



Is Your **DATA** Working Hard Enough For you?

December 20, 2019



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AGENDA

- Introductions
- Value Based Care Framework
- Principle 1: Unleash the Power of Data
- Principle 2: Process Driven Value Generation

Paul Grundy, MD, MPH, MBA, FACOEM, FACPM

Chief Transformation Officer at Innovaccer

'Godfather' of the Patient-Centered Medical Home movement



Founder

Patient-Centered Primary Care Collaborative

Dr. Grundy is an award-winning healthcare leader and is a recipient of the prestigious Barbara Starfield Primary Care Leadership Award in 2016 and the 2012 National Committee for Quality Assurance (NCQA) Quality Award

Former Global Director

Healthcare Transformation, IBM

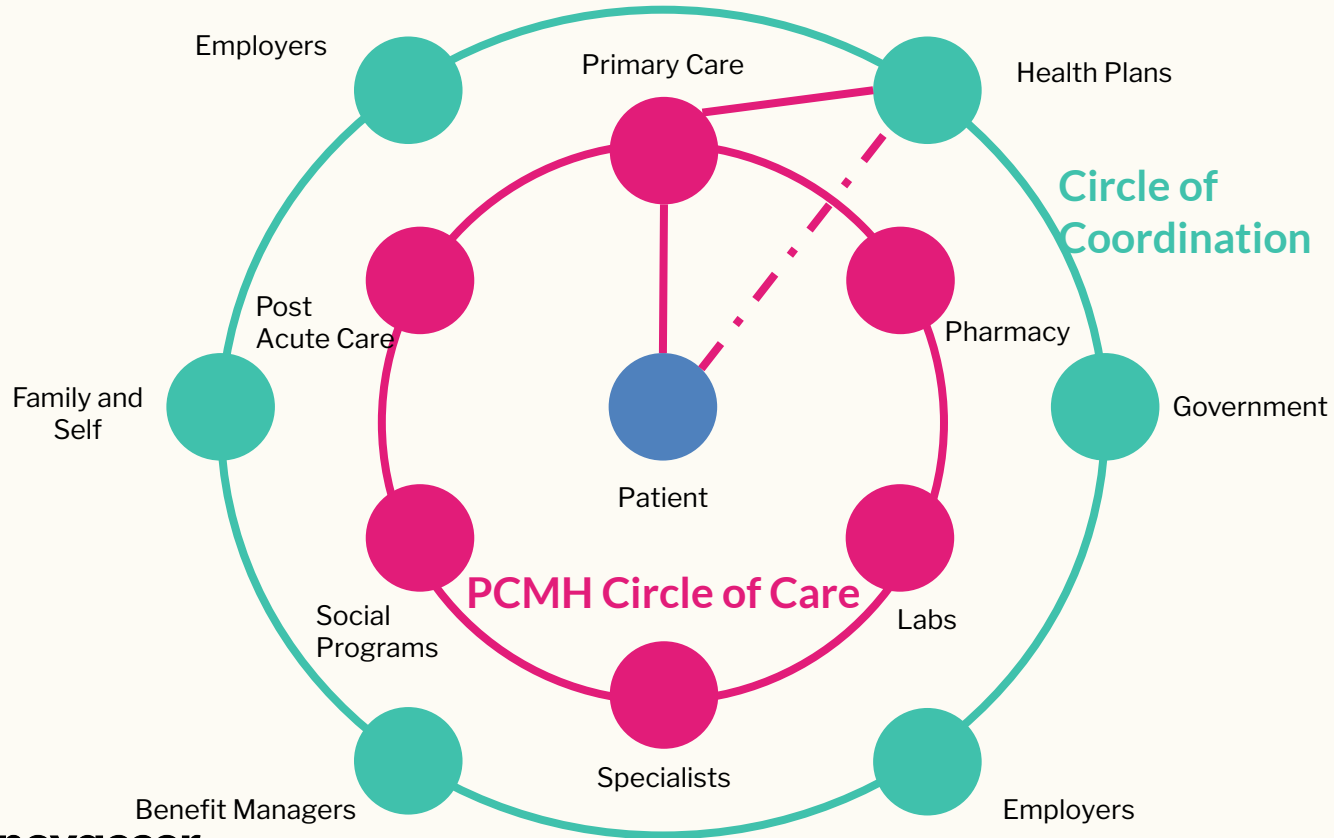
Dr. Grundy is an honorary member of the UK National Association of Primary Care, along with being the first international member of the Irish National Association of General Practice

