December 14, 2011 James L. Holly, MD CEO, SETMA, LLP <u>www.jameslhollymd.com</u>

IBM Healthcare Academy Community Healthcare IT Solutions Where we are? Where we need to go?

- Pursue Electronic Patient Management rather than Electronic Patient Records
- 2. Bring to every patient encounter what is known, not what a particular provider knows
- 3. Make it easier to do "it" right than not to do it at all

- 4. Continually challenge providers to improve their performance
- 5. Infuse new knowledge and decision-making tools throughout an organization instantly
- 6. Promote continuity of care with patient education, information and plans of care

- 7. Enlist patients as partners and collaborators in their own health improvement
- 8. Evaluate the care of patients and populations of patients longitudinally

- 9. Audit provider performance based on endorsed quality measurement sets
- Integrate electronic tools in an intuitive fashion giving patients the benefit of expert knowledge about specific conditions

- 1. Care where the same data base is being used at ALL points of care.
- 2. A robust EHR to accomplish the above.
- A robust business-intelligence analytics system, which allows for real-time data analysis at the point of care.

Critical Supports Required for Success in Healthcare Performance Improvement

4. A laser printer in every examination room so that personalized evaluation, educational and engagement materials can be provided to every patient at every encounter, with the patient's personal health data displayed and analyzed for individual goal setting and decision making.

Critical Supports Required for Success in Healthcare Performance Improvement

- 5. Quality metric tracking, auditing and statistical analysis.
- 6. Public Reporting of quality metric performance by provider name (BI Deployment).
- 7. Quality Improvement initiatives based on tracking, auditing and analysis of metrics.

Critical Supports Required for Success in Healthcare Performance Improvement

 Shared vision among all providers, support staff and administrators – a personal passion for excellence -- which creates its own internalized, sustainable energy for the work of healthcare transformation.

- 9. Celebratory culture which does not compete with others but continually improves the organization's own performance, using others as motivation but not as a standard.
- 10. Monthly peer-review sessions with all providers, to review provider performance and to provide education in the use of electronic tools.

- **11.** Adequate financial support for the infrastructure of transformation.
- 12. Respect of the personal value of others and the caring for people as individuals.

- 13. An active Department of Care Coordination and a hospital-care support team which is in the hospital twenty-four hours a day, seven days a week.
- 14. Aggressive end-of-life counseling with all patients over fifty, and active employment of hospice in the care of patients when appropriate.

Quality metrics are not an end in 1. themselves. Optimal health at optimal cost is the goal of quality care. Quality metrics are simply "sign posts along the way." They give directions to health. And the metrics are like a healthcare "Global Positioning Service": it tells you where you want to be; where you are, and how to get from here to there.

2. The BI auditing of quality metrics gives providers a coordinate of where they are in the care of a patient or a population of patients.

3. BI Statistical analytics are like coordinates to the destination of optimal health at optimal cost. Ultimately, the goal will be measured by the well-being of patients, but the guide posts to that destination are given by the analysis of patient and patient-population data.

There are different classes of quality metrics. 4. No metric alone provides a granular portrait of the quality of care a patient receives, but all together, multiple sets of metrics can give an indication of whether the patient's care is going in the right direction or not. Some of the categories of quality metrics are: access, outcome, patient experience, process, structure and costs of care.

The collection of quality metrics should be 5. incidental to the care patients are receiving and should not be the object of care. Consequently, the design of the data aggregation in the care process must be as non-intrusive as possible. Notwithstanding, the very act of collecting, aggregating and reporting data will tend to create a Hawthorne effect.

6. The power of quality metrics, like the benefit of the GPS, is enhanced if the healthcare provider and the patient are able to know the coordinates while care is being received.

7. Public reporting of quality metrics by provider name must not be a novelty in healthcare but must be the standard. Even with the acknowledgment of the Hawthorne effect, the improvement in healthcare outcomes achieved with public reporting is real.

 Quality metrics are not static. New research and improved models of care will require updating and modifying metrics.

The **tracking** by each provider on each patient 1. of the provider's performance on preventive and screening care and on quality standards for acute and chronic care. This occurs simultaneously with care given by the healthcare team, including personal provider, nurse and clerk. Data aggregation occurs automatically at all points-of-care.

