

Care Compass Network

Putting SDOH into Action

December 4, 2018



Largest effort to transform the NYS Medicaid Healthcare Delivery System to date

- From fragmented and overly focused on inpatient care towards integrated and community focused
- From a re-active, provider-focused system to a pro-active, patient-focused system
- Allow providers to invest in changing their business models

Patient-Centered

Improving patient care & experience through a more efficient, patient-centered and coordinated system.

Transparent

Decision making process takes place in the public eye and that processes are clear and aligned across providers.

Collaborative

Collaborative process reflects the needs of the communities and inputs of stakeholders.

Accountable

Providers are held to common performance standards and timelines; funding is directly tied to reaching program goals.

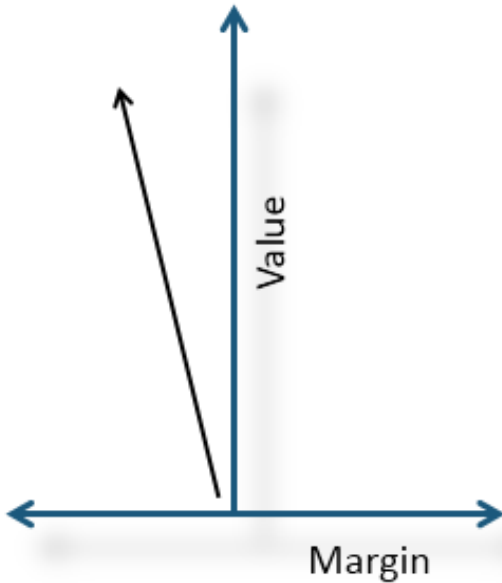
Value Driven

Focus on increasing value to patients, community, payers and other stakeholders.

Value Based Payments

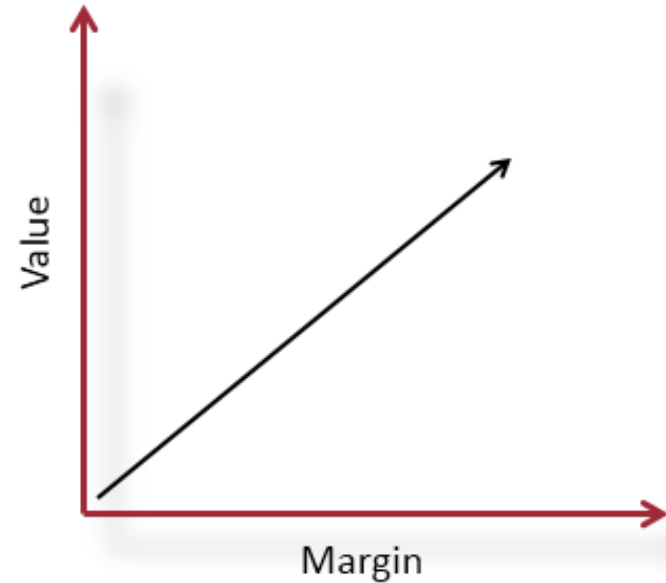
Current State

Increasing the value of care delivered more often than not threatens providers' margins



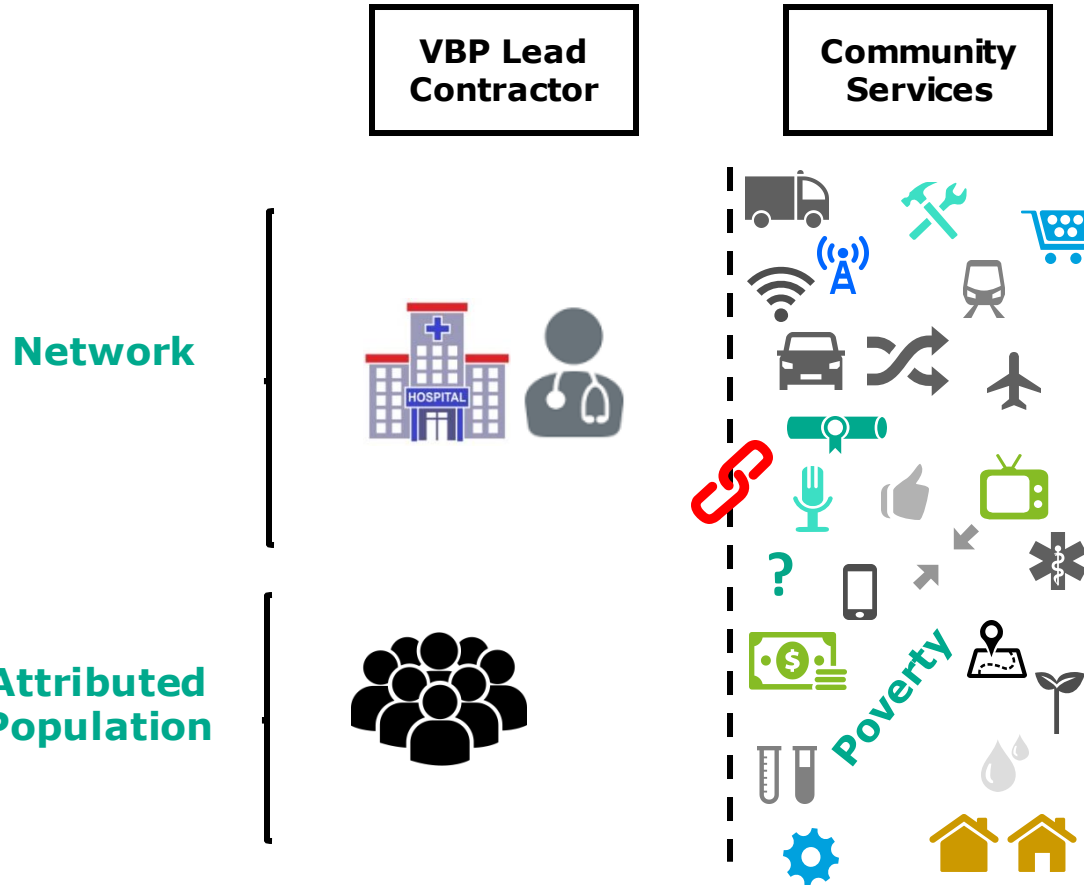
Future State

When VBP is done well, providers' margins go up when the value of care delivered increases



Goal – Pay for Value not Volume

SDOH in a VBP World



Current Healthcare Delivery Challenges

- Attributed Population receives Community Services that are not understood, valued, or reimbursed.
- The Community Services delivered to the attributed population are not fully valued, quantified, coordinated, or known by the risk bearing enterprise
- If these services are cancelled, suspended, or modified it is likely to impact the RBEs ability to delivery adequate preventative care to the attributed population

A Care Management platform / tool which integrates clinical and social information to support care coordination

Vision for Integrated Care



The Ask...

- Collaborate
- Share Data
- Coordinate Services
- Measure Performance
- Know their Value Prop
- Transform
- Meet Performance Standards
- Quick Pivots

The Prerequisite

- TRUST
- Compliance
- Legal Agreements
- Willingness to Change / Listen
- Ramp Up (Community)
 - Grants -> Bus. Model
 - Expand Capacity
- Ramp Down (Hospitals)
- Invest Time
- Know Your Role
- Acknowledge Fears