

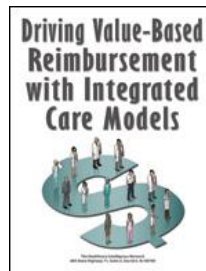
# Benchmarks in Value-Based Healthcare



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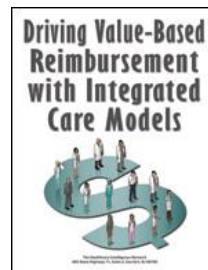
# Value-Based Healthcare

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- Patient-Centered Strategies to Generate Value-Based Reimbursement
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# Introduction

- Healthcare reform is moving toward **value-based reimbursement**, which has created a mashup of care delivery and reimbursement models and a need to recruit new talent.
- But, with time and resources at a premium, healthcare organizations are increasingly selective about **allocation of human and financial capital**.
- One key to approaching value-based reimbursement is to **reduce rehospitalizations** and avoid CMS penalties for unsatisfactory readmission rates of Medicare patients.

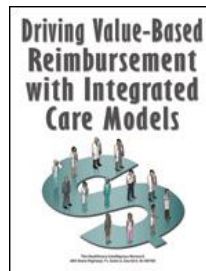


# New Players on the Value-Based Healthcare Team

- **75%** of organizations offer some form of **health coaching**. (HIN's 2013 Health Coaching Survey)
- Job postings for **care transitions coordinators** increased 40% from 2011 to 2012. (HIN's 2013 Care Transitions Survey)

## Who is on the team?

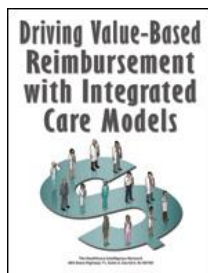
1. Patient navigator
2. Health coach
3. Hospitalist
4. Director of patient experience
5. Care transitions coordinator
6. Physician champion



# Patient-Centered Strategies To Generate Value-Based Reimbursement

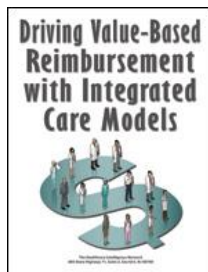
- **Patient experience** is increasingly becoming a top priority for organizations.
- The areas best suited to generating **value-based reimbursement** are:
  1. Population health management (56%)
  2. Care coordination (50%)
  3. Integrated care delivery (42%)
  4. E-health and telehealth (39%)
  5. Access to care (33%)
  6. Health and wellness (26%)
  7. Dual eligibles (25%)

(HIN's 2014 Healthcare Trends and Forecasts survey)



# Patient-Centered Strategies To Generate Value-Based Reimbursement

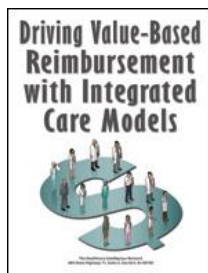
- **Access to care:** 87% say home visits increased patient-satisfaction, and 69% say home visits decreased ER visits and hospital readmissions. (HIN's 10 Questions on Home Visits in 2013 Survey)
- Weight/physical activity is a patient **health coaching** priority for 81%. (HIN's Health Coaching in 2013 survey)
- **81%** say **dual care management** programs feature patient education. (HIN's 10 Questions on Dually Eligible in 2013 Survey)



# Reducing Readmissions for Value-Based Care

## Why is it vital to reduce readmissions?

- Up to **90%** of **readmissions by Medicare beneficiaries** are unplanned and unnecessary. (NEJM, 2009)
- 11% of **readmissions** are due to **medication non-adherence**, at a cost of nearly **\$100 billion** annually. (CMS, 2012)
- In **2015**, the number of conditions subject to **CMS penalties** will reach **eight**.  
(CMS 2012)



# Reducing Readmissions for Value-Based Care

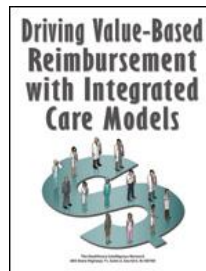
## What are the Top 5 Ways to Reduce Readmissions?

1. Discharge Plans
2. Disease Management
3. Medication Reconciliation
4. Care Transitions Management
5. Education

## Who are the Targeted Populations?

1. Cardiovascular Disease
2. Pneumonia
3. Stroke
4. Frail Elderly

(HIN's 2012 Readmissions Survey)



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# Sources

- Reducing Readmissions for Value-Based Healthcare Infographic

[http://www.hin.com/infographics/Reducing\\_Readmissions.html](http://www.hin.com/infographics/Reducing_Readmissions.html)



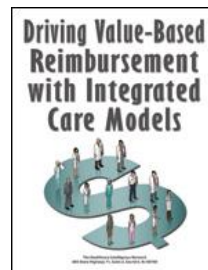
- New Players on the Value-Based Healthcare Team Infographic

<http://www.hin.com/infographics/Valuebasedhealthcareteam.html>



- 7 Patient-Centered Strategies to Generate Value-Based Reimbursement Infographic

[http://hin.com/infographics/7\\_ValueBased\\_Healthcare\\_Priorities.html](http://hin.com/infographics/7_ValueBased_Healthcare_Priorities.html)



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