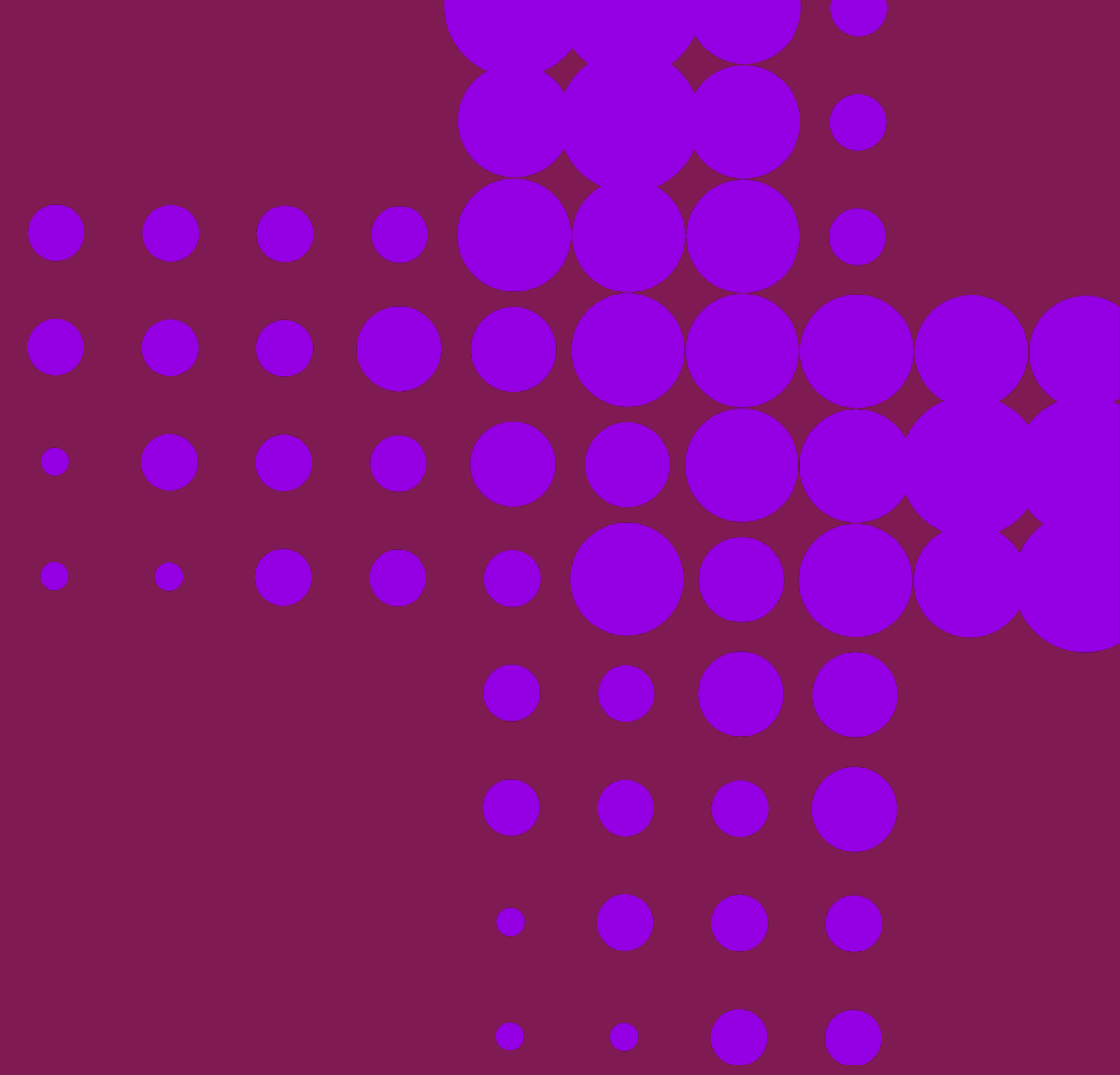