Author and Professor

Adjunct Professor at University of Utah School of Medicine, Co-Authored the book "Lost and Found: A Consumer's Guide to Healthcare"

In the past, Dr. Grundy was one of only 38 IBMers and the only physician selected into IBM's senior industry leadership forum known as the IBM Industry Academy. Before joining IBM, he was a senior diplomat of the rank of Minister-Counselor in the U.S. Department of State

AMBULATORY CARE REDESIGN FRAMEWORK



Healthcare Executives – What are your peers looking for?

Top 4 Challenges Health Executive Face

- ▶ Complying with policy changes
- ▶ Implementing value-based-care
- ▶ Addressing rising pharmacy costs
- ▶ Using big data effectively

[Link](#)

Health Determinants

- ▶ 11% Medical Care
- ▶ 22% Genetics and Biology
- ▶ 24% Social Circumstances
- ▶ 7% Physical Environment
- ▶ 36% Individual Behavior

[Link](#)

Health Executive Group Top 10 for 2020

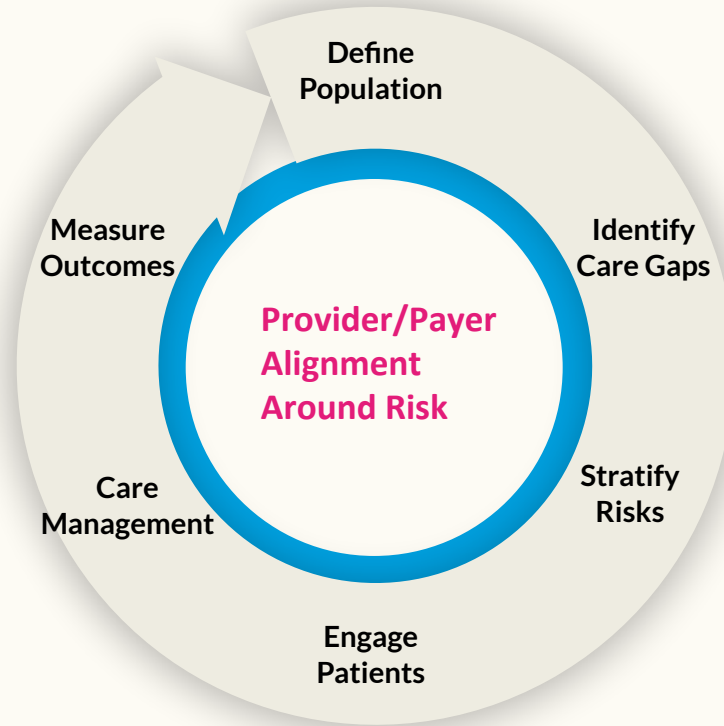
- ▶ Cost & Transparency
- ▶ Consumer Experience
- ▶ Delivery System Transformation
- ▶ Data & Analytics
- ▶ Interoperability/Consumer Data Access
- ▶ Holistic Individual Health
- ▶ Next Generation Payment Models
- ▶ Accessible Points of Care
- ▶ Healthcare Policy
- ▶ Privacy/Security

[Link](#)