2. The **auditing** on the above standards is done for the practice, each clinic, or each provider. The focus of the audit is an individual patient, a unique population of patients, or a panel of patients.

The BI statistical analyzing of audit results to 3. measure improvement by practice, by clinic, or by provider. This includes analysis for ethnic disparities, and other discriminators such as age, gender, payer class, socio-economic groupings, education, frequency of visit, frequency of testing, etc. This allows SETMA to look for leverage points through which to improve care and/or to design quality improvement initiatives.

The **public reporting** by provider name of 4. performance over 200 quality measures. This helps overcome "clinical inertia," by pressuring all providers to improve; it also allows providers and patients to know what is expected of them. The disease management tools "plans of care" and the medical-home-coordination document summarize a patient's care and encourages him/her to ask the provider for any preventive or screening care which has not been provided.

5. The design of **Quality Assessment and Performance Improvement Initiatives –** SETMA's 2011 initiatives involved the elimination of all ethnic disparities of care for diabetes, hypertension and dyslipidemia, and reducing hospital preventable readmissions.

The Key to SETMA Model of Care

The key to this Model is the real-time ability of providers to measure their own performance at the point-of-care. This is done with multiple displays of quality metric sets, with real-time aggregation of performance, <u>incidental</u> to excellent care. The following are several examples which are used by SETMA providers.

Data Aggregation Incidental to Care Pre-Visit/Preventive Screening

	Diabetic Patients
Pre-Visit/Preventive Screening	Has the patient had a HgbA1c within the last year?
General Measures (Patients >18)	Date of Last 10/29/2011 Order HgbA1c
Has the patient had a tetanus vaccine within the last 10 years? Yes	Has the patient had a dilated eye exam within the last year? Yes
Date of Last 06/02/2005 Order Tetanus	Date of Last 02/03/2011 Add Referral Below
Has the patient had a flu vaccine within the last year? Yes	Has the patient had a 10-gram monofilament exam within the last year?
Date of Last 10/19/2011 Order Flu Shot	Date of Last 08/24/2011 Click to Complete
Has the patient ever had a pneumonia shot? (Age>50) N/A	Has the patient had screening for nephropathy within the last year?
Date of Last 01/26/2005 Order Pneumovax	Date of Last 08/18/2010 Order Micral Strip
Does the patient have an elevated (>100 mg/dL) LDL? Yes	Has the patient had a urinalysis within the last year?
Last 113 09/21/2011 Order Lipid Profile	Date of Last 07/07/2011 Order Urinalysis
Has the patient been screened at least once for HIV? (Age 13-64) Yes	Has the patient ever Has the patient been referred to
Date of Last 07/27/2011 Order HIV Screen	been referred to DSME? Yes DSME within the last two years?
Testing not required if patient refused or if positive diagnosis previously confirmed.	Add Referrals Below
Click If Patient Refuses Testing	Female Patients
	Has the patient had a pap smear within the last two years? (Ages 21 to 64)
	Date of Last // Add Referral Below
Elderly Patients (Patients >65)	Has the patient had a mammogram within the last two years? (Ages 40 to 69)
Has the patient had an occult blood test within the last year? (Patients >50) N/A	Date of Last 11 Add Referral Below
Date of Last	Has the patient had a bone density within the last two years? (Age >50)
Has the patient had a fall risk assessment completed within the last year?	Date of Last 03/27/2009 Add Referral Below
Date of Last 11/08/2011	Male Patients
Has the patient had a functional assessment within the last year?	Has the patient had a PSA within the last year? (Age >40)
Date of Last 04/01/2011	Date of Last 04/02/2007 Order PSA
Has the patient had a pain screening within the last year?	Has the patient had a bone density within the last two years? (Age >65)
Date of Last 04/01/2011	Date of Last 03/27/2009 Add Referral Below
Has the patient had a glaucoma screen (dilated exam) within the last year?	Referrals (Double-Click To Add/Edit)
Date of Last 02/03/2011 Add Referral At Right	Referral Status Referring
Does the patient have advanced directives on file or have they been N/A discussed with the patient?	
Discussed? Completed?	
Is the patient on one or more medications which are considered high risk N/A in the elderly?	

