



# Delivering Results: Whole-Person Care

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September 9, 2024 | 1:00 PM



# Our Panelists

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**Alan Roth, DO**

Chairman of the MediSys  
Health Network Department  
of Family Medicine



**Mary Delaney**

Managing Partner,  
Vital Incite



**Padmaja Patel, MD**

Vice President,  
Midland Quality Assurance



# Alan Roth, DO

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Chairman of the MediSys  
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of Family Medicine

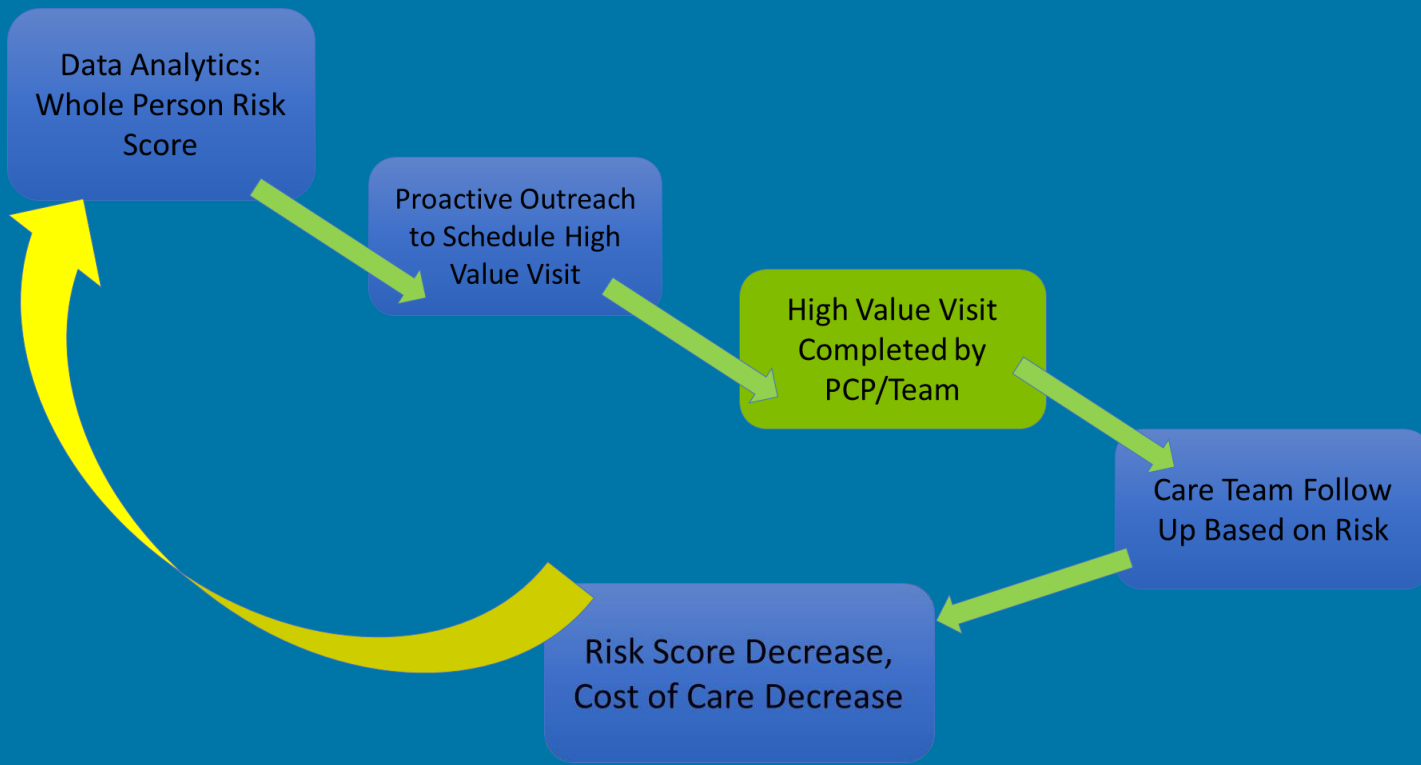




# Keys to Success in Advanced Primary Care

- High value care with Integrated Whole-Person Advanced primary care team implementation
- Proactive population health strategy
  - Accurate risk stratification
  - Primary care team proactive outreach based on risk
  - Risk assessment and capture as part of primary care workflow
- High value visit model to engage high risk patients with their care team

