



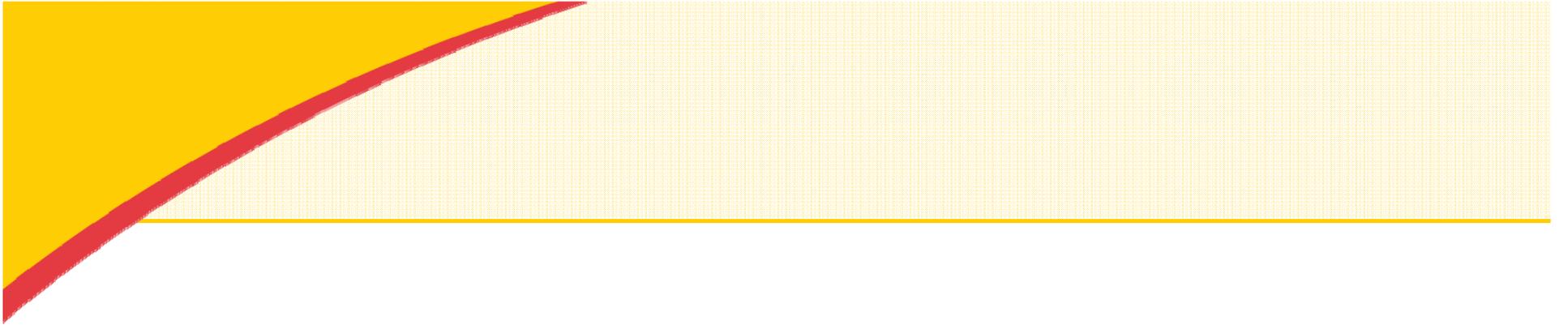
UNIVERSITY *of* MARYLAND
MEDICAL SYSTEM

Population Health Management

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HSCRC Consumer Engagement Task Force

March 6, 2015



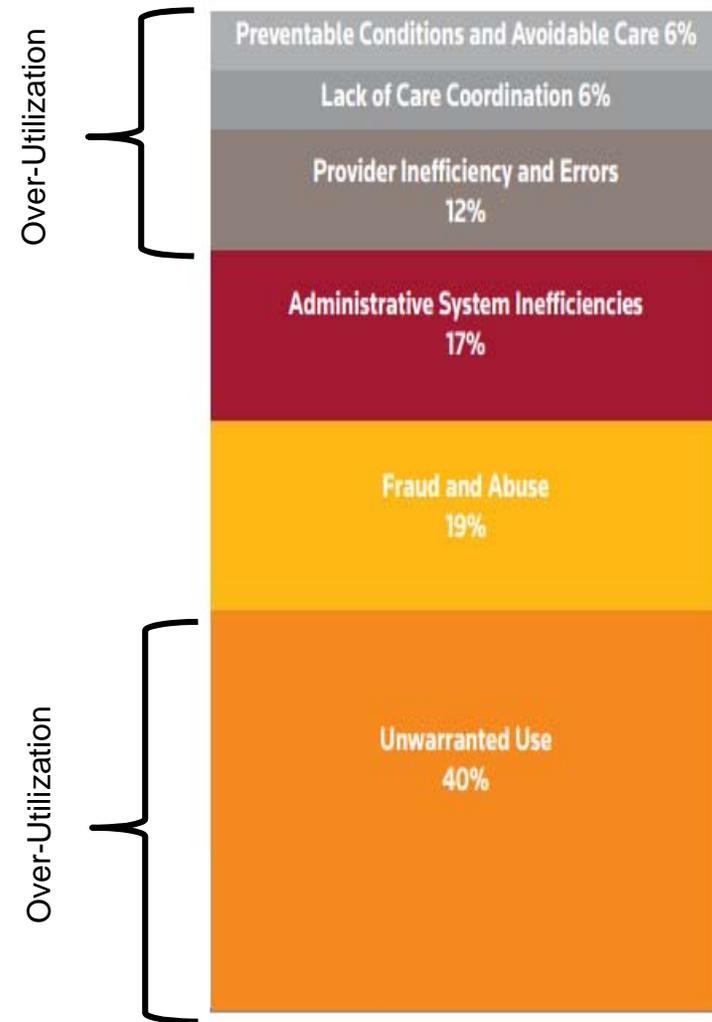
Why is population health important?