Value Based Care – Framework Approach



Point of Care



Social Determinants of Health

Value Based Care Evolution

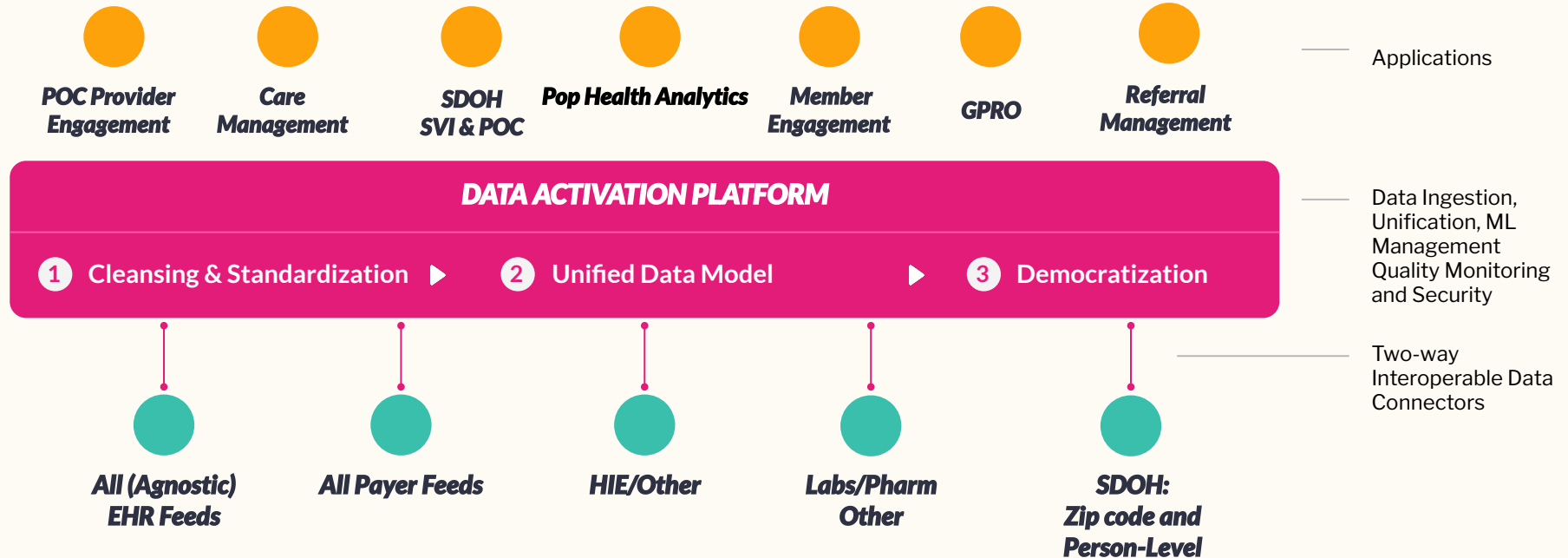
- 1. Unleash the Power of Actionable Insights**
- 2. Drive Workflow & Process Improvement For Optimal Outcomes**

***From - How can your platform
create **more value?*****



***To - How can your platform
create **more valuable people?*****

Principle 1: It all boils down to "Data First"



A. Omni & Agnostic Connectivity

300+
EMRs and LABS

amazingcharts

athenahealth

HealthFusion
MediTouch®

GE Centricity
Practice Solution™

NEXTGEN
HEALTHCARE

70+
PAYER CLAIMS

Epic

Allscripts™

Cerner

LAWSON

AdvancedMD

200+
DEVICE DATA

eClinicalWorks

Care360®

MODERNIZING
MEDICINE

iPatientCare™
Better Outcomes, Reduced Costs, Meaningfully
EHR | PMS | PHR | HIE | MOBILE

CareCloud

100+
PHARMACY

MEDITECH

practice fusion™

kareo

NueMD®
See Patients. Get Paid.

