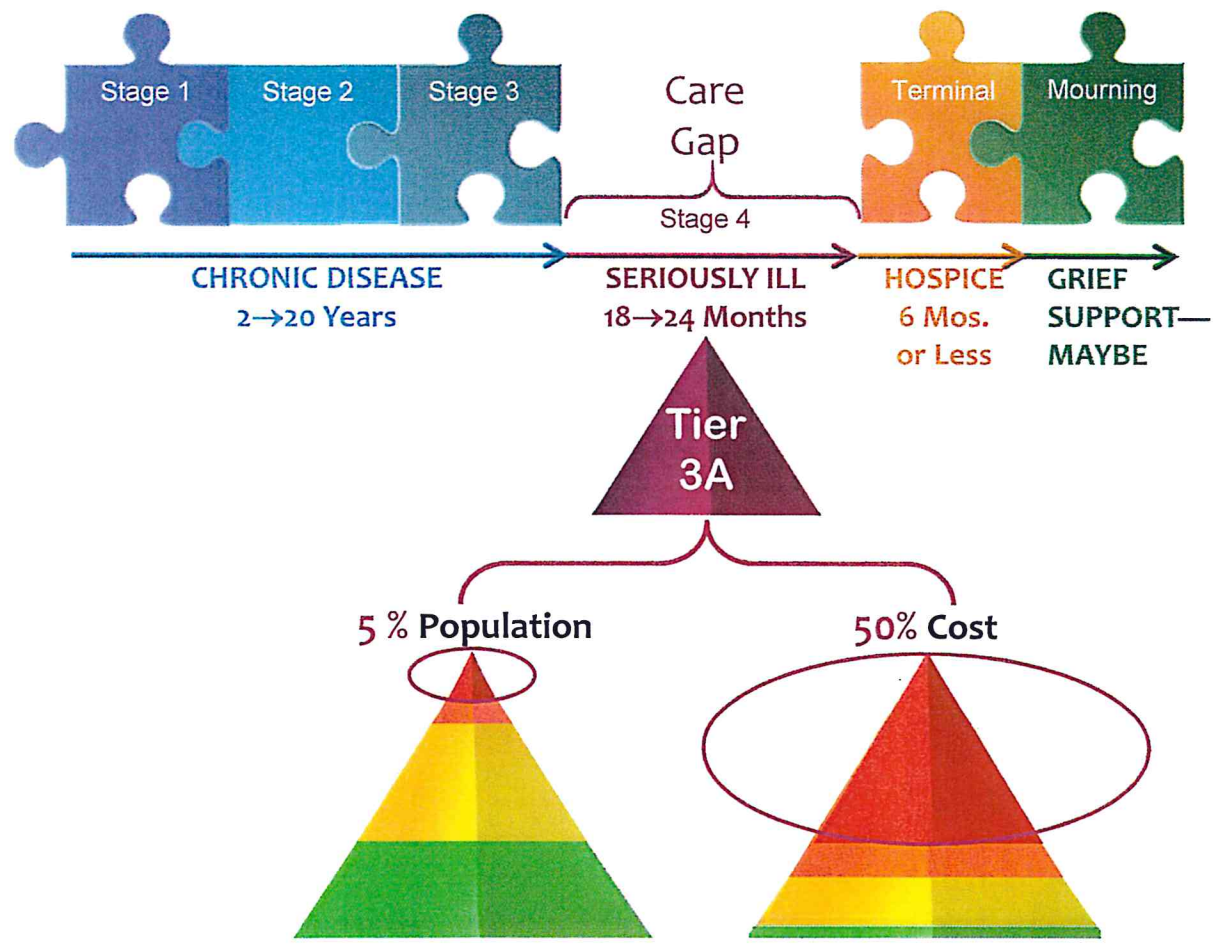


At Home Support Advanced Illness Management Program

Cost/Quality Care Gap



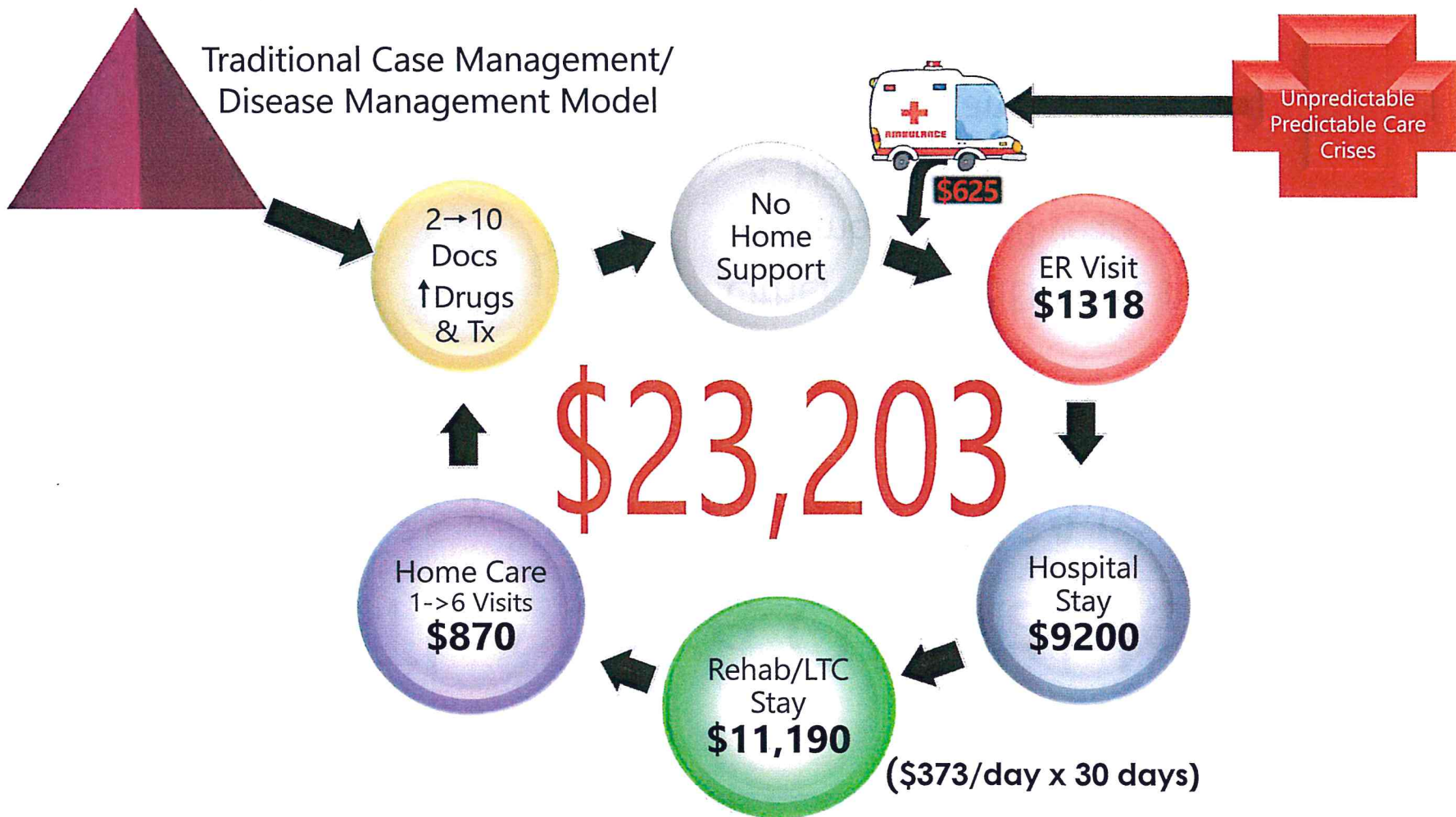
The Case Of Mable

- Mable is 85 years old, a typical **Tier 3A** patient with the following demographics:
 - End Stage (Stage IV) Congestive Heart Failure (CHF)
 - Other Chronic Diseases
 - Smoker for 40 years and has Emphysema
 - Has Diabetes
 - A life expectancy of approximately 24 more months
 - Mable's primary caregiver is her 87 year old husband has beginning stage dementia
 - Mable's adult children all live in other states