Estimated Costs of Unnecessary Care are \$700 Billion

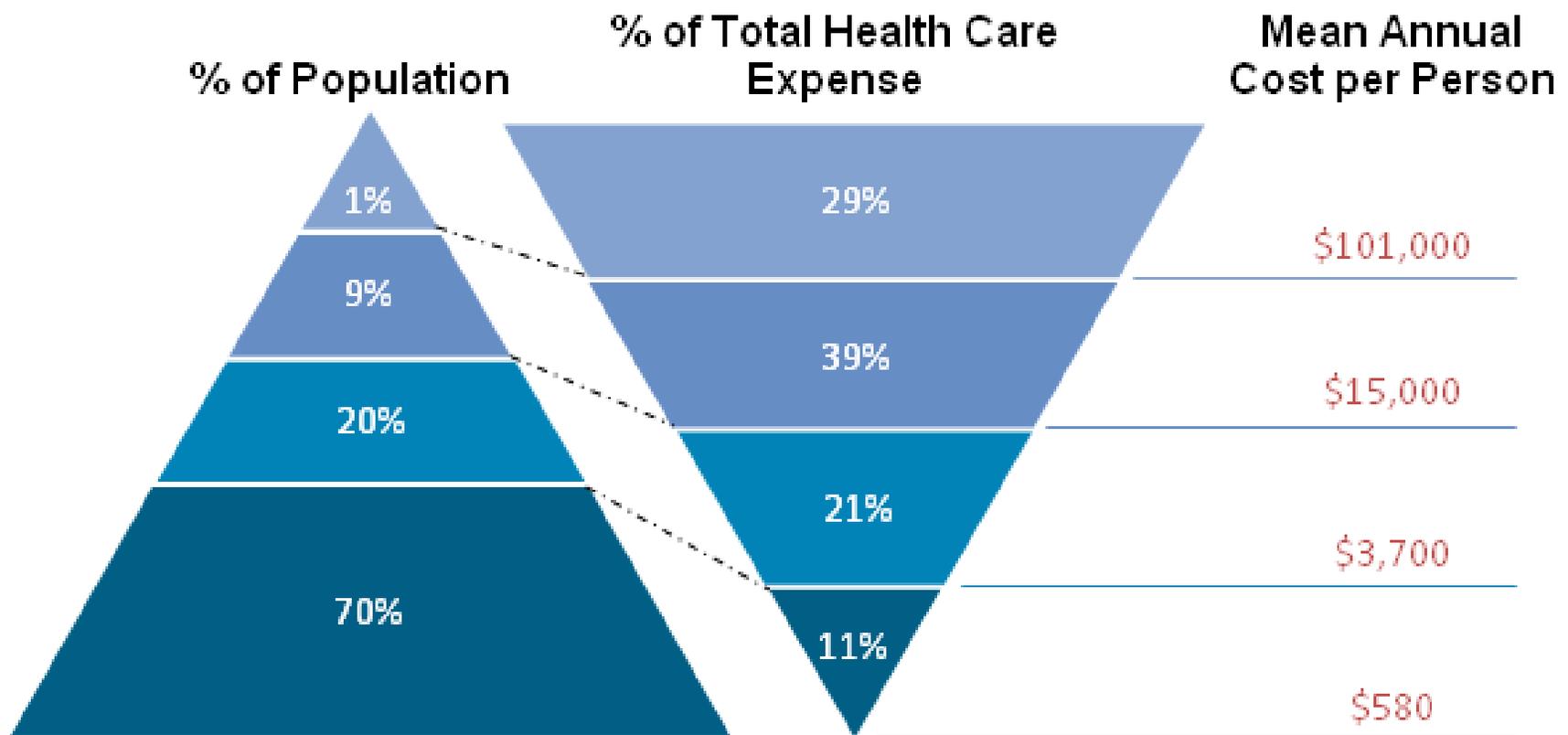
Component Ranges	
The six component ranges (in billions of dollars) included in the total are:	
1. Administrative System Inefficiencies	\$100-150
2. Provider Inefficiency and Errors	\$75-100
3. Lack of Care Coordination	\$25-50
4. Unwarranted Use	\$250-325
5. Preventable Conditions and Avoidable Care	\$25-50
6. Fraud and Abuse	\$125-175

