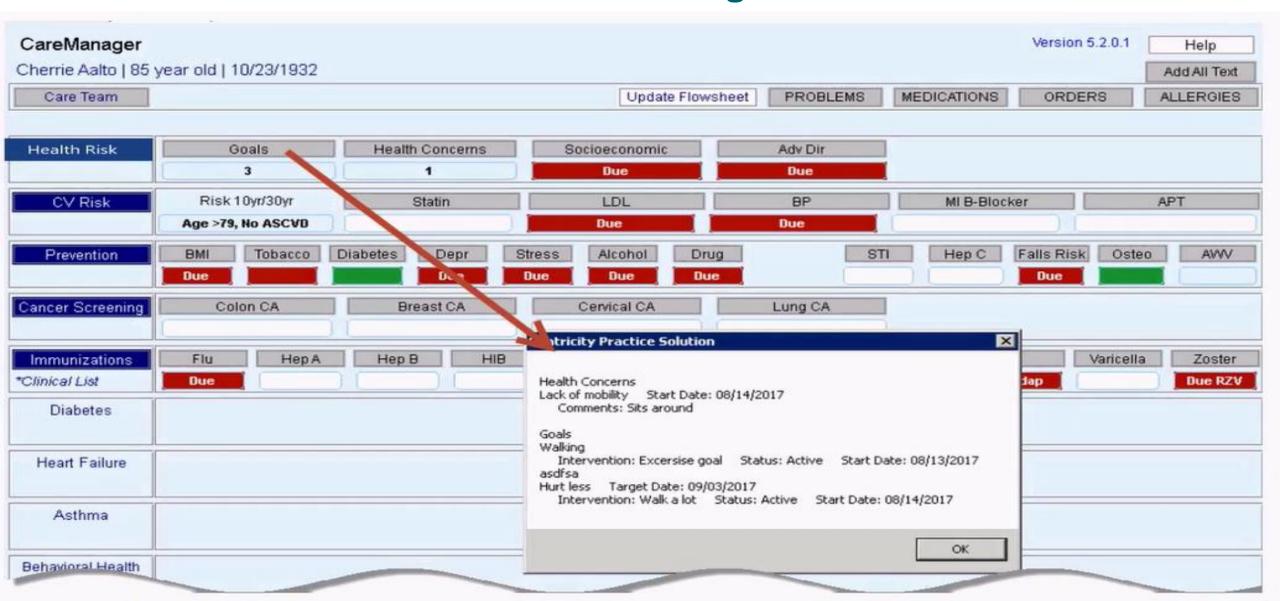
Care Manager 5.2 Preview Care Plan Extensions – integration w/ Care Plan form







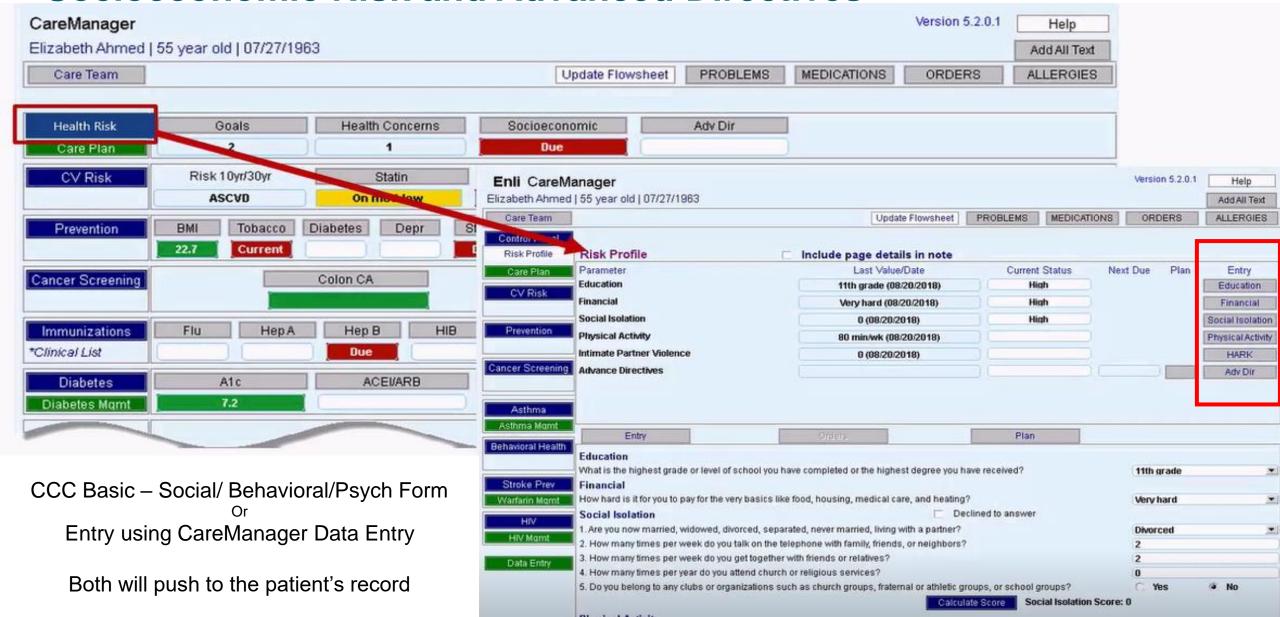
Care Manager 5.2 Preview Care Plan Extensions – Quick view of goals and health concerns