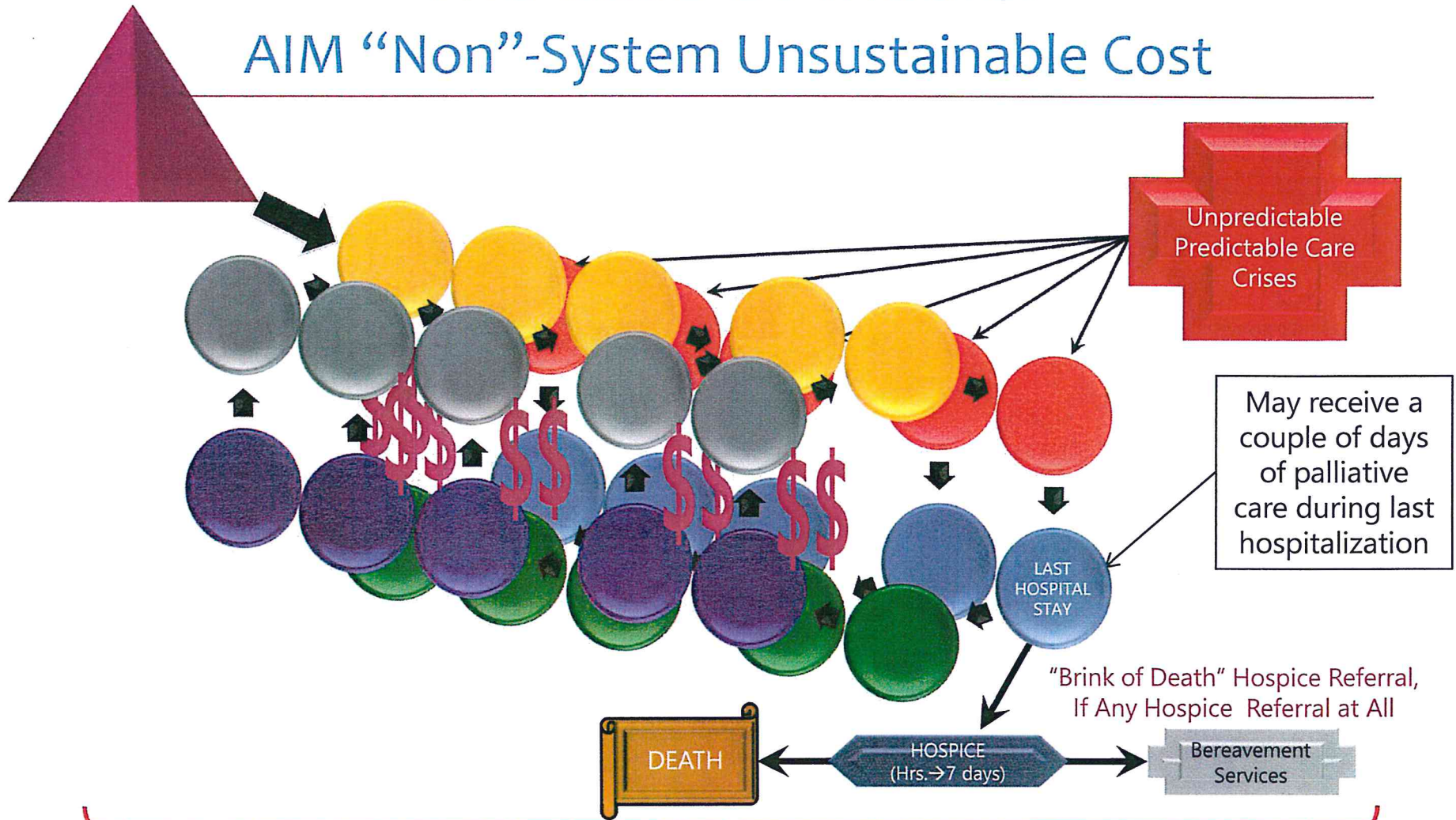


The Case Of Mable:

