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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?

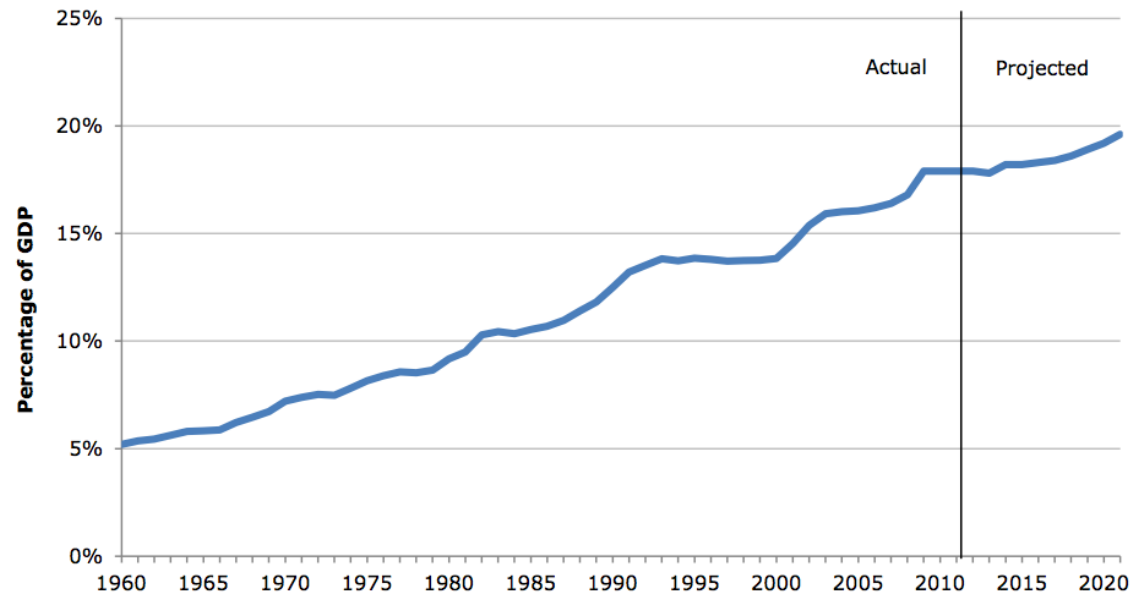
**EXPANDING SOLUTIONS THROUGH TEAM
BASED CARE**

SOLUTION? WHAT'S THE PROBLEM?

United States Health Care Costs

Figure 2: U.S. National Health Expenditures as a Share of GDP, 1960-2021

- **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.”

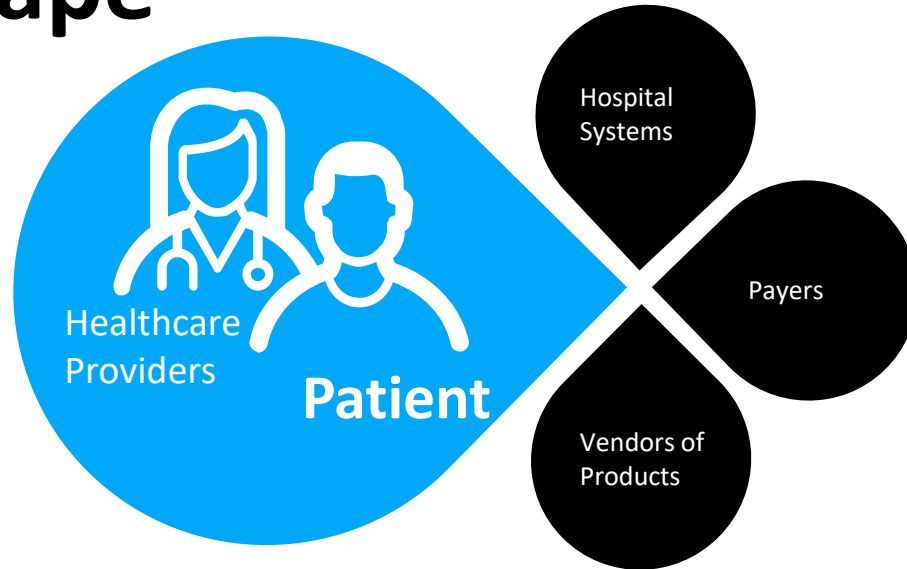
“WE’RE GREAT!”