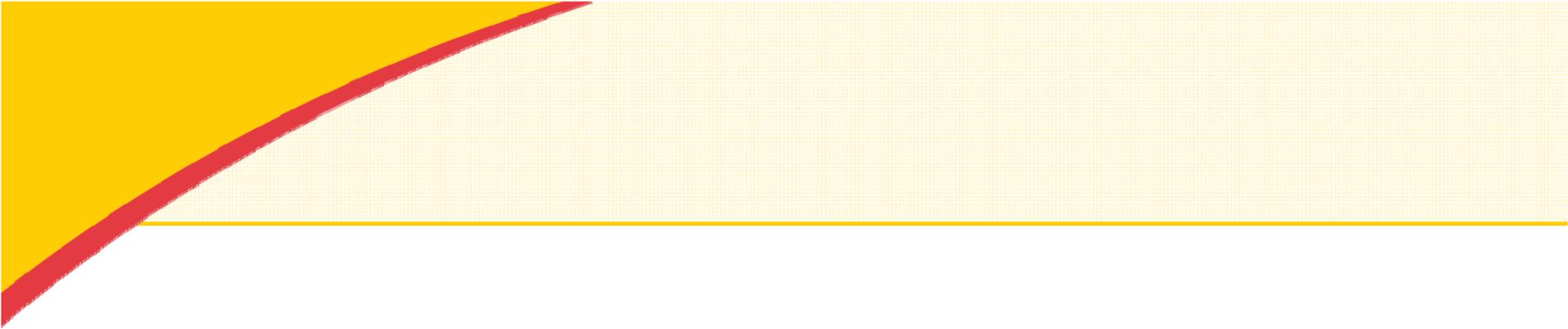
64 % or roughly \$450 billion spent on Over-Utilization Events

Source: "Where can \$700 billion in Waste Be Cut Annually From the U.S. Healthcare System?" – Robert Kelley, Vice President, Healthcare Analytics Thompson Reuters



The 70/10 Rule





Population health promotes a greater emphasis on the role of the consumer

Where are patients today?

I am confused about what to do next

No doctors ask me what my goals are

How will I manage when I get home?

I can't afford to fill my prescriptions if I buy these groceries



I feel fine. Why worry about my health?

Whose doctors can I trust?

Do these people even talk to each other???

My neighbor recommended a specialist. Is she any good?



My dad is not safe to be at home any longer

The mind set needs to change for providers, payers, and patients

Current system

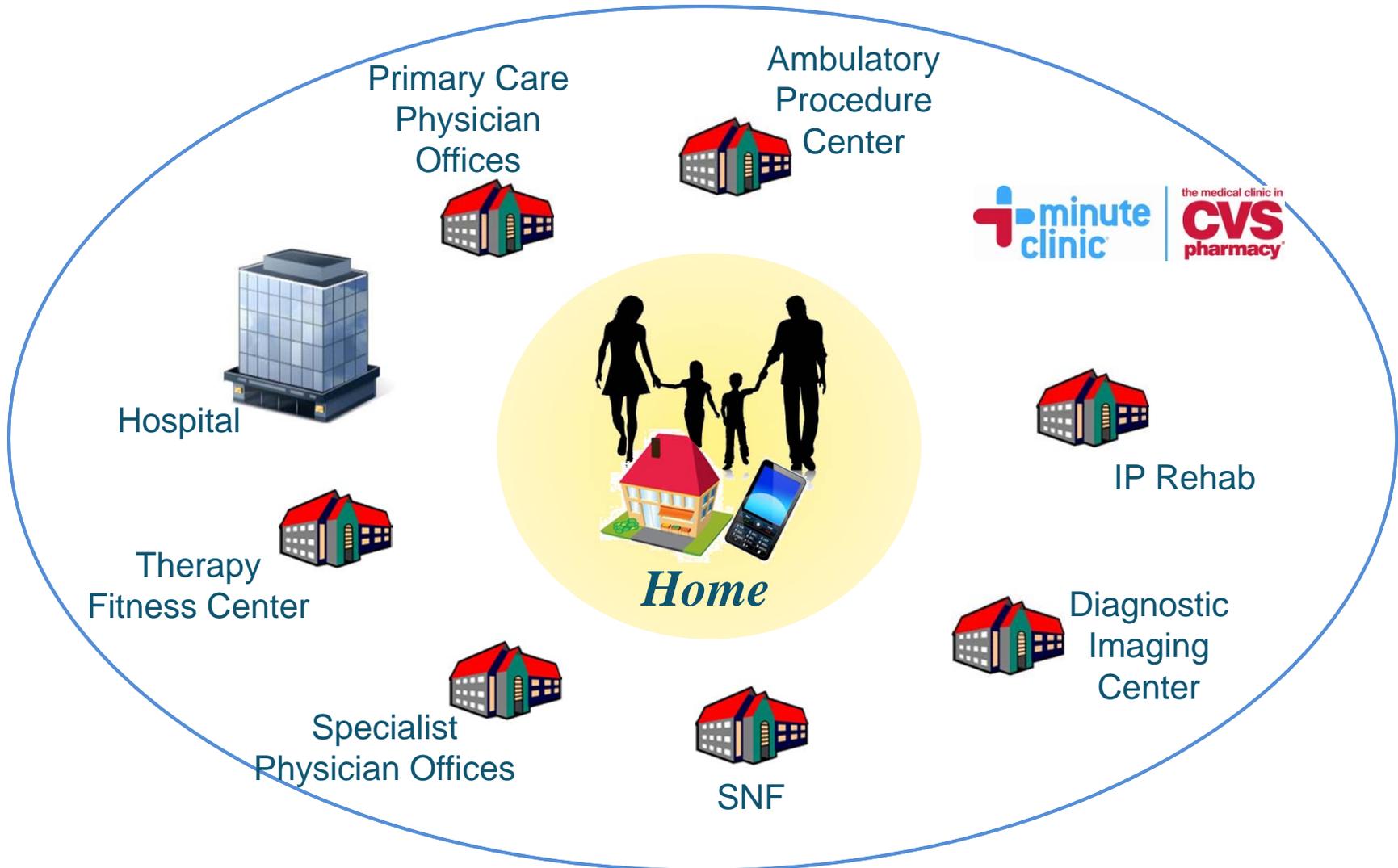
- *Providers – Wait for patients to come to us*
- *Payers – Hope patients don't go to the hospital*
- *Patients – I want to feel better and I need help*