Data Aggregation Incidental to Care National Quality Forum (NQF) Measures

 There are similar tools for all of the quality metrics which SETMA providers track each day. The following is the tool for NQF measures currently tracked and audited by SETMA:

National Quality Forum (NQF) Measures

National Quality Forum (NQF) National Voluntary Consensus Standards

Legend Measures in red are measures which apply to this patient that are not in compliance. Measures in black are measures which apply to this patient that are in compliance.

Measures in gray are measures which do not apply to this patient.

General Health Measures

View Body Mass Index Measurement View Smoking Cessation Proper Assessment for Chronic COPI Adult Immunization Status

Blood Pressure Measures

- View Blood Pressure Measurement
- View Blood Pressure Classfication/Control

Medication Measures

- View Current Medication List
- View Documentation of Allergies/Reactions
- <u>View</u> Therapeutic Monitoring of Long Term Medications Drugs to Avoid in the Elderly
- View Appropriate Medications for Asthma
- View Inappropriate Antibiotic Treatment for Adults with Acute Bronchitis
- View LDL Drug Therapy for Patients with CAD

Chronic Conditions Measures

- View Comprehensive CHF Care
 - Osteoarthritis Care

Care for Older Adults Counseling on Physical Activity View Urinary Incontinence in Older Adults Colorectal Cancer Screening

Fall Risk Management

Diabetes Measures

- View Dilated Eye Exam
- View Foot Exam
- View Hemoglobin A1c Testing/Control
- View Blood Pressure
- View Urine Protein Screening
- View Lipid Screening

Female Specific Measures

Breast Cancer Screening Cervical Cancer Screening Chlamydia Screening Osteoporosis Management

Pediatric Measures

Appropriate Screening for Children with Pharyngitis Childhood Immunization Status

 The following are examples of BI auditing dashboards for provider performance analysis. Note: Columns in gold represent patients treated to goal and those in purple are the patients not treated to goal.



Chronic Hypertension - Measures Comparison (Most Recent 12 Months)



Controlled Group Selected Group



	Systolic	Diastolic
Controlled	121.5	72.2
Selected	146.9	83.2

	Standard Deviation					
	Systolic Diasto					
Controlled	10.7	8.6				
Selected	13.0 11.5					



	Visit Frequency
Controlled	4.0
Selected	1.8

Average Blood Pressure

SETMA is able to look at differences between the care of patients who are treated to goal and those who are not. Patients can be compared as to socio-economic characteristics, ethnicity, frequency of evaluation by visits, and by laboratory analysis, numbers of medications, payer class, cultural, financial and other barriers to care, gender and other differences. This analysis can suggest ways in which to modify care in order to get all patients to goal.



	Appts Made	Appts Not Kept
Controlled	7.2	0.4
Selected	6.8	0.5



	BP Controlled	HPT Improving	HPT Degrading	LDL Controlled	Lost Control	Treatment Changed
Controlled	100.0%	54.0%	39.4%	54.6%	0.0%	0.0%
Selected	0.0%	25.7%	65.4%	47.2%	69.9%	84.5%



Upcomming Appt		MN Therapy	Plan Care	Risk Stratification	
Controlled	27.5%	0.0%	83.8%	66.5%	
Selected	26.5%	0.0%	85.2%	63.4%	



Chronic Diabetes - Measures Comparison (Most Recent 12 Months)

Controlled Group Time Basis: **Prior 12 Months** Controlled Group Constrained to: **All SETMA** Practice: **SETMA 1, SETMA**

Practice: SETMA 1, SETMA 2, SETMA West Provider: None





	HgbA1c Avg	Standard Deviation
Controlled	6.4	0.8
Selected	8.5	1.5



	Visit Frequency
Controlled	4.6
Selected	3.5



	Yearly Glyco Tests	Yearly LDL Tests	Yearly UA Tests
Controlled	2.3	2.1	2.0
Selected	4.1	2.5	2.5