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



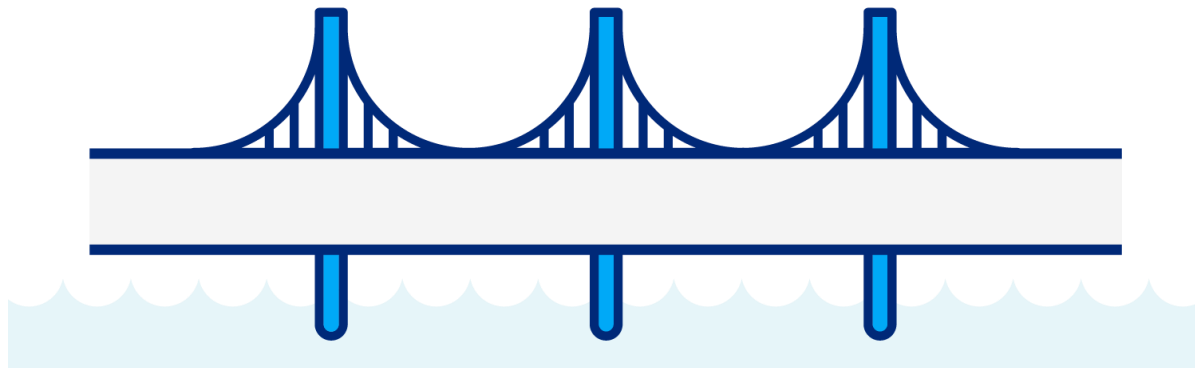
Engage providers in a whole-person approach to health and care



