Primary Care as the Cornerstone for a Successful Network

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Essential Building Blocks

- Improve Quality & Access
  Reduce Costs & Waste

- Financially Sustainable
  Approaches that support the transition from a fee-for-service value-based reimbursements

- Delivery Network
  Expanding and connecting the delivery network across the continuum of care

- Care Model & Enablement
  Driven by the care model across the continuum, connected and supported by effective uses of information technology

- Foundation
  Strong provider led organizational structure
Continuum of Care

Acute Care

Hospital

Micro-Hospital

Community Health Program

Primary Care Clinic

Urgent Care

Hospital-Without-Beds

Inpatient Rehab

Hospital-at-Home (HaH)

Skilled Nursing Facility

Outpatient Rehab

Home Care

Post-Acute Care

Ambulatory Care

Digital Health

Home

Community Health Program

Primary Care Clinic

Hospital-Without-Beds
Primary Care
Is where the real opportunity exists

Critical to the success of any network:
• Ability to engage and intervene early
• Opportunity to reengineer primary care for true transformation
• Ability to create linear integrity with the patient’s care
• Ability to intervene prior to an event
• Develop patient trust
Primary Care Transformation
Care Model Redesign – Embedded care team resources

Opportunity to:
• Directly engage the patient
• Aggregate all information and documents from across the continuum of care
• Discuss options and their expectations with the patient
• Identify SDOH and engage community resources
Primary Care Transformation
Care Model Redesign – Care team approach

• Combination of specific embedded team members linked to external resources across the delivery system and community
• Varying levels of clinical expertise and training based on goals of the role
• Continuous evaluation of outcomes and root cause analysis
• Effective team interventions and training for team members
Data & Analytics

- Ability to aggregate disparate clinical sources
- Automation of reporting data to physicians and purchasers
- Provide data to the point of care
- Verify payer reports and attribution
- Drive quality and performance improvement
- Produce risk categorization, quality and cost analysis, and develop predictive modeling
Inherent Barriers for Successful Networks

• **Reliance on hospital resources** to drive data, care management and quality

• Can’t afford the **upfront investment capital** to build expert teams and systems needed to drive outcomes

• **Physicians aren’t incentivized** in real time for driving outcomes

• Unwilling/unable to take **financial downside risk** to gain the upside potential of global contracts

• Not **enough patient volume** to drive changes in practice or financial reporting

• Consequences of **inaction or indecision**
Keys to Success in Value-Based Care

• Develop enablement resources into a focused separate company or create a partnership for services

• Make investments to create expertise and competencies up front

• Align real time incentives to support clinical models & engage physicians

• Embrace risk with enough upside potential to offset expenses

• Make the value-based processes the path of least resistance

• Transform the role of primary care
Thank you.

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