	Self Pay	Blue Cross	HMO Capitated	HMO Fee For Service	Legal	Medicaid	Medicare	PPS- Outreach	Workmans Comp
Controlled	19.4%	11.0%	39.8%	0.0%	0.0%	1.3%	28.0%	0.5%	0.0%
Selected	27.1%	14.2%	30.2%	0.0%	0.0%	1.5%	26.7%	0.2%	0.0%



	African American	Ethnicity Asian	Caucasian	Hispanic	Other/None
Controlled	35.5%	0.5%	59.5%	2.7%	1.8%
Selected	34.5%	1.1%	58.4%	3.7%	2.2%

 SETMA can also compare different providers and clinics with one another:



Chronic Diabetes - HgbA1c Trending


Auditing Performance

SETMA's provider performance is benchmarked against published, evidence-based, national standards of care. Because SETMA has deployed a robust Business Intelligence (BI, COGNOS) solution for data auditing and analytics, and because we have bought multiple licenses, practice leadership, informatics staff and healthcare providers can review performance outcomes. SETMA also has monthly peer-review sessions with all providers. The clinic is closed for a morning, and performance on quality metrics, patient satisfaction and gaps in care are discussed openly among all providers. Collegial relationships and an organizational-cultural commitment to excellence make it possible for SETMA to be specific about needs for improvement in these monthly meetings.

SETMA COGNOS Dashboards Auditing Performance

 Dashboards are color coded: "white" is to goal, "yellow" needs improvement, and "red" is unacceptable. This display is of NQF Diabetes Metrics on HbA1c and LDL:

SETMA COGNOS Dashboards



NQF - Diabetes Measures - Glyco and LDL

E & M Codes: Clinic Only Encounter Date(s): Jan 1, 2011 through Oct 31, 2011

		HgbA1c Frequency		HgbA1c Level		LDL Screening	LDL Control		
Location	Provider	Within 12 Months	> 9.0	Between 6.5 - 9.0	< 6.5	Within 12 Months	< 130	< 100	
SETMA 1	Aziz	86.5%	11.0%	35.2%	42.9%	94.7%	80.9%	64.6%	
	Duncan	86.7%	12.4%	37.6%	43.7%	90.0%	79.6%	61.8%	
	Henderson	90.1%	10.6%	38.2%	44.9%	89.2%	84.4%	63.5%	
	Murphy	93.1%	8.4%	34.5%	52.9%	95.3%	85.9%	73.0%	
	Palang	65.2%	8.5%	24.8%	32.6%	66.3%	60.4%	46.7%	
	Thomas	92.0%	10.6%	53.1%	32.7%	88.5%	79.6%	58.4%	
S	SETMA 1 Totals:		10.1%	35.6%	45.0%	90.1%	80.8%	64.5%	
SETMA 2	Abbas	100.0%	0.0%	0.0%	100.0%	100.0%	100.0%	100.0%	
	Ahmed	68.5%	16.1%	33.4%	19.8%	86.3%	77.6%	61.7%	
	Anthony	94.5%	13.4%	40.0%	42.6%	94.3%	88.3%	66.2%	
	Anwar	92.0%	10.4%	43.6%	39.9%	95.6%	84.6%	58.5%	
	Cricchio, A	63.9%	12.0%	33.2%	18.8%	90.6%	84.5%	67.6%	
	Cricchio, M	91.9%	7.6%	41.3%	45.5%	94.8%	86.9%	64.1%	
	Holly	97.2%	5.5%	42.1%	50.3%	97.9%	84.8%	69.0%	
	Leifeste	88.2%	7.0%	28.4%	55.6%	90.8%	85.9%	68.8%	
	Wheeler	91.6%	8.9%	32.0%	54.1%	94.2%	84.9%	58.4%	
SETMA 2 Totals:		80.6%	11.9%	35.7%	34.5%	91.1%	83.0%	63.5%	
SETMA West	Curry	88.6%	10.7%	38.0%	43.5%	92.3%	81.2%	64.6%	
	Deiparine	76.9%	10.4%	32.0%	40.2%	81.2%	74.4%	56.2%	
	Halbert	81.9%	11.2%	36.7%	44.1%	85.4%	78.8%	56.7%	
	Hom	85.4%	6.2%	35.0%	51.7%	88.2%	79.0%	54.9%	
	Qureshi	78.6%	18.8%	29.6%	40.1%	80.3%	70.7%	52.3%	
	Satterwhite	79.7%	17.9%	38.9%	31.6%	80.4%	70.1%	49.8%	
	Vardiman	76.8%	8.8%	39.4%	40.4%	82.2%	74.7%	53.5%	
SETMA West Totals:		81.2%	11.3%	35.4%	42.7%	84.4%	76.2%	55.5%	
	SETMA Totals:		11.3%	35.6%	39.2%	89.1%	80.7%	61.7%	