Care Manager 5.2 Preview Socioeconomic Risk and Advanced Directives

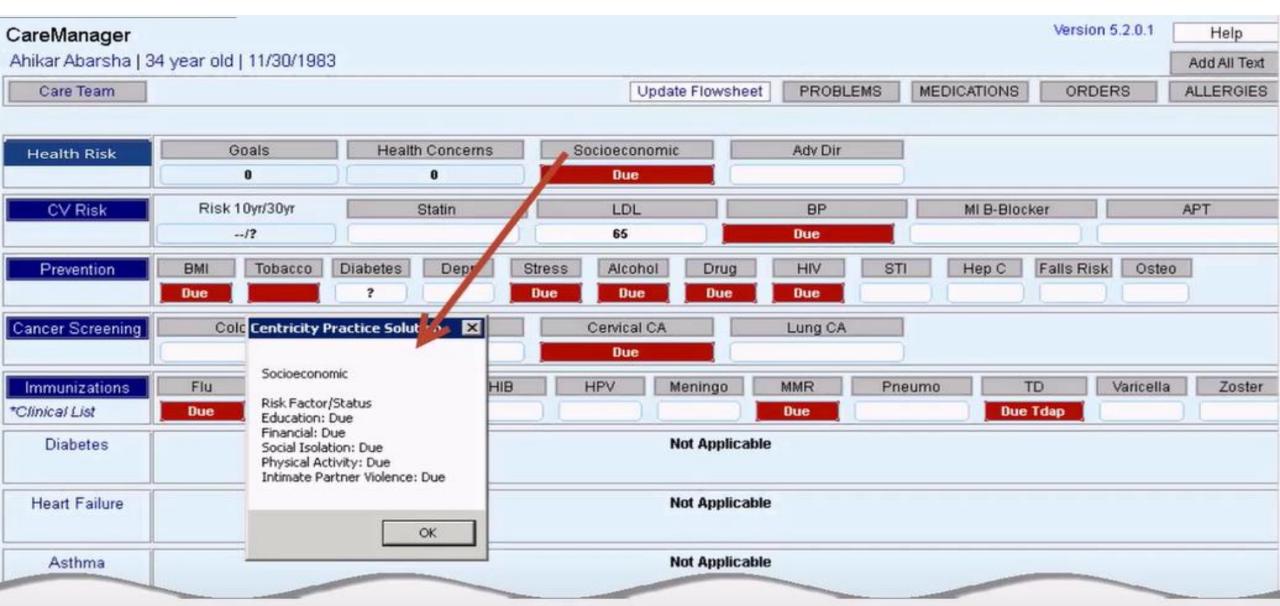






Care Manager 5.2 Preview Socioeconomic Risk and Advanced Directives confirmation



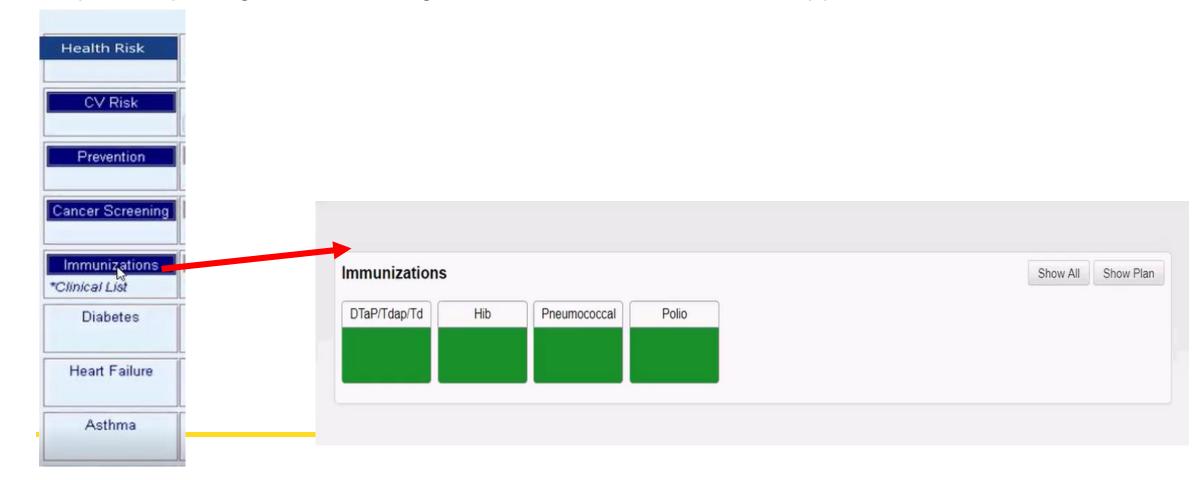


Care Manager 5.2 Preview CareManager CDSi Immunization recommendations