AIM “Non”-System Unsustainable Cost



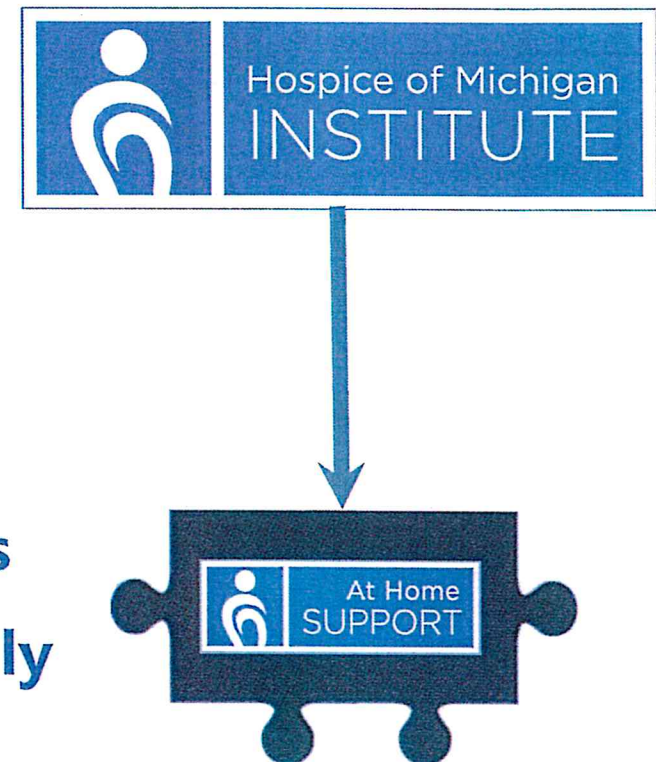
The Case Of Mable: AIM “Non”-System Unsustainable Cost