# APC Proactive Care Model



Low Risk / High Cost - LUQ



314 / 0.80%  
Members

\$15,553  
PMPY

\$4,883,710 / 2.42%  
Total



High Risk / High Cost - RUQ



5,368 / 13.60%  
Members

\$28,806  
PMPY

\$154,631,808 / 76.56%  
Total



Feb 2023  
N = 39161  
13.60%  
HRHC

C  
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T

Low Risk / Low Cost - LLQ



19,705 / 49.92%  
Members

\$687  
PMPY

\$13,541,495 /  
Total



Low Risk / High Cost - LUQ



287 / 0.81%  
Members

\$14,510  
PMPY

\$4,164,249 / 2.54%  
Total



High Risk / High Cost - RUQ



4,363 / 12.34%  
Members

\$28,514  
PMPY

\$124,404,718 / 75.96%  
Total



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Low Risk / Low Cost - LLQ



18,245 / 51.59%  
Members

\$653  
PMPY

\$11,921,353 / 7.28%  
Total



High Risk / Low Cost - RLQ



12,472 / 35.26%  
Members

\$1,867  
PMPY

\$23,280,461 / 14.22%  
Total



May 2024  
N = 35457  
12.34 % HRHC



# Advanced Primary Care Implementation: Impact on Cost of Care

- PMPY Spend:
  - 3/31/23 = \$5102
  - 5/31/24 = \$4631 (9.2% reduction in TCC on PMPY basis)
    - (-)\$471 PMPY per member with implementation
- Population = 37531 (average of last 12 months)
- PMPM cost reduction in past 15 months= \$17,677,101
- 22% Reduction in ED visits
- 20% Reduction in Hospital Days



# Mary Delaney

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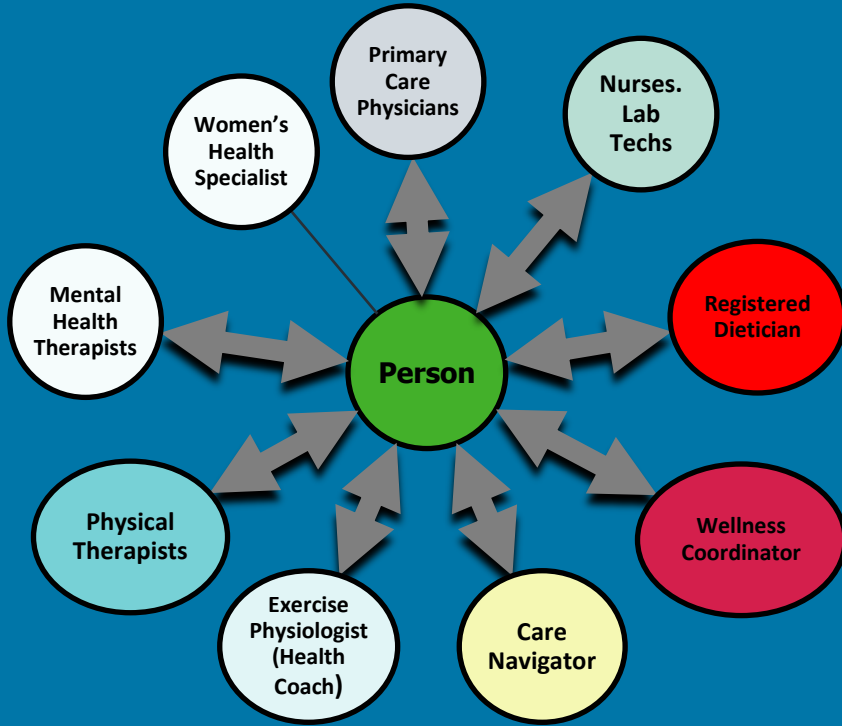
Managing Partner,  
Vital Incite