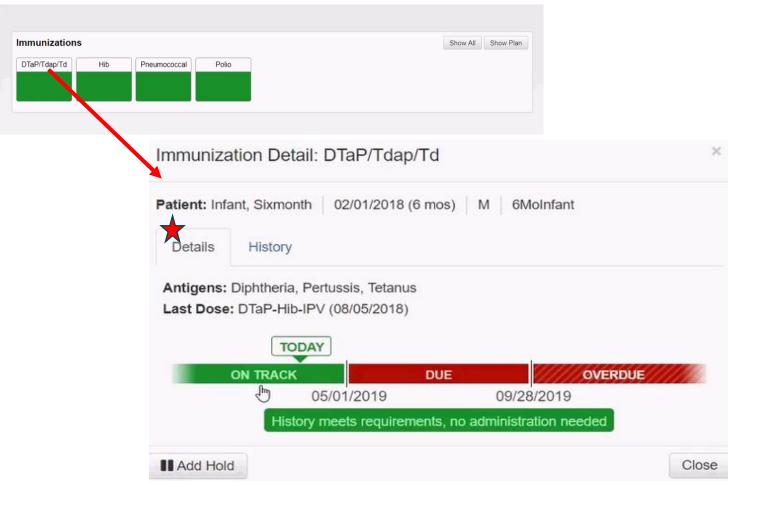




- CDC CDSi: Foundation for the Solution
- Uses patient age, gender, conditions, and co-morbidities to recommend vaccines and their schedule
- Does require capturing vaccines using CVX codes Obs terms not supported