\$46,403 → \$232,030 in last 12-18 months

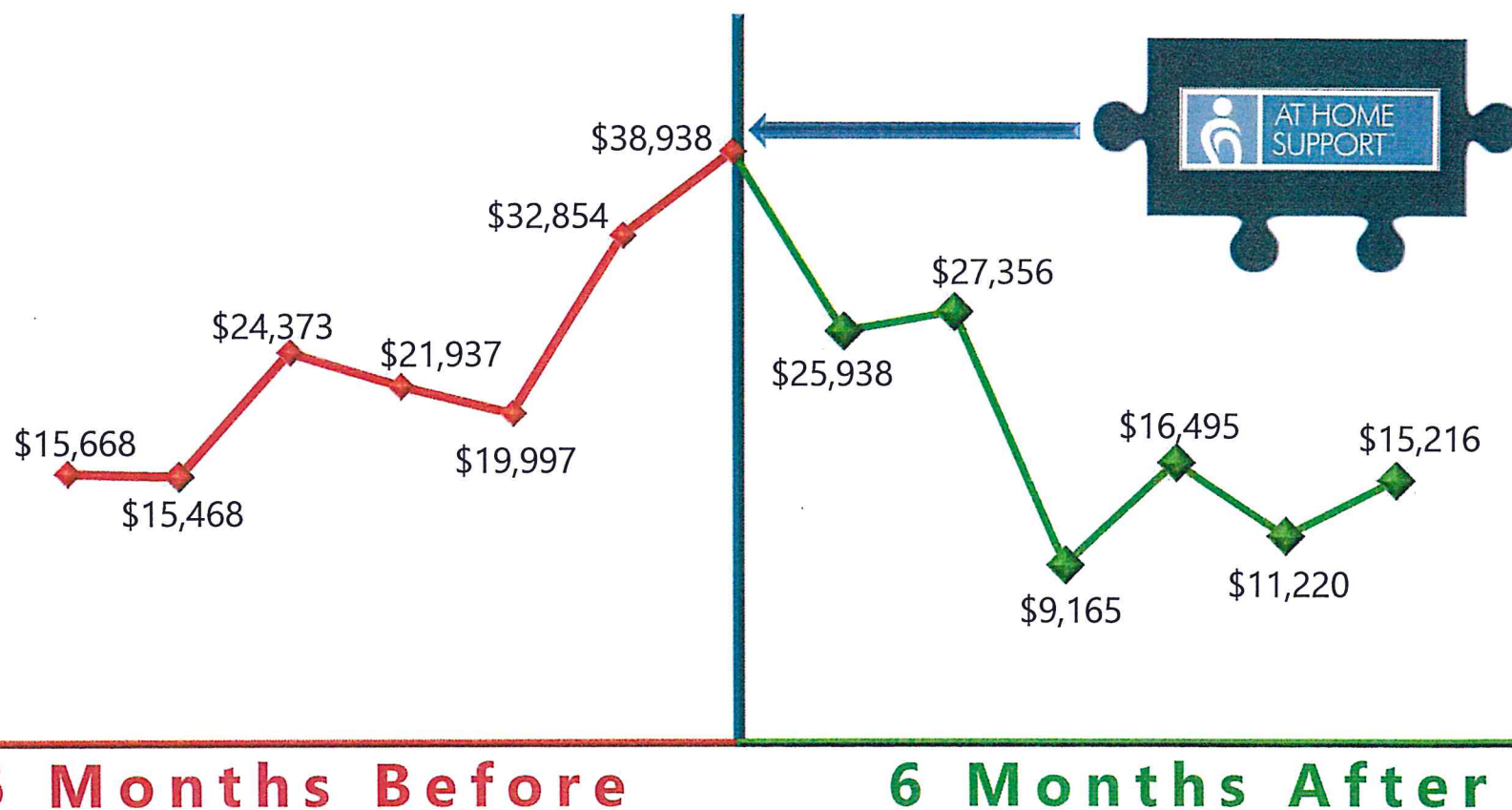
Initial Research

- 2001 RWJ EOL Care Grant
- Partnered with University of Michigan
- 1st Controlled EOL Care Clinical Trial in America
- **Results:**
 - **↑ Quality of Life for patients**
 - **↓ Caregiver Burden for family**
 - **Saved \$4000 to \$7000/case**