IMS™
Intelligent
Medical
Software
powered by MEDITAB®

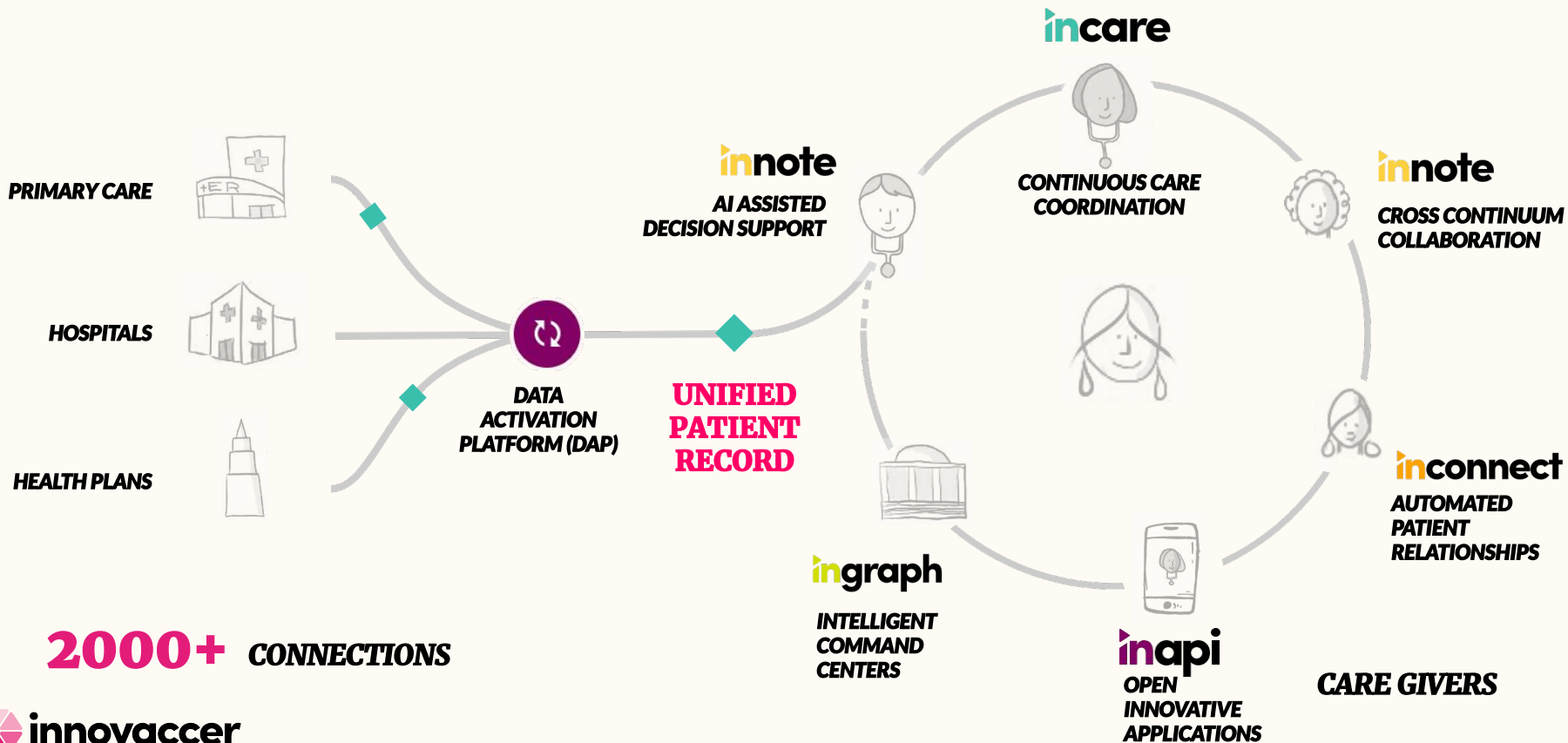
150+
FINANCIAL AND
OTHERS

Platform has connected with many, many different data sources
Currently maintains over 60 **pre-built EMR connectors** for both data
Integration as well as Point of Care Overlay

