



Hartford PHO Clinical Integration Forum

Spotlight on Northeast PHO



Reducing costs
Improving quality
Real world ROI



Northeast PHO Profile

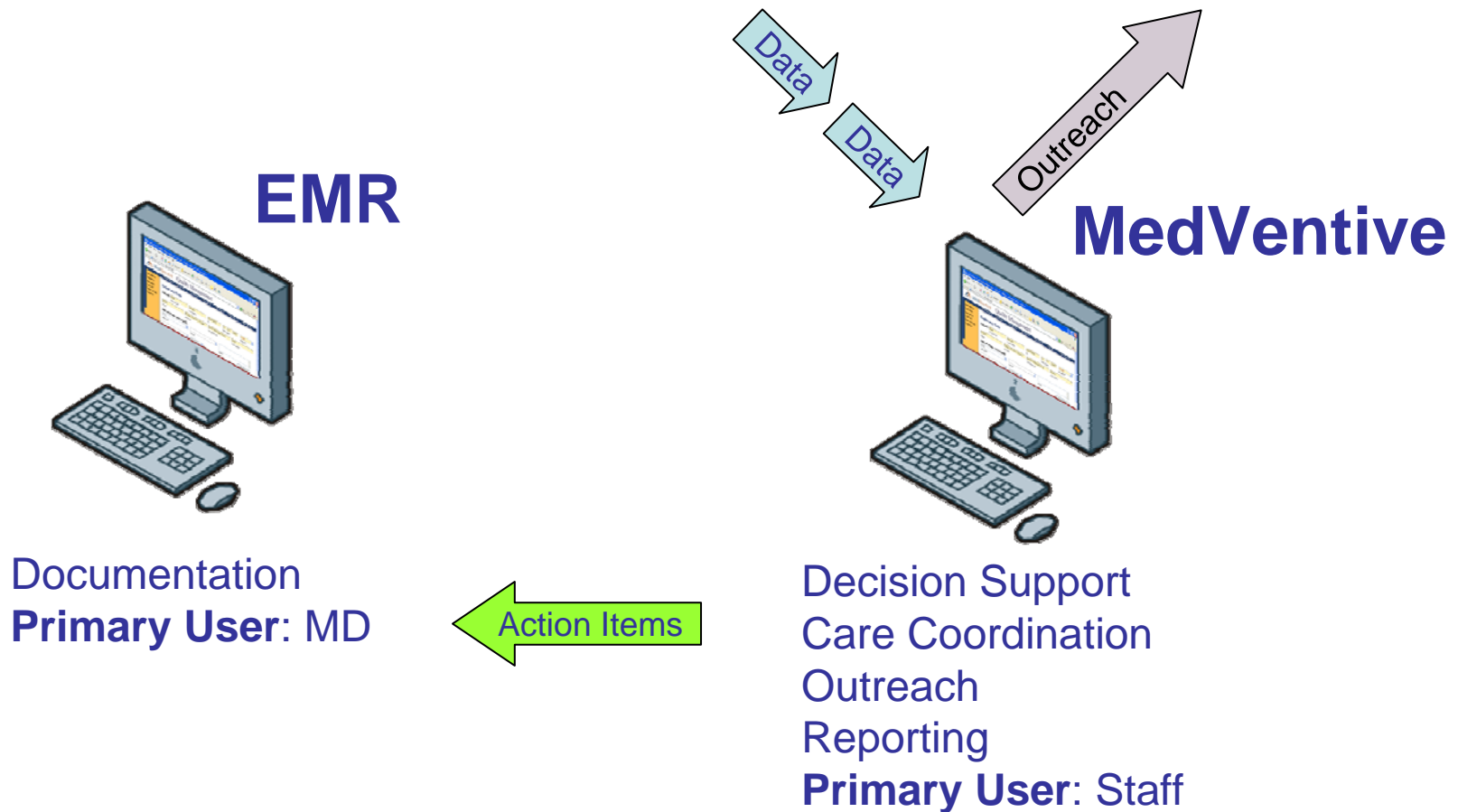
Key Facts

- Management Service Organization located in Beverly, MA
- Services include contract negotiation and management for pay for performance and other risk contracts on behalf of a network of 302 PCPs and Specialists.
- 50,000 patients
- Over 76% of physicians currently have an EMR in their office, the vast majority of which are on the same EMR system
- Subscribers to MedVentive reporting and quality modules
- MedVentive data set includes medical and pharmacy claims from multiple products from 5 payers, hospital and physician lab results, radiology results



The EMR Question

With high EMR participation, the inevitable question is -- Why is another tool needed?