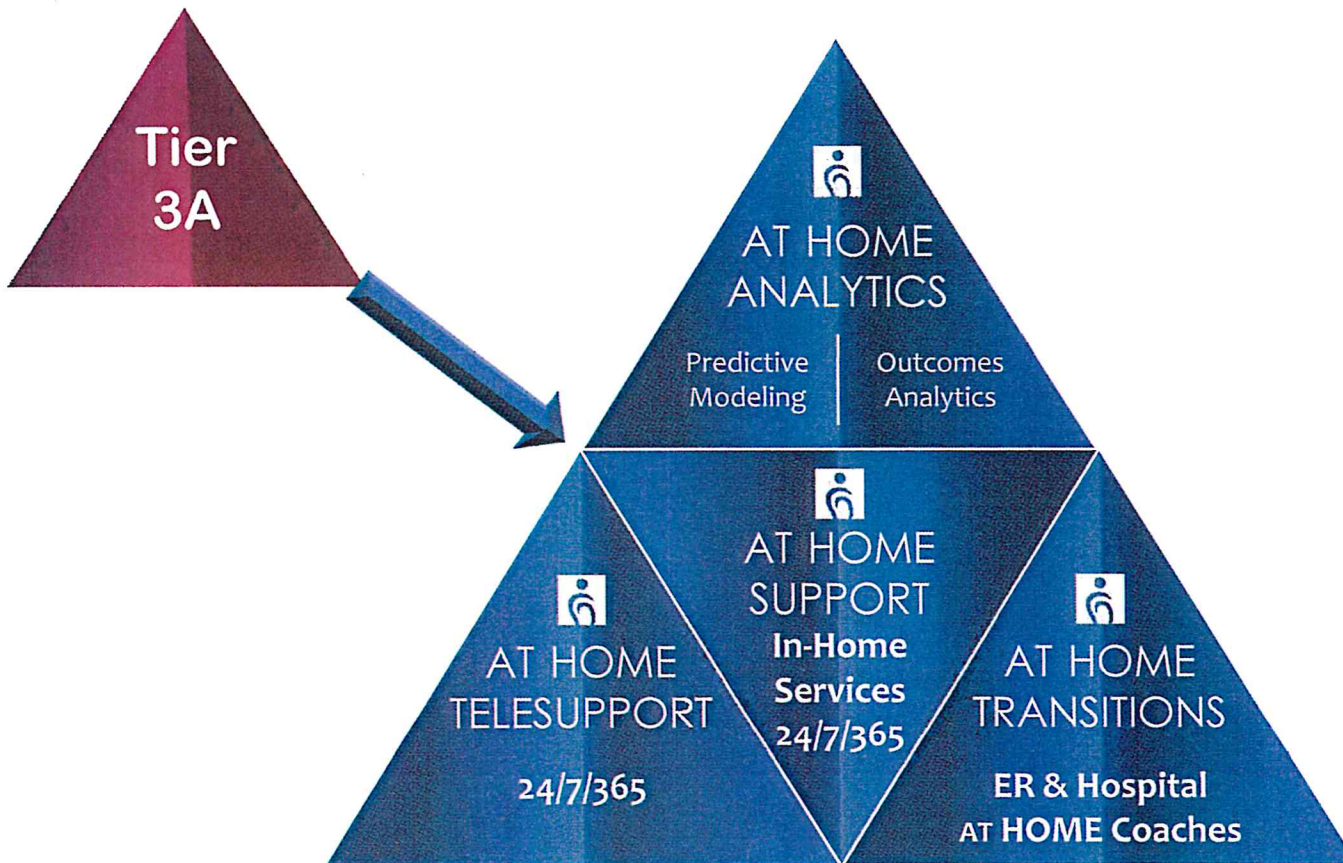


WSU/HOM Research

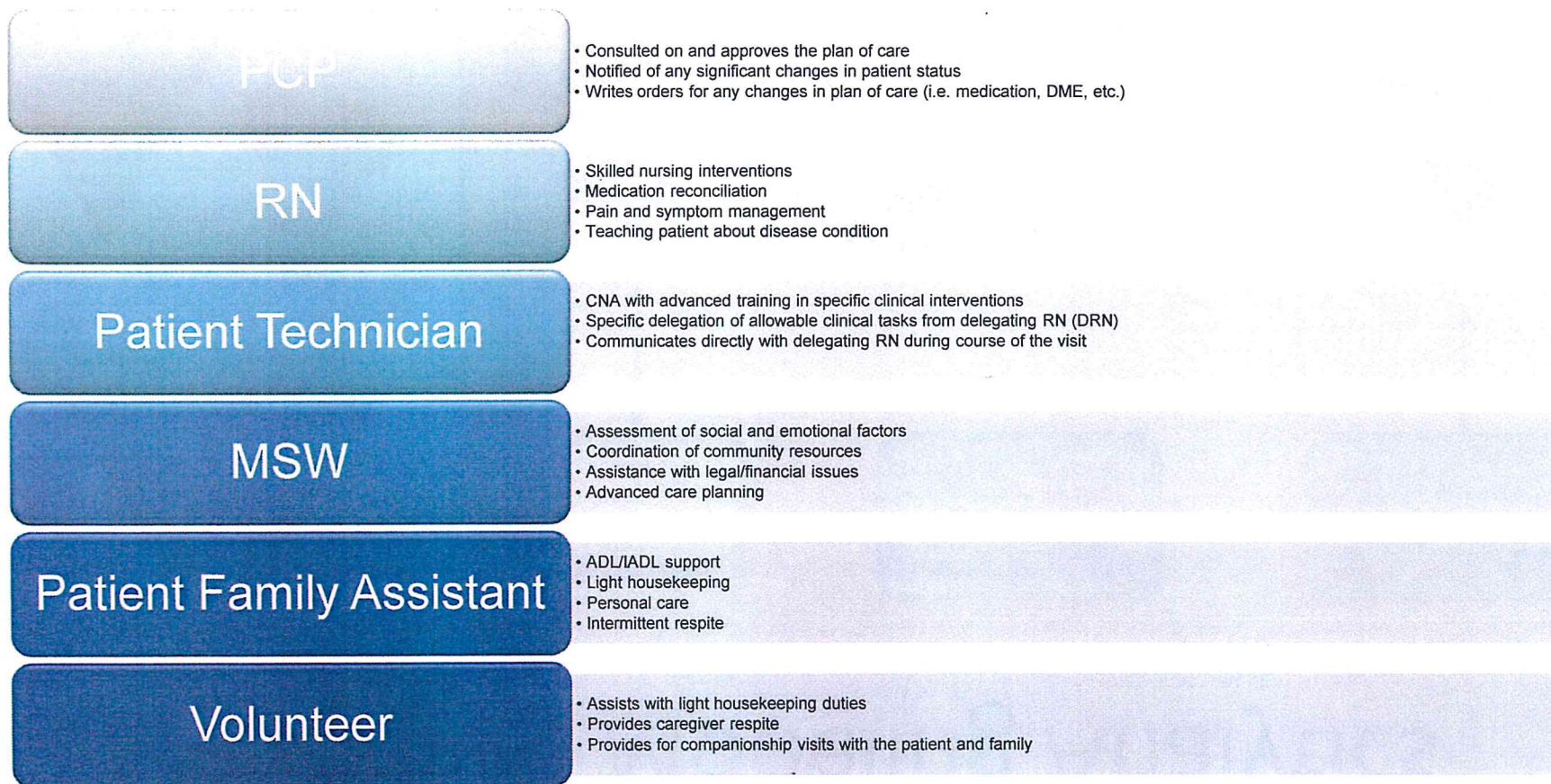
XYZ HMO Costs 6 Mos. **Pre** and **Post** Avg. Cost/Pt./Mo.