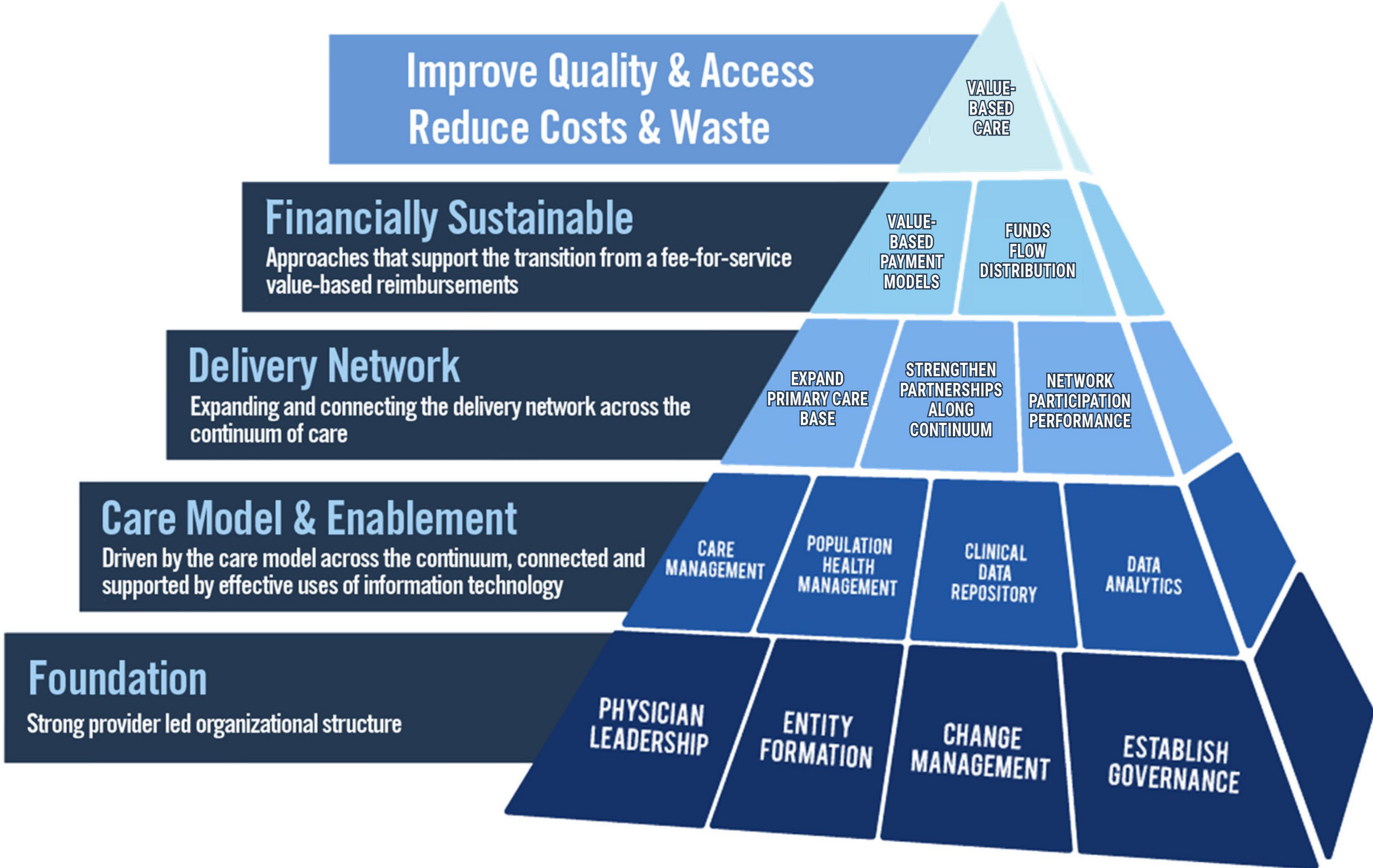# UpStream