Partner in the movement from volume to value and make it real

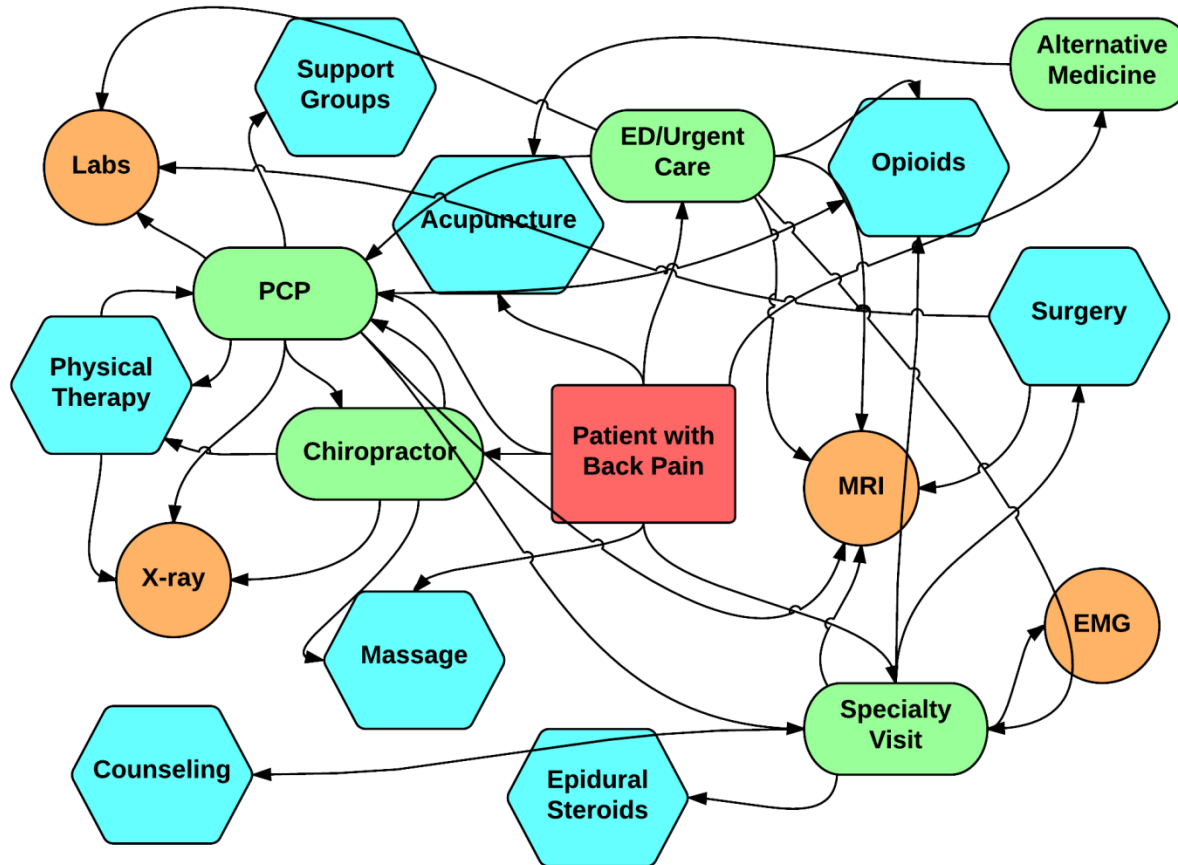


Empower through real-time analytics + Data Sharing



THE SPINE TEAM

Fragmented Spine Care – **THE PROBLEM!**



HBR.ORG

Harvard Business Review



OCTOBER 2013
REPRINT R1310B

THE BIG IDEA

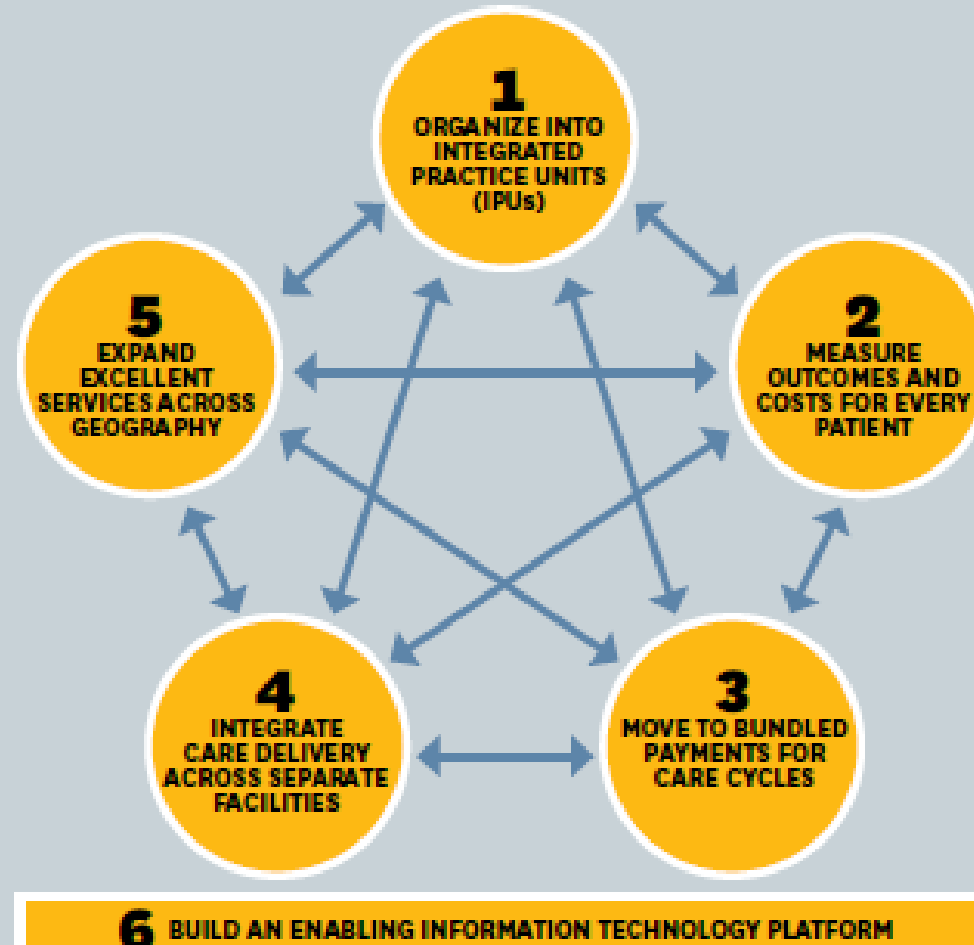
The Strategy That Will Fix Health Care

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.