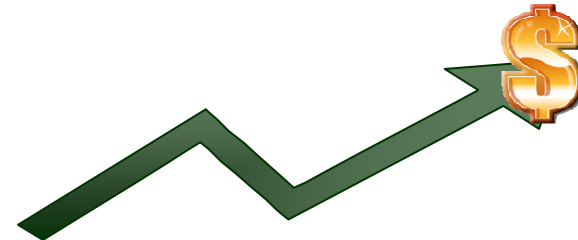
Business Value

Improved financial performance

- Reduced costs of care:
 - Reduction of duplicative testing for lab and radiology
 - Decreased pharmacy cost through prescribing generics (75% generics today)

- Increased operational capacity through automation
 - Reduction of clinical outcome data entry
 - Automation of letters and reminders to patients for preventive screenings

- Achieved value-based purchasing financial goals





Benefits

Physician Benefits

- Interoperability has provided a more comprehensive picture of patient's condition, enabling **more effective clinical treatment plans**
- Workflow:
 - Web-based tools allow for decentralized model
 - Data integrated into the daily workflow of the physician practices
 - Clinical judgment respected
 - Best practices in office workflow and managing preventive and chronic care more effectively developed and shared

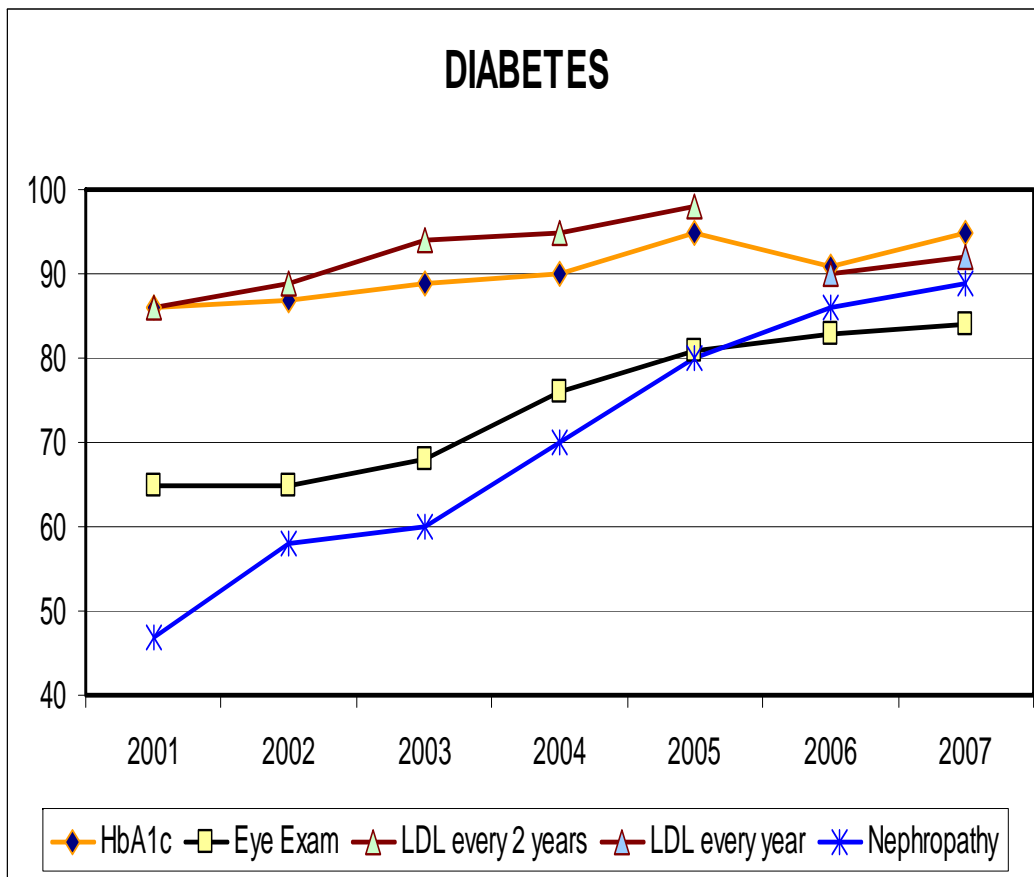
Patient Benefits

- **Improved quality of life and better medical care** through a community effort and education
- **Coordination of services across the continuum of care**
 - Case managers, pharmacists, clinical staff and physicians work together to monitor patient's personal care plans and to ensure community and medical services are fully utilized.
- **Collaboration** between the patient's doctor and on-staff pharmacist regarding the patient's drug therapy treatment plan



Outcomes

Quality results above the 90th percentile nationally for Diabetic care, adult & pediatric preventive care, women's health and cardiovascular disease



MEASURES	NEPHO	HEDIS National 90%
HbA1c Screening	94.6%	93.2%
Eye Exam	84.0%	72.0%
LDL C Screening	92.1%	88.8%
Medical Attention for Nephropathy	88.9%	87.8%



Discussion

- **Questions???**