Primary Care as the Cornerstone for a Successful Network
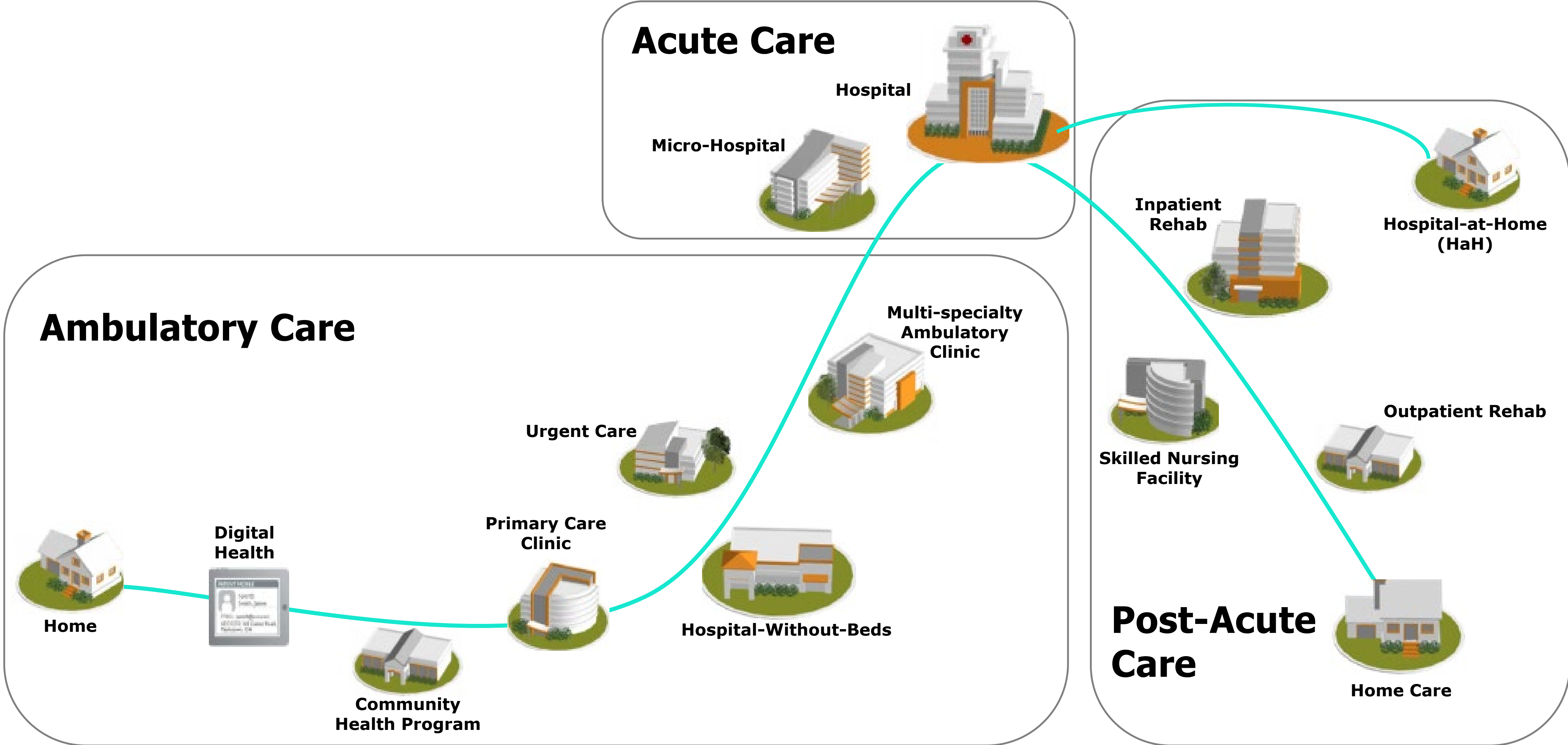
Angelo Sinopoli, MD
Chief Network Officer
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Essential Building Blocks

Improve Quality & Access
Reduce Costs & Waste

VALUE-BASED CARE

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

VALUE-BASED PAYMENT MODELS

FUNDS FLOW DISTRIBUTION

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

EXPAND PRIMARY CARE BASE

STRENGTHEN PARTNERSHIPS ALONG CONTINUUM

NETWORK PARTICIPATION PERFORMANCE

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

CARE MANAGEMENT

POPULATION HEALTH MANAGEMENT

CLINICAL DATA REPOSITORY

DATA ANALYTICS

Foundation
Strong provider led organizational structure

PHYSICIAN LEADERSHIP

ENTITY FORMATION

CHANGE MANAGEMENT

ESTABLISH GOVERNANCE

Continuum of Care

Acute Care

Hospital

Micro-Hospital

Ambulatory Care

Multi-specialty Ambulatory Clinic

Urgent Care

Primary Care Clinic

Digital Health

Home

Community Health Program

Hospital-Without-Beds

Inpatient Rehab

Hospital-at-Home (HaH)

Skilled Nursing Facility

Outpatient Rehab

Post-Acute Care

Home Care

Modified from SG2 slide

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

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Thank you.

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