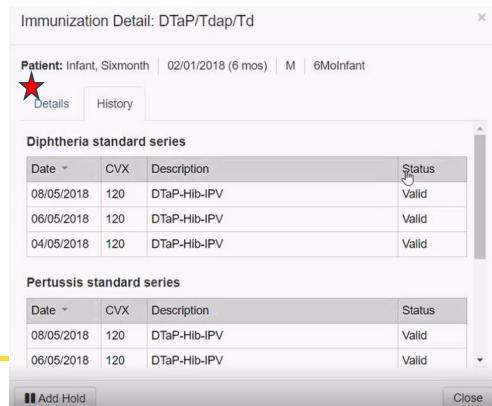


Care Manager 5.2 Preview Immunization, Next Due & History





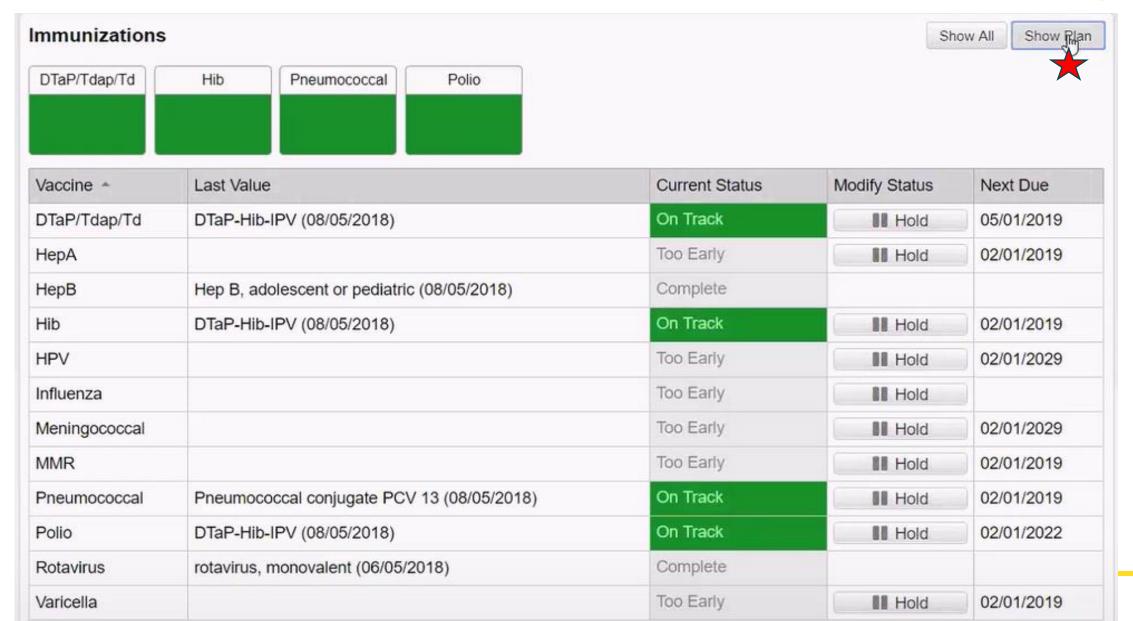




Care Manager 5.2 Preview Immunization – Patient Plan History







Care Manager 5.2 Preview Immunizations Due & Aged Out.







Central Worklist v 4.0 & 4.1 currently available





- Text Messaging integration Twillio
 - Separate contract / license key with Twillio required
 - One-way communication from Care Manager to patient
- Configurable Threshold driven alerts
 - Prioritization Care Coordination
 - Guides Care Manager tracking patients for follow-up and management
 - Example: Result values change, completion / in-completion of care Plan activities
- Appointment driven workflows
 - Pre-visit outreach
 - Chart-prep
 - Daily Huddle

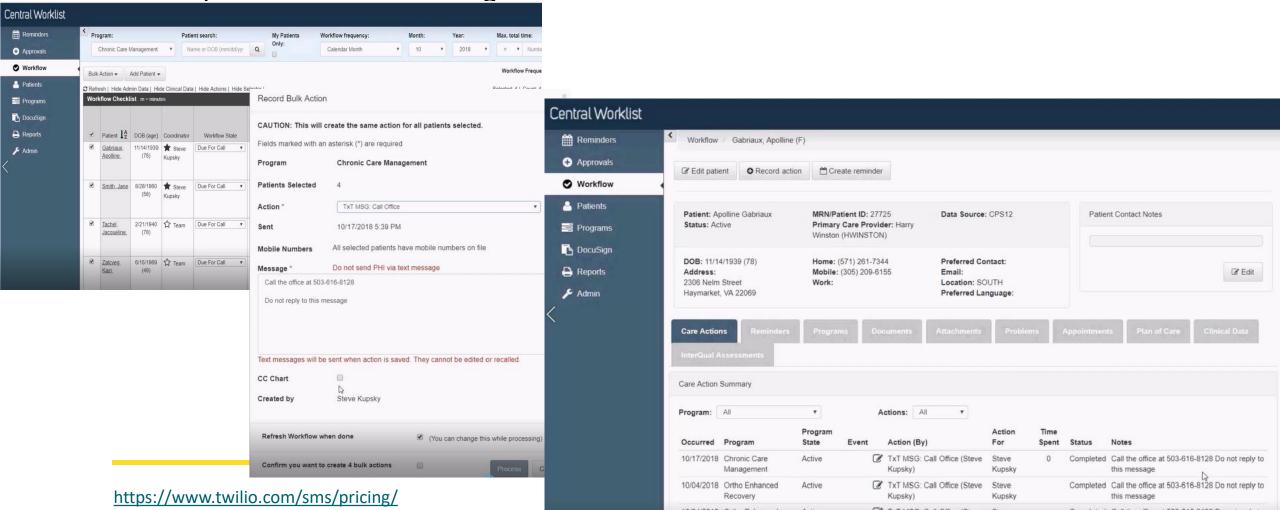
Central Worklist

virence



v4.1 Ad-hoc Text Messaging integration - Twillio

- Writes a copy of the message within Central Worklist
- Individual patient or bulk message Text