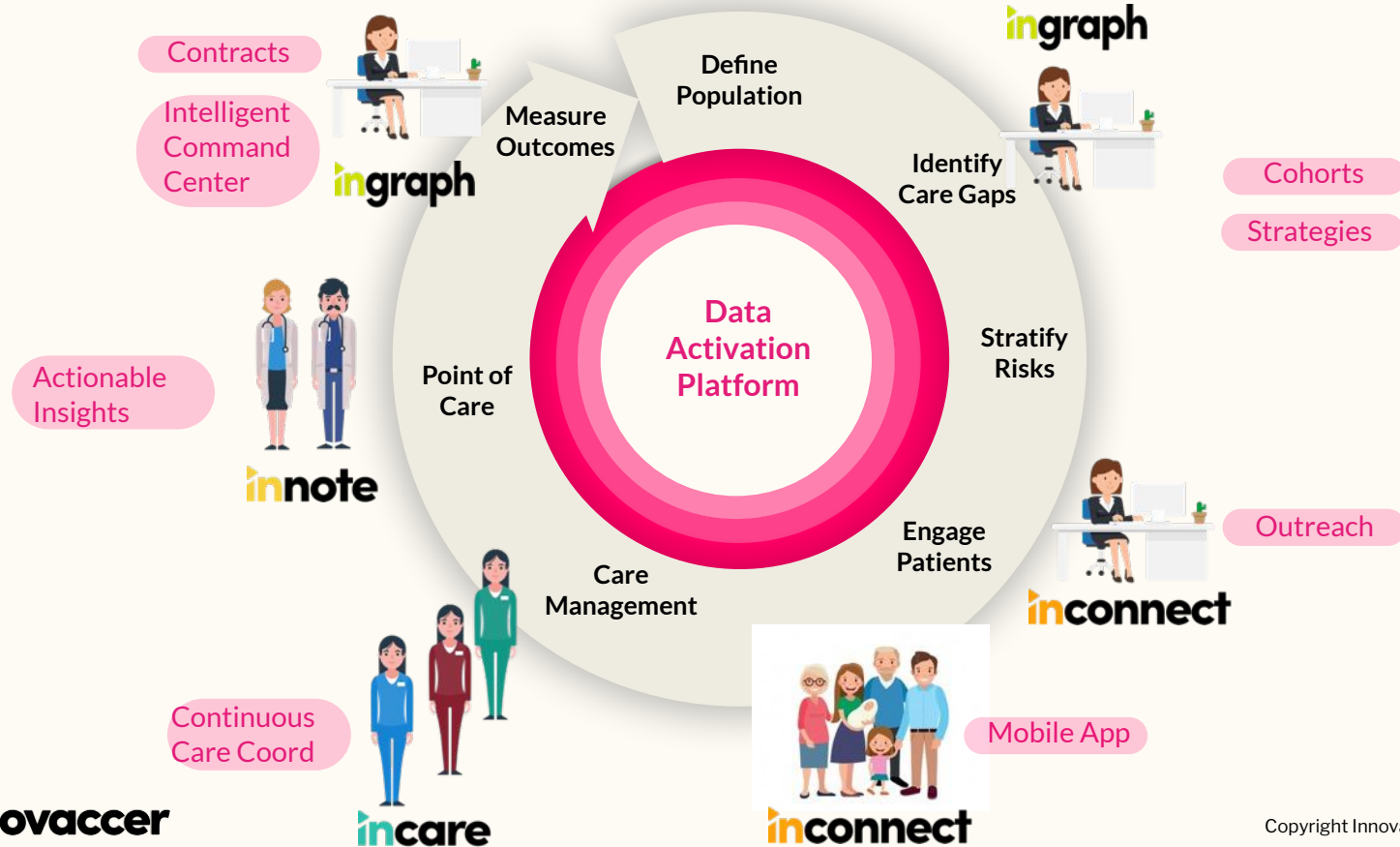
B. Data Activation Beyond Interoperability

Data Dissemination	Non-Technical	SQL	Restful APIs	Interoperability
Data Management	Unified Data Model	Master Patient Index	Transactional and real-time	Governance
Quality Management	Data Integrity	Normalization	Intelligence	Transparency
Data Integration	Communication Protocols Built-in Parsers	Built-in Interfaces		Alerts
Application Support	FHIR and REST APIs	Custom APIs	Other Protocols	