SETMA COGNOS Dashboards Auditing Performance

Comparing 2007 results with 1/1/2011-12/31/2011, shows that the quality standards are still being met. HbA1c percentages above 9.0% are shown in red as SETMA "standard" is that this value should be zero, but the NCQA benchmark is less than 15% of the patients being treated for diabetes. All but one SETMA provider exceeds that standard.

SETMA COGNOS Dashboards



NQF - Diabetes Measures - Glyco and LDL

E & M Codes: Clinic Only Encounter Date(s): Jan 1, 2011 through Oct 31, 2011

		HgbA1c Frequency		HgbA1c Level		LDL Screening	LDL Control		
Location	Provider	Within 12 Months	> 9.0	Between 6.5 - 9.0	< 6.5	Within 12 Months	< 130	< 100	
SETMA 1	Aziz	86.5%	11.0%	35.2%	42.9%	94.7%	80.9%	64.6%	
	Duncan	86.7%	12.4%	37.6%	43.7%	90.0%	79.6%	61.8%	
	Henderson	90.1%	10.6%	38.2%	44.9%	89.2%	84.4%	63.5%	
	Murphy	93.1%	8.4%	34.5%	52.9%	95.3%	85.9%	73.0%	
	Palang	65.2%	8.5%	24.8%	32.6%	66.3%	60.4%	46.7%	
	Thomas	92.0%	10.6%	53.1%	32.7%	88.5%	79.6%	58.4%	
SETMA 1 Totals:		87.3%	10.1%	35.6%	45.0%	90.1%	80.8%	64.5%	
SETMA 2	Abbas	100.0%	0.0%	0.0%	100.0%	100.0%	100.0%	100.0%	
	Ahmed	68.5%	16.1%	33.4%	19.8%	86.3%	77.6%	61.7%	
	Anthony	94.5%	13.4%	40.0%	42.6%	94.3%	88.3%	66.2%	
	Anwar	92.0%	10.4%	43.6%	39.9%	95.6%	84.6%	58.5%	
	Cricchio, A	63.9%	12.0%	33.2%	18.8%	90.6%	84.5%	67.6%	
	Cricchio, M	91.9%	7.6%	41.3%	45.5%	94.8%	86.9%	64.1%	
	Holly	97.2%	5.5%	42.1%	50.3%	97.9%	84.8%	69.0%	
	Leifeste	88.2%	7.0%	28.4%	55.6%	90.8%	85.9%	68.8%	
	Wheeler	91.6%	8.9%	32.0%	54.1%	94.2%	84.9%	58.4%	
SETMA 2 Totals:		80.6%	11.9%	35.7%	34.5%	91.1%	83.0%	63.5%	
SETMA West	Curry	88.6%	10.7%	38.0%	43.5%	92.3%	81.2%	64.6%	
	Deiparine	76.9%	10.4%	32.0%	40.2%	81.2%	74.4%	56.2%	
	Halbert	81.9%	11.2%	36.7%	44.1%	85.4%	78.8%	56.7%	
	Hom	85.4%	6.2%	35.0%	51.7%	88.2%	79.0%	54.9%	
	Qureshi	78.6%	18.8%	29.6%	40.1%	80.3%	70.7%	52.3%	
	Satterwhite	79.7%	17.9%	38.9%	31.6%	80.4%	70.1%	49.8%	
	Vardiman	76.8%	8.8%	39.4%	40.4%	82.2%	74.7%	53.5%	
SETMA West Totals:		81.2%	11.3%	35.4%	42.7%	84.4%	76.2%	55.5%	
	SETMA Totals:	82.4%	11.3%	35.6%	39.2%	89.1%	80.7%	61.7%	

