

New Care Models to Support Value Based Population Health (and Volume)

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New Core Identity - An Adaptive Challenge



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Legacy Identity

- Silos
 - Individual
 - Small partner group
 - Local entity
 - Hospital

System Identity

- Adaptable Comp Model
- Structure - Form Meets Function
- Clear Expectations & Accountability
- Shared Vision

A close-up, shallow depth-of-field photograph of an orchestra. In the foreground, a violinist's hands are in sharp focus, playing a violin. The bow is moving across the strings. Behind them, other musicians, including another violinist and a cellist, are visible but blurred. The lighting is dramatic, with warm highlights on the instruments and hands against a dark background.

Unified Board

Unified Board

Charters & Service Line Alignment

- Primary Care
 - 6 submarkets
 - Dyadic leadership
- Specialty Care
 - Ortho, Cardiology
 - NeuroScience, Surgery
 - Medicine/Other

Committees

- Quality
- Compensation
- Practice Transformation
 - Develop and implement process, standards

Volume and Value



Volume

- APP leverage ratio
 - Capacity & Growth
- Referral Management
 - Growth & INSUI
- Access
 - Capacity & Growth

Value

- Team based model
 - Decreased cost per encounter
 - Increased patient panel per office
 - Increased total population
- Care management
 - Hybrid model, Evolent

Getting Great Outcomes



Increasing Primary Care Provider Capacity

- Primary Care Growth** > **+23**
Net Gain in Primary Care Providers last 18 months
- Third Available** > **2.7 → 1.9**
Over entire network of Primary Care last 9 months
- eVisits** > **400**
Per month – 1/2017 rollout
- Virtual Visits** > **30**
In first month of rollout

Expanding Productivity thru Practice Transformation

New Patient Access



+68%

Increase in New Pat. Visits in Transformed Sites

Panel Growth



3.5x

Greater Patient Panel Growth Rate in Transformed Sites

Converting Performance to Financial Outcomes

Value-based Revenue



3.0x

Greater value-based revenue through transformed sites

Payer Mix



Favorable to budget

Investment/provider



Favorable to budget & prior YTD