C. Unify Silos to Drive Connected Care



D. Closed Loop Real Time Actionable Solutions



Activating Data For Providers



Know What Your EMR isn't Telling You

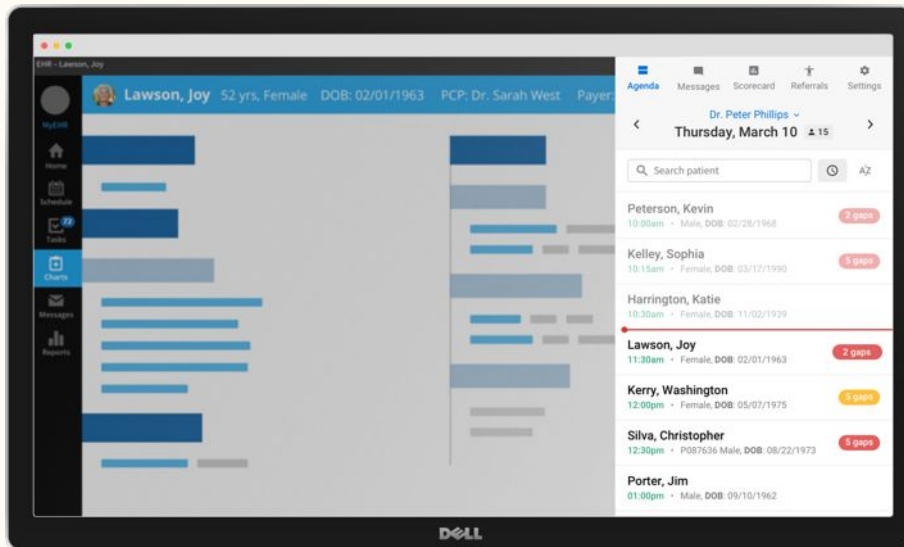
Go beyond the EMRs, see your patient's summaries, and what they need in the moment of care

Extend Care Beyond the Exam Room

Involve your care team in your process seamlessly and help patients in their homes

Measure Where You Stand

See yourself in the network and compare where you stand.
Understand what will take your metrics up.



Activating Data for Care Coordinators



Standardize Care Delivery

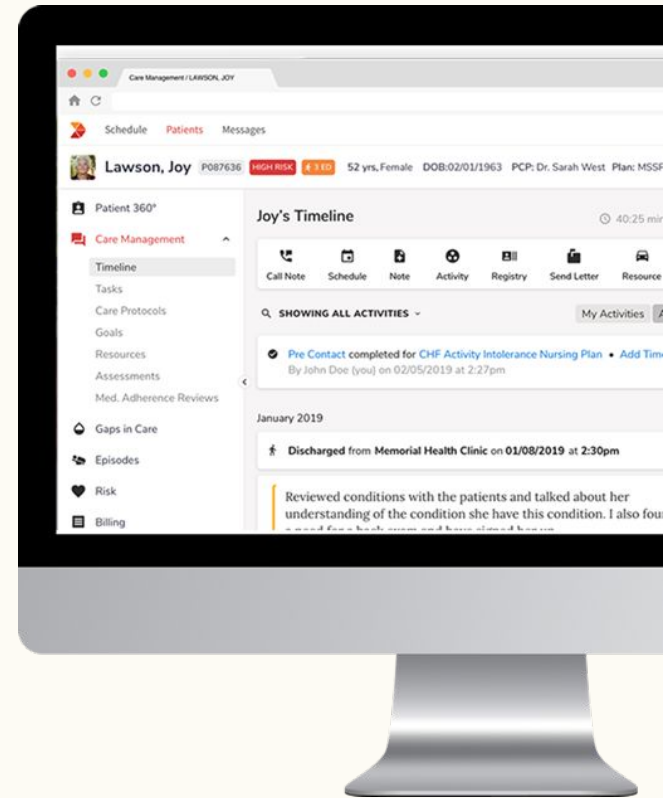
Build a care delivery mechanism that lets you focus on what you do best – provide seamless care efficiently. Really.