# Meeting the Needs of the Person



## Future Cost Drivers

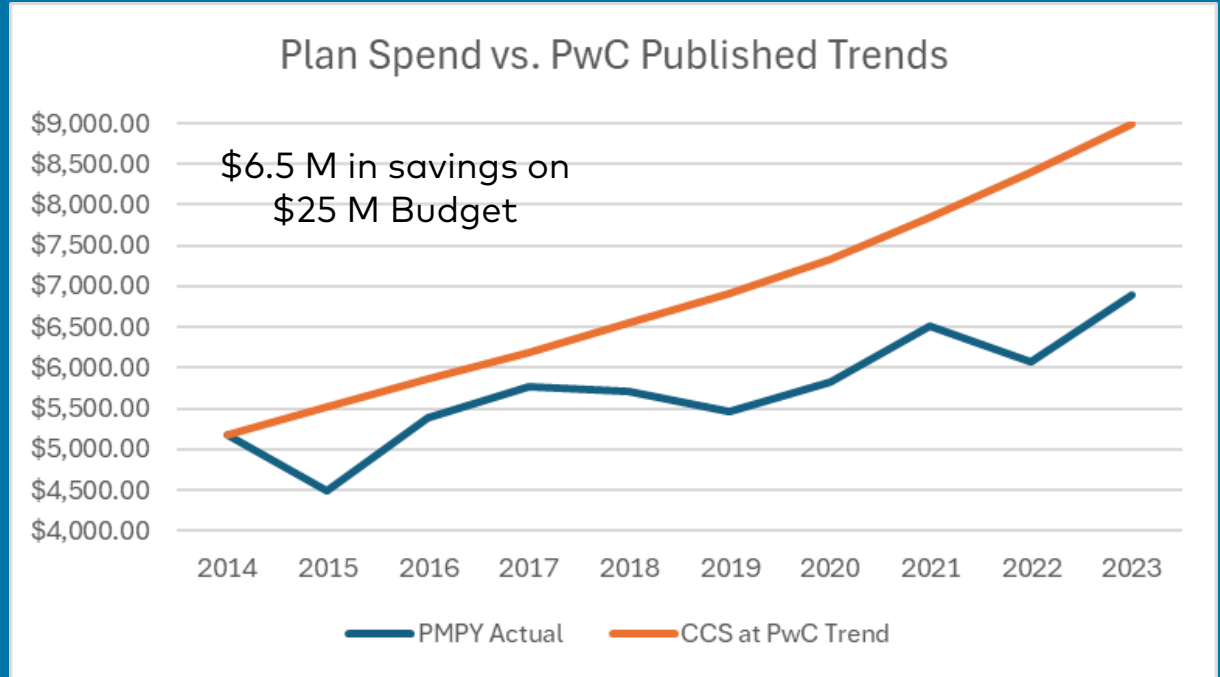
195 Members  
 6% Population → 52%  
 Next 12 Month's Spend

Wellness Center Primary Care	128
Wellness Center Coaching	18
Case Management	133

	Wellness Center Participants	Non-Wellness Center Participants
Cost Per Unit Risk Plan Paid	\$4,959	\$5,284
Total Cost PMPY Incurred	\$9,715	\$7,840
Average Current Risk	2.07	1.81
Average Prospective Risk	1.51	1.40



# Financial Impact





# Padmaja Patel, MD

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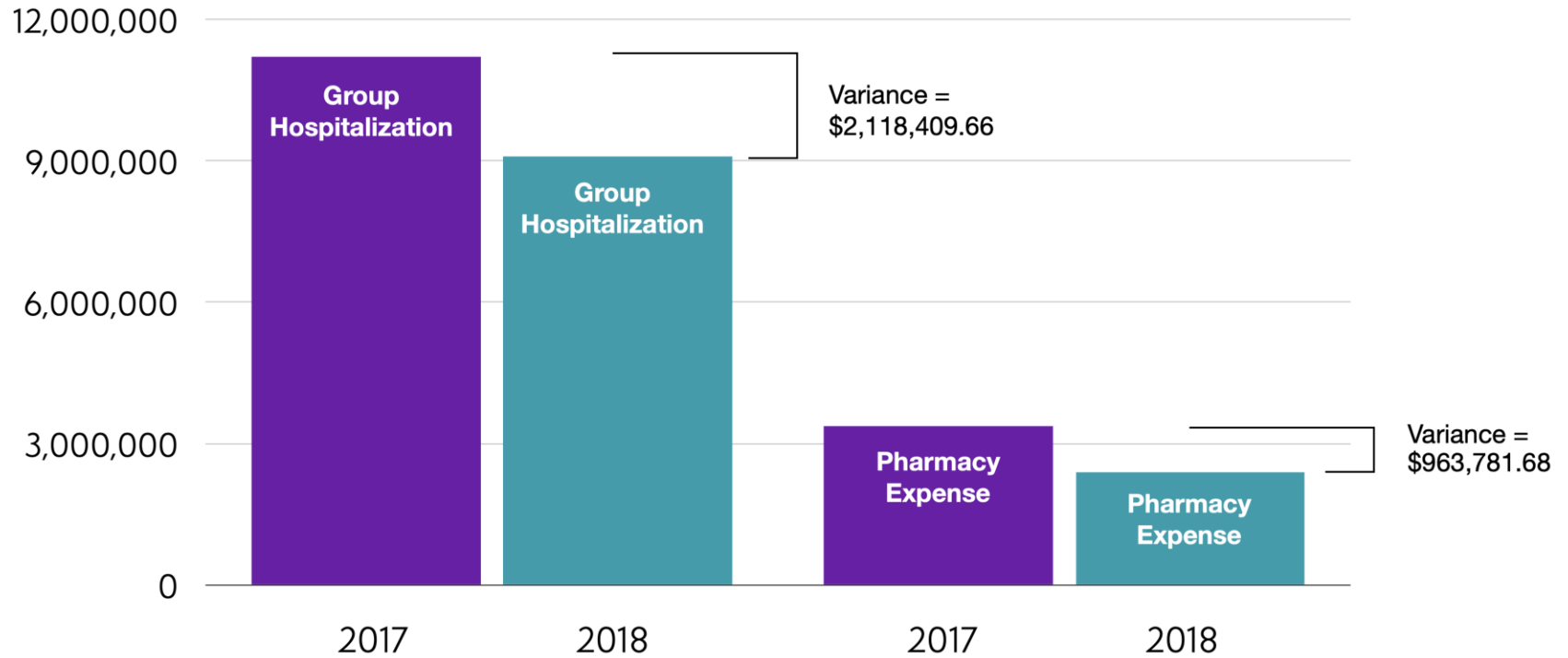
Vice President,  
Midland Quality Assurance



