FULCRUM CONFERENCE

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Journey to Value Based Care

WHO’S ON YOUR TEAM?

EXPANDING SOLUTIONS THROUGH TEAM BASED CARE
Journey to Value Based Care

WHO’S ON YOUR TEAM?

WHY BE ON A TEAM?

EXPANDING SOLUTIONS THROUGH TEAM BASED CARE

SOLUTION? WHAT’S THE PROBLEM?
United States Health Care Costs

- **U.S. Health Care** spending grew 3.9% in 2017, reaching $3.5 trillion or $10,739 per person.

- As a share of the nation's Gross Domestic Product, health spending accounted for 17.9%.

- **U.S. Health Care** Costs Skyrocketed to $3.65 Trillion in 2018.

*Source: Centers for Medicare and Medicaid Services.*
IOM REPORTS

• To Err is Human – 1999
• Crossing the Quality Chasm – 2001
• Tens of billions of dollars wasted annually
• Care too often inadequate, harmful (98,000 preventable deaths)
• Minimal long-term impact – complacency
US HEALTHCARE

IOM of National Academies

- “Healthcare harms too frequently and routinely fails to deliver its potential benefits.”
  - Contradicts bedrock belief: “Americans enjoy the finest healthcare in the world.”
“WE’RE GREAT!”

WHERE’S THE PROOF?
REPORTS: Rand Corporation, IOM, Dartmouth

- Variation in Cost
- Variation in Outcome
Stakeholders In The Healthcare Landscape

Connection of resources and support to help PATIENTS achieve better health outcomes and to decrease costs.

VALUE!
Building Bridges Between Stakeholders

- Engage providers in a whole-person approach to health and care
- Partner in the movement from volume to value and make it real
- Empower through real-time analytics + Data Sharing
THE SPINE TEAM
Fragmented Spine Care – THE PROBLEM!
The Strategy That Will Fix Health Care

Providers must lead the way in making value the overarching goal by Michael E. Porter and Thomas H. Lee
Providers must lead the way in making value the overarching goal.

By Michael E. Porter and Thomas H. Lee.
The Value Agenda
The strategic agenda for moving to a high-value health care delivery system has six components. They are interdependent and mutually reinforcing. Progress will be greatest if multiple components are advanced together.

1. Organize into integrated practice units (IPUs)
2. Measure outcomes and costs for every patient
3. Move to bundled payments for care cycles
4. Integrate care delivery across separate facilities
5. Expand excellent services across geography
6. Build an enabling information technology platform
INTERGRATED PRACTICE UNITS

• Multiple disciplines working together side by side, toward the same goal and values
• Virtual IPUs
• Communication is key
• Patient is the center of care
Communication

“Effective communication is responsive to the needs of the whole patient and family dynamic; it is essential to patient-centered and family centered care, the basic building block of the medical home concept.”
THE SPINE TEAM
An integrated spine program partnering with primary care.

Primary Care Physicians Play An Important Role
INTEGRATION

• Aligned in Goals
• Consistency of Messaging to Patients
• Communication and Connectiveness
IMPLEMENTING INTEGRATION

• Level of Integration – A Spectrum
  • Collaboration
  • Coordination
  • Co-location
SOLUTIONS???

1. Multidisciplinary, integrated patient-centered care – IPU
2. Pathways and guidelines – alignment of providers
3. Gatekeepers
DATA FROM:

• Allina Health ("Self-Insured")
• OPTUM (United) Health Care
• Episodes of Care
• PT & Chiro Point of Entry
• Significant lower cost, no ......
PATIENT CARE COMPONENTS

Patient Centered

Multidisciplinary

Integrated
LEVEL OF INTEGRATION

• Will determine:
  • Satisfaction of patient experience
  • Outcomes
  • Cost of care
Good Patient Care

• Is more than curing a disease
• It’s caring for the WHOLE person
• A continuum
• Requires a partnership of family and providers surrounding the patient
• Consistent
How to build the **Team**

- Partner with known local providers who share the same care philosophies
- Comprehensive + Tailored to patient’s needs
- Ensure each part of the continuum is represented
- Where there are gaps, bring others providers to the **TEAM**
- Where care cannot be delivered locally, ensure communication back to the team is clear and understood (transparent)
- Create a seamless feedback loop for the local team in order to meet goals and increase efficiency
The Journey: Developing a Spine Program

- Not a one-shot effort
- Open-ended commitment
- Goal is **Value** (Quality & Cost)
- Culture of **Patients First**
- Constant measurable improvement
- Leadership & Organization & Teamwork
- IPUs with Accountability
- Commitment – Horizontal & Vertical
TRANSFORMING HEALTH CARE

• Volume Fee for Service  ➔  Value-Based Care
• Provider Self-Optimizing  ➔  Optimizing Patient