Automate The Redundant

Empower your teams with capabilities that save their time and effort, and drive attention to the most needful.

Quantify Your Team's Efforts

See what works and what doesn't. Know your outcomes and plan accordingly.



Activating Data for Patients & Families



Keep Your Patients Engaged

Don't worry about gaps in care journey of patients. Identify and reach them whenever need arises.

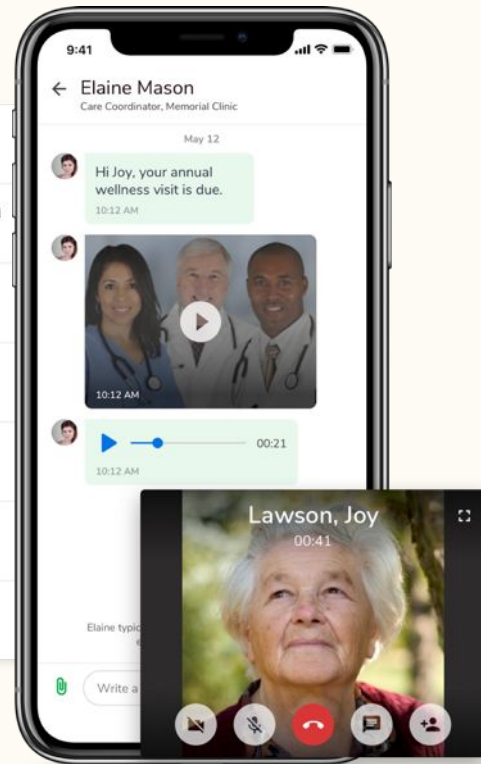
Empower Them To Improve Their Health

Give power to your patients and their families by educating them on their health and community resources.

Be Accessible In The Moment Of Care

Now stay connected with your patient even remotely with video chats and 24/7 concierge.

Asthma Outreach Draft • 8,957 recipients
Appointment with Primary Care Physician Scheduled • 11,814 recipients
ER Education In progress • 34% sent • 8,396 recipients
HbA1c Test Due Sent • 16,824 recipients
Reminder for screenings Sent • 12,373 recipients
Multiple Gaps Draft • 8,538 recipients
Reminder for vaccinations Draft • 10,654 recipients



Activating Data For Leaders



Manage Cost and Quality

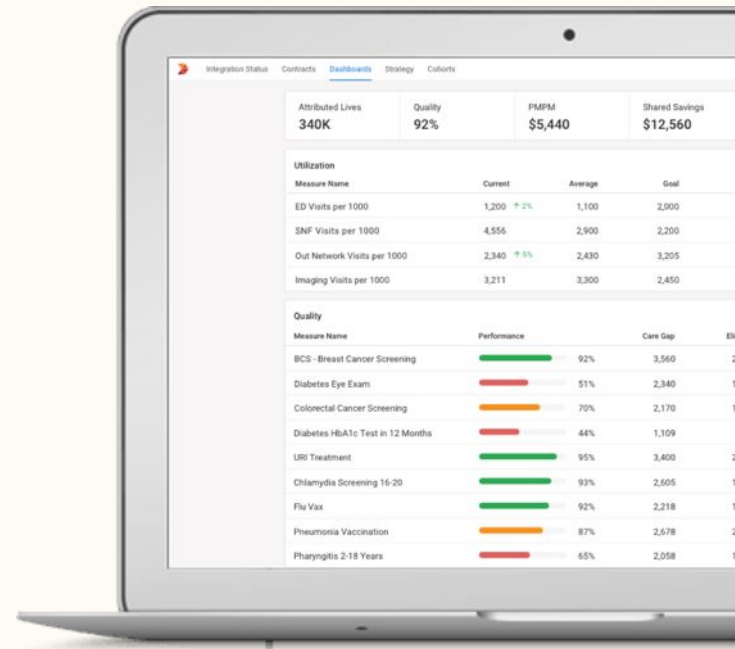
Keep a close eye on your performances and the areas where you can improve