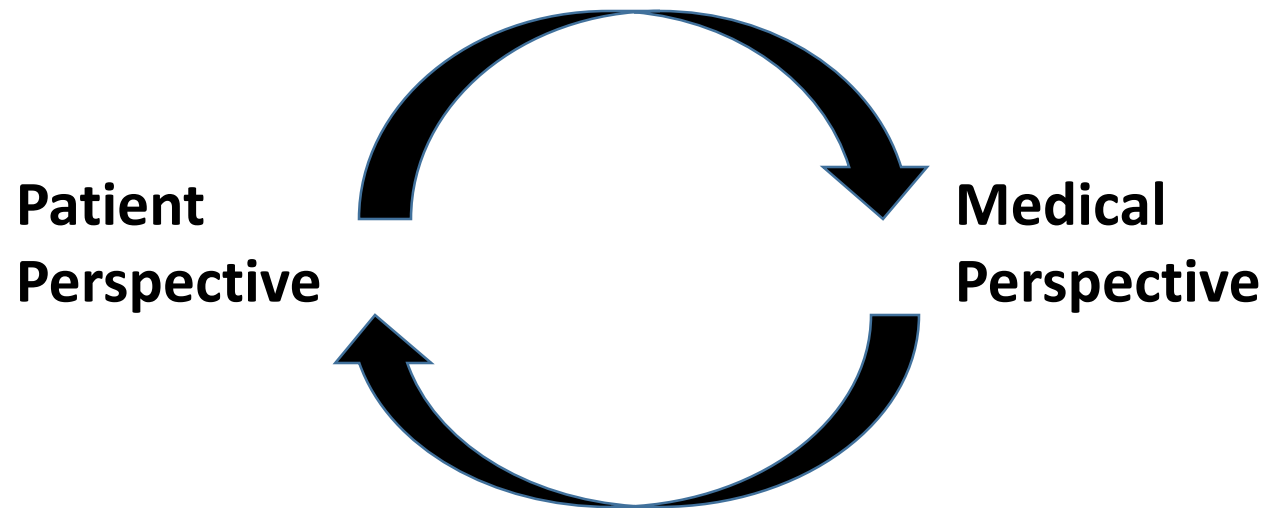


INTERGRATED PRACTICE UNITS

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

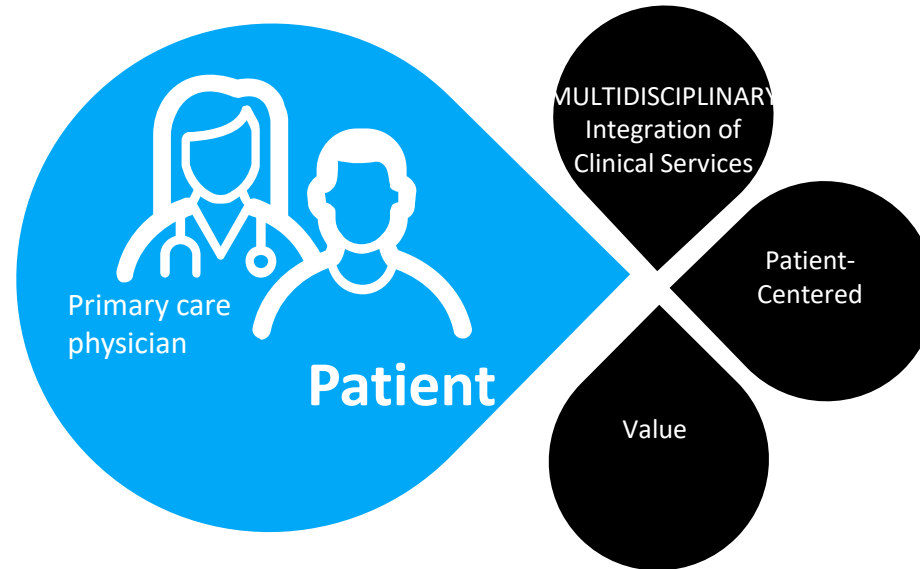
Communication

“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
Centered**

Multidisciplinary

Intergrated

PATIENT CARE COMPONENTS

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