SETMA COGNOS Dashboards **NCQA** Diabetes Recognition



NCQA Diabetes Measures Encounter Date(s): January 1, 2011 to September 30, 2011

Location Name	Provider	Encounters	A1c >9.0 <= 15%	A1c < 8.0 >= 60%	A1c < 7.0 >= 40%	BP > 140/90 <= 35%	BP < 130/80 >= 25%	Eye Exam >= 60%	Smoking Cessation >= 80%	LDL >= 130 <= 37 %	LDL < 100 >= 36%	Nephropathy >= 80%	Foot Exam >= 80%	Total Points
SETMA 1	Aziz	769	9.9%	75.7%	59.2%	18.7%	54.2%	59.7%	96.9%	13.9%	68.8%	81.7%	74.9%	85
	Duncan	537	8.9%	81.2%	67.6%	11.9%	68.9%	59.0%	93.5%	14.2%	68.7%	83.4%	82.3%	90
	Henderson	621	10.5%	79.4%	66.2%	10.1%	69.1%	61.5%	95.1%	12.1%	67.5%	84.1%	95.3%	100
	Murphy	1,093	5.7%	86.3%	69.6%	14.0%	58.5%	46.5%	82.0%	12.3%	73.3%	87.3%	83.5%	90
	Palang	329	4.6%	47.7%	37.7%	19.5%	53.5%	23.1%	92.3%	6.7%	46.8%	31.0%	31.3%	67
	Thomas	156	9.6%	69.2%	45.5%	18.6%	55.8%	77.6%	100.0%	12.2%	60.9%	76.3%	82.7%	95
SETMA 2	Ahmed	2,078	16.3%	48.3%	32.0%	8.6%	62.6%	64.3%	72.2%	11.3%	63.5%	68.3%	99.5%	60
	Anthony	680	10.3%	78.2%	64.0%	13.4%	66.5%	65.6%	81.7%	10.4%	68.8%	92.6%	96.6%	100
	Anwar	1,013	8.5%	79.9%	65.2%	4.2%	81.2%	65.7%	96.5%	11.8%	63.6%	91.6%	75.5%	95
	Cricchio, A	829	12.1%	46.6%	30.5%	8.9%	71.7%	65.1%	79.8%	10.0%	69.5%	75.5%	99.3%	72
	Cricchio, M	632	7.8%	78.2%	64.4%	14.2%	61.2%	61.9%	66.4%	10.1%	66.6%	91.0%	85.8%	90
	Holly	219	6.4%	83.6%	71.2%	5.0%	82.6%	80.4%	71.9%	11.4%	71.2%	97.3%	95.0%	90
	Leifeste	756	7.3%	81.5%	70.8%	13.0%	65.2%	71.6%	59.6%	8.7%	69.2%	88.6%	82.7%	90
	Wheeler	486	7.6%	84.4%	73.9%	22.6%	56.6%	58.6%	81.4%	13.0%	61.9%	89.3%	88.7%	90
SETMA West	Curry	303	10.2%	77.9%	59.1%	15.8%	60.7%	70.3%	86.5%	13.2%	65.7%	87.1%	92.4%	100
	Deiparine	557	9.2%	72.2%	56.6%	25.3%	49.7%	51.3%	95.8%	13.8%	58.9%	70.7%	85.6%	85
	Halbert	911	10.9%	75.7%	62.5%	20.6%	55.5%	39.2%	98.0%	14.7%	60.9%	57.8%	84.5%	85
	Horn	563	5.2%	79.8%	65.9%	1.4%	70.5%	49.9%	90.6%	16.2%	55.1%	81.2%	95.2%	90
	Qureshi	309	19.4%	63.1%	52.1%	7.8%	71.2%	52.4%	98.7%	17.2%	59.2%	66.3%	95.8%	73
	Satterwhite	323	16.4%	60.1%	47.7%	22.6%	55.1%	53.6%	94.3%	19.2%	50.8%	76.8%	83.3%	73
	Vardiman	416	10.1%	74.0%	59.9%	19.5%	48.6%	61.1%	98.4%	13.5%	60.3%	66.1%	87.0%	95

NCQA Diabetes Recognition

Specific dashboards, such as the one above, have also been developed for programs such as the **NCQA Diabetes Recognition Program.** All SETMA clinics and providers qualified for this recognition in 2010-2013. Quarterly and annually, we now measure this standard so as to make sure that we continue to improve. As can be seen below, the dashboard gives the metric, the benchmark, the provider's performance and the aggregate score required for recognition.