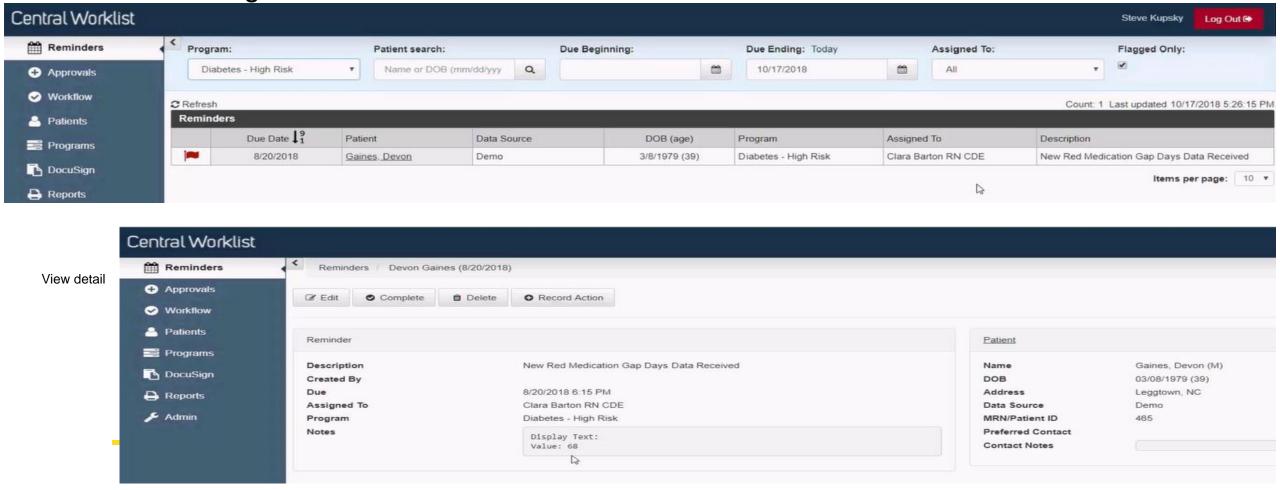
Central Worklist v4.1 Threshold driven alerts





Data element tracked in central worklist – based on threshold

Re-interpret results – based on the change of a data element Care Manager informed for Care Coordination activities



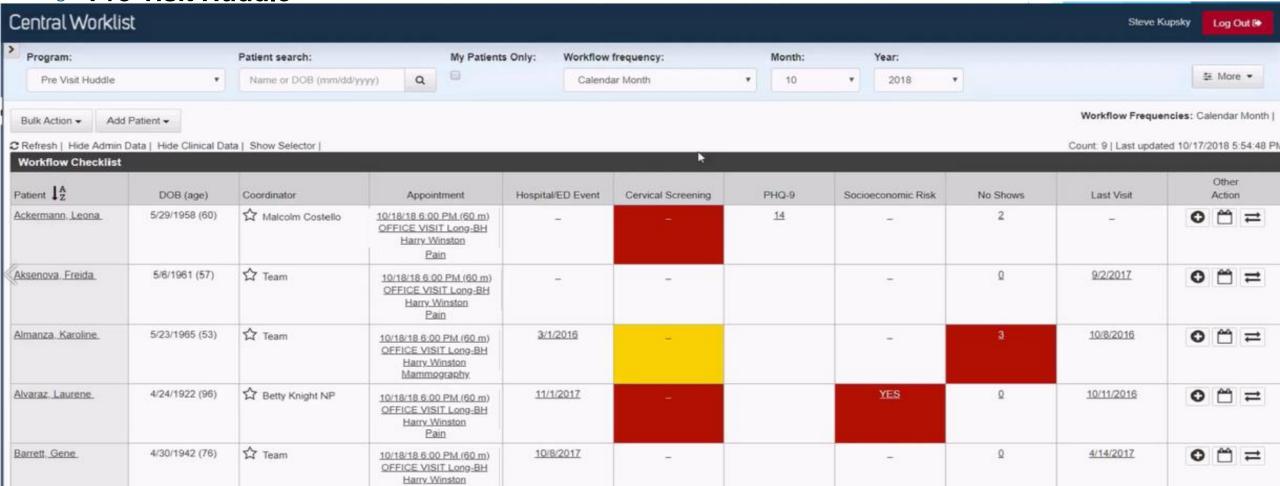
Appointment driven workflowsUsing appointment data from Centricity