# EVIDENCE | ITLC: MUTUAL OF OMAHA STUDY - COST/ SAVINGS

Total: 333 patients	Ornish ICR (N-194)	Control (N-139) PTCA- 66 and CABG- 73
Patients needing revascularization		
3-Year FU		
Total Procedures	57	173
Total Cost	\$3.5 million	\$ 6.6 million
Cost Per Patient	\$18,119	\$47,647
	(47% reduction)	

# EVIDENCE | MH EMPLOYEE RETURN ON INVESTMENT (n=150)



# RESULTS | LIFESTYLE MEDICINE IN MEDICARE ADVANTAGE

on average after 2 years since joining  
while reducing prescription drugs<sup>1</sup>

## HEART RISK



**20%**

Reduction in  
LDL cholesterol

## DIABETES



**12%**

Reduction in  
Hemoglobin A1c

## OBESITY

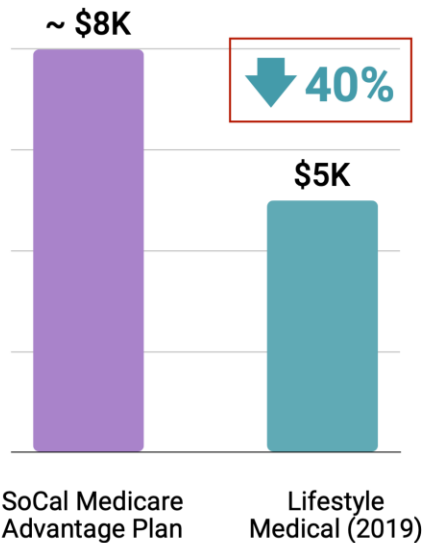


**9%**

Reduction in  
Body Mass Index

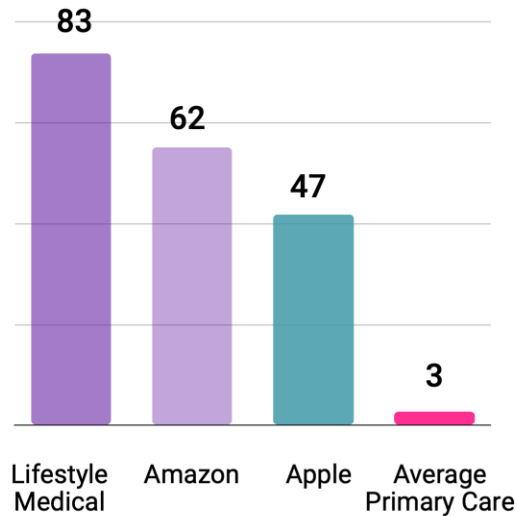
Better Health

**Total medical cost<sup>2</sup> per year**  
Patients under shared risk contract



Lower Cost

**Net Promoter Score**



Happy Patients