Goals of population health management:

- *Make it as easy as possible for the patient to get the care they need when they need it*
- *Make it as difficult as possible for the patient not to get the care they need when they need it*

The Future: Patient at the Center

Vision of Care Coordination



How do we get there?

- Physician driven clinical performance improvement
 - *Clinical protocols*
 - *Evidence based practices*
- Relationships with community providers
 - *Federally Qualified Health Centers*
 - *Skilled Nursing Facilities*
 - *Home health*
- IT infrastructure
 - *Internal connectivity*
 - *Information sharing with community provider EMRs*
 - *Data analytics*

How do we get there?

- Provider contracting
 - *Paid for value, not volume*
 - *Incentives for quality benchmarks*
- Robust care coordination
 - *Must be local*
 - *Ability to coordinate across facilities, specialties, and services*

How do we get there?

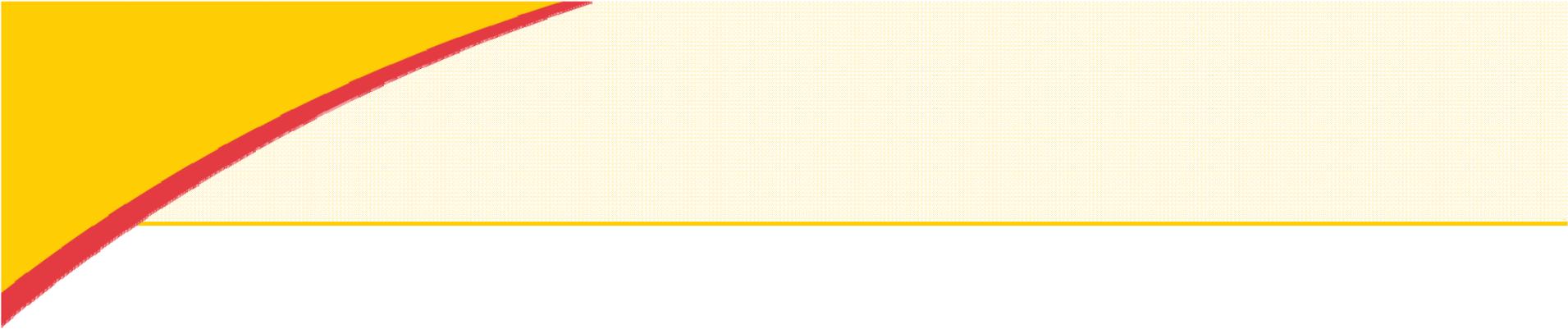
- Patient involvement
 - *Personal interaction*
 - *Technology*
- Health plan design
 - *Incentives for appropriate settings and timely care?*
 - *Penalties for not receiving preventive care?*
 - *Focus on quality, not just price*

Example: CVS Health

Clinical collaboration in specific areas:

- Bedside delivery of medications;
- The exchange of clinical information on medication adherence; and,
- Joint clinical programs with CVS Minute Clinics and pharmacies.

Convenience  Better patient care



Questions?