Identify the days ahead of the visit to create the list of patients

- Pre-visit outreach
- Pre-visit chart prep
- Pre-visit Huddle

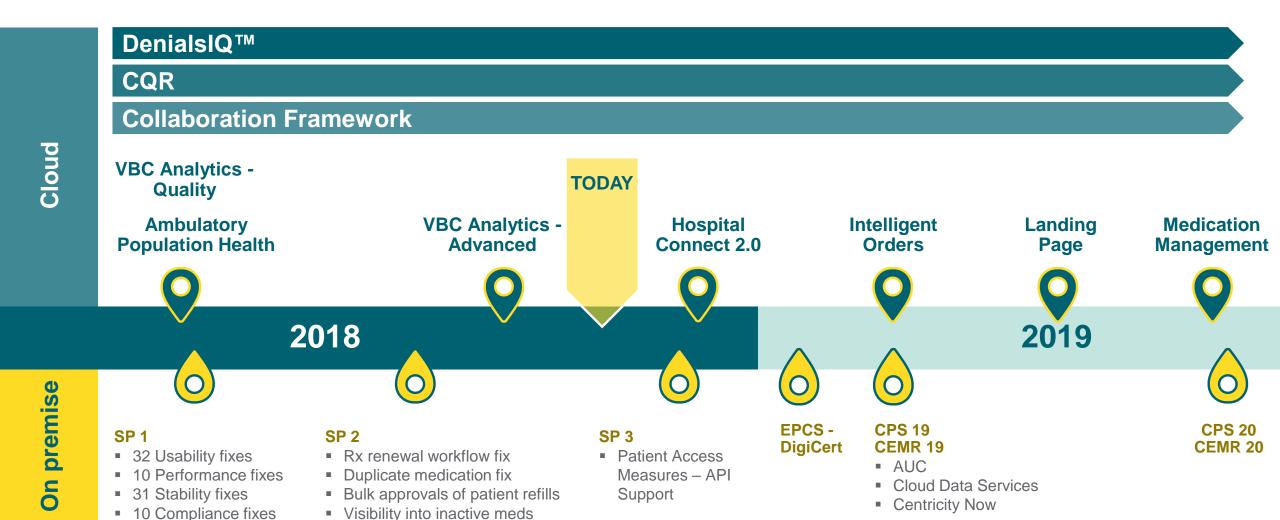


Ambulatory Product Roadmap

Additional measure support







Action items





Attendees:

Share the presentation with your care team(s)

Quality Leaders, Providers, Healthcare Executives

- Are your care managers and care team working with the same list of cohorts that you are?
- o Improve on 400+ quality measures with intuitive dashboards.

Care managers, and coordinators

- Does your current population health offering automatically assign plans based on patient's problems and conditions.
- Document care manager notes and task follow-ups to other members of the care team and push notes bidirectionally back to the EHR for workflow efficiency.

Learn More:

- Stop by the GE Booth this conference, or
- Account Manager
- Email Inside Sales at: EMRInsideSales@ge.com
- Email Presenter: Shirley.j.Garcia@ge.com

Thank you!







Shirley Garcia
Director, Product
Management
Shirley.j.Garcia@ge.com
503.467.8346



Cheryl DeRosa
EMR Project Director
Preferred Primary Care Physicians
cderosa@ppcp.org
412.531.2902 x119



Briana O'Malley
Clinical Applications Manager
Preferred Primary Care Physicians
BOMalley@PPCP.org
412-819-4235

Other sessions to consider





Saving Time and Improving Community Collaboration
Hospital Connect

Geoff Lay

Saturday 10:45 – 11:45 Cumberland 3&4

Stay Current to Optimize

Integrating the latest CPS and CEMR Functionality into your workflows

Rhea Davis

Saturday 1:30 – 2:30

Cumberland 3&4

Simple Chart Function Builder

New ways to save time, reduce clicks, and keep your Sanity

Katie Drennan & Sharie Frye

Saturday 2:45- 3:45 Cumberland 5



Get Social!









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