Take Actions and Measure Impact

Never wait for any report; create and customize your own, take actions, and drive better outcomes

Know When Something Changes

Stay on top of any new development anywhere across your network with real-time alerts



ACTIVATED DATA ENABLES

- ▶ Holistic Patient View
- ▶ Point-of-care Decision Support
- ▶ Outcome-based Payments
- ▶ Standardized Care Delivery
- ▶ Productive Workforce
- ▶ Engaged Providers & Patients

3X increase
in Gaps in Care Closure

3 mins time saved
per Encounter

5% increase
in Benchmarks

40% reduction
in duplicate provider touches

9.5% increase
in Annual Wellness Rate

7.14% reduction
in 30-day Readmit Rate

6.65% reduction
in ED Utilization/1k

Top of License Workflow
in Care Delivery Model

Redeployable Staffing
Across Care and Admin Functions

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Principle 2: Value Generation is Process Driven

100% of Innovaccer's customers have succeeded in VBC

1

Executive / Leadership - Driving Value-Lever identification, prioritization and ongoing monitoring process

2

Translating to your assets in Automated & Connected manner, including workflow optimization

3

Real-time Feedback Loop - Efficacy & Effectiveness

To maximize ROI, use interfaced solution tools to narrow your focus to address identified top value levers

Value lever comparison of projected savings and annual investment cost¹

Step 1

Identify and Quantify Value Lever Opportunities Using Tools

Step 2

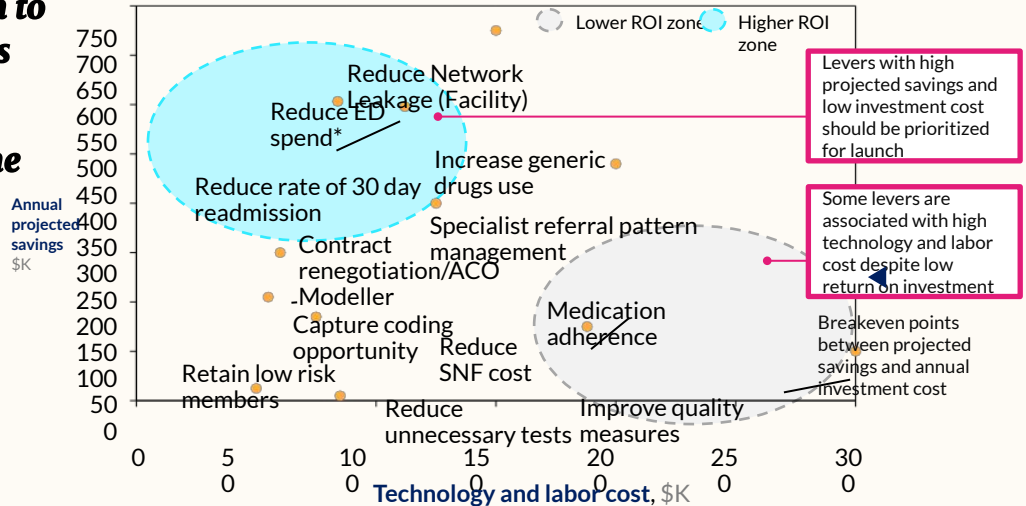
Focus and plan for tool application to optimize top identified value levers

Step 3

Translate to your assets and redefine workflows

Step 4

Real-Time Feedback Loop (Efficacy & Effectiveness)



MEET SOME OF INNOVACER'S CUSTOMERS

<https://www.youtube.com/watch?v=-lQ5ytoI7tU&t=2s>

CEO of LPACO (LA) interviewed by Dr. Glenn Steele (Advisor)

<https://www.youtube.com/watch?v=JhtV1dBBkqQ>

Team at Mercy Health Network (Iowa)

<https://www.youtube.com/watch?v=PU60YTu8wzw>

CEO of Physicians of Southwest Washington (WA)



“Lose some weight, quit smoking, move around more and eat the carrot.”



Thank You