SETMA COGNOS Dashboards NCQA Diabetes Recognition

 This material is given to the provider and it is posted on our website at <u>www.jameslhollymd.com</u> under *Provider Performance, NCOA Diabetes Recognition Program Audit.* Because all deficiencies in care are displayed in "red," SETMA providers have developed their own commitment to "get the RED out."

- Our COGNOS BI deployment presently does not allow us to examine and compare the cost of care between different providers. Our greatest need is to be able to Compare outcomes in conjunction with the cost of producing those outcomes.
- This will require a different BI function than we currently have.

- While we have and are expanding the functions of our Health Information Exchange and our secure web portal, we need to be able to share data dynamically between these functions. For instance, we have the ability to complete daily hospital progress notes with our EHR, but it is time consuming because we have to manually re-enter vital signs, medications, laboratory values.
- When these are done electronically, we will gain the power of electronics in performing this task excellently.

 A deepening philosophical rationale for the "medicine of the future" surrounding patientcentric, cost effective, collaborative care with the patient accepting responsibility for their own health and collaborating with their healthcare provider to choose rational options based on facts and not emotions.

 An acceptance by patients and provides, and the public, that there is time where the best choice is loving, compassionate, low-tech, nurturing care while a patient is going through the last acts of life.

The Future – What We Need

- A robust EHR with disease management and screening and preventive care tools in place and functioning.
- 2. The additional IT requirement of a secure web portal through which to communicate with patients and to engage them in their own care is essential.
- 3. An HIE which promotes the continuity of care through effective communication and sharing of patient-care information.

- 4. Experience with global risk for healthcare such as was gained by managed care in general and Medicare Advantage and its predecessors in particular.
- 5. Experience with quality metrics in tracking, auditing and analyzing data through which to design quality improvement initiatives, after finding leverage points for improvement.

- 6. The integration of data aggregation over a large network of providers, facilities and practice types. SETMA has this capacity internally and the MSO and HMO partner add to that capacity.
- 7. Proved ability to provide high quality, low cost care which is valued by patients. This has been proved by our success with HMO patients and by RTI International's cost, coordination and quality analysis of Medicare Fee-for-Service experience at SETMA for 2007, 2008, 2009 and 2010.

- 8. Experience with patient-centric care in a coordinated setting and with Patient-Centered Medical Home functionalities.
- Administrative, financial and coordination capabilities which include risk stratification, care management and direction, referral mapping, case management, etc.

10. A willingness on the part of healthcare providers to build a future for their patients and for themselves which in the short run will cost them but which in the long run will benefit all who participate.

The Key Is Coordination

 Recently, Mark Bertolini, Chairman, CEO & President of AETNA said, "Convenience is the new word for quality." The statement on its face seems an oversimplification. However, as SETMA became a PC-MH, we came to see that "Coordination" translates into:

The Key Is Coordination

- 1. Convenience for the patient, which,
- 2. Results in increased patient satisfaction, which contributes to,
- 3. The patient having confidence that the healthcare provider cares personally which,
- Increases the trust the patient has in the provider, all of which,

The Key Is Coordination

- Increases compliance (adherence) in obtaining healthcare services recommended which,
- 6. Promotes cost savings in travel, time and expense of care which,
- Results in patient safety and quality of care with cost savings.

Convenience

It was only through this analysis that we accepted "convenience" as a worthy goal of quality care as opposed to it only being a means of "humoring" patients. This fulfilled SETMA's goal of ceasing to be the constable, attempting to impose healthcare on our patients; and, to our functionally becoming the consultant, the collaborator, the colleague to our patients, empowering them to achieve the health they have determined to have.