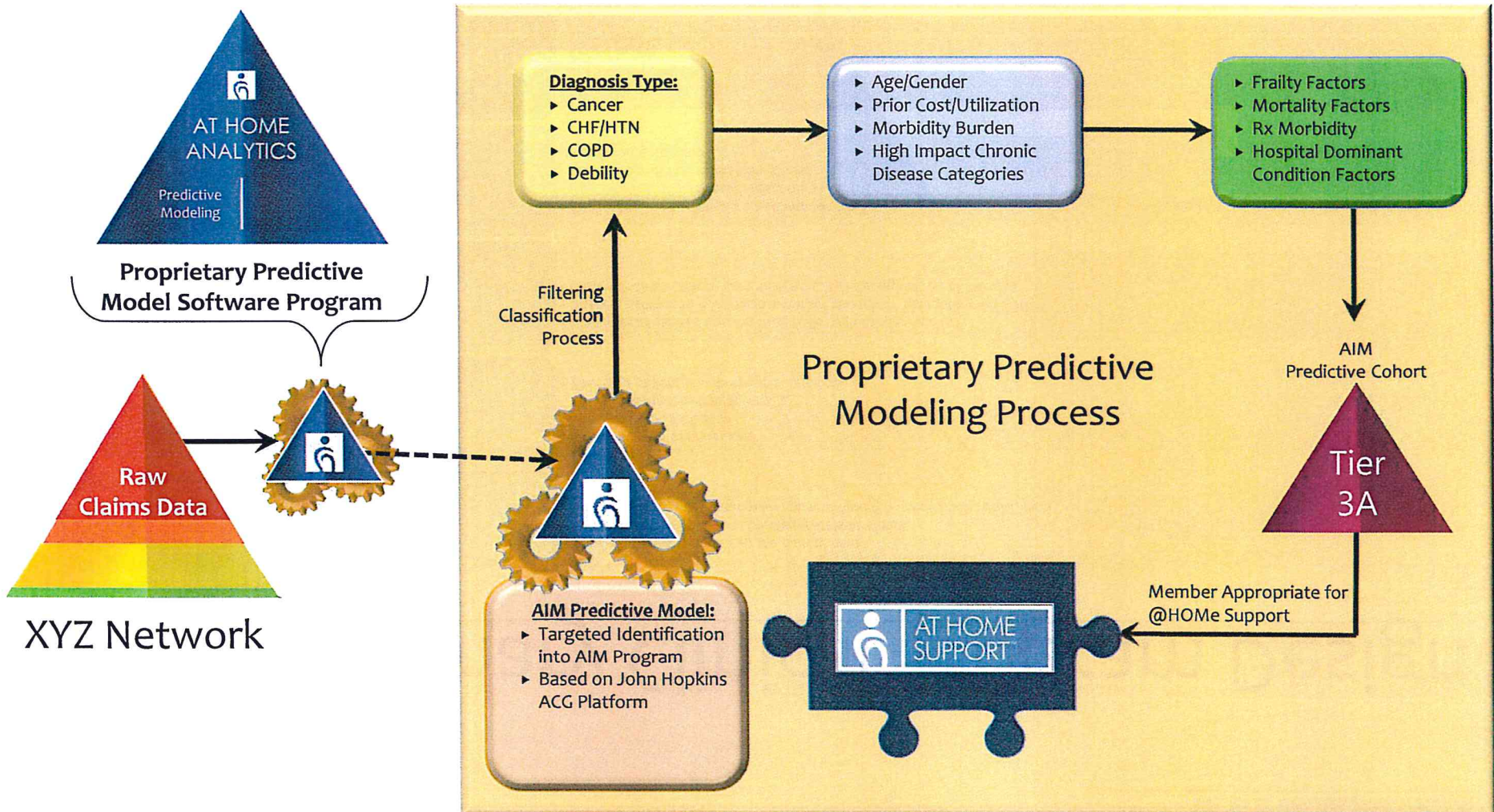
How Are These Results Achieved?



Interdisciplinary Clinical Program Design

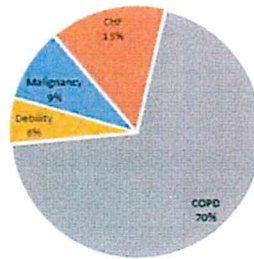


Predictive Modeling Analytics



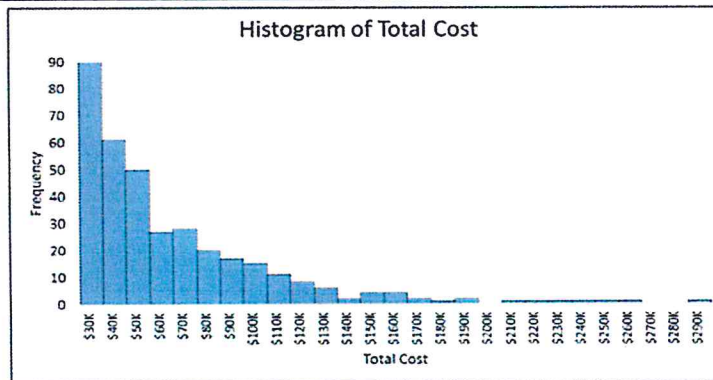
Analysis to Support Program Potential

Clinical Program	Total	Percentage
Malignancy	35	9%
CHF	56	15%
COPD	262	70%
Debility	22	6%
Total	375	100%



Gender	Total	Percentage
Female	259	69%
Male	116	31%
Total	375	100%

Statistic	Minimum	Maximum	Average
Total Cost	\$30,076	\$299,046	\$67,506
Age	18	85	53
Hospitalizations	1	15	2.2
ER Visits	0	30	2.4



ZIP	Malignancy	CHF	COPD	Debility	TOTAL
40006	0	1	1	0	2
40011	0	0	1	0	1
40014	0	1	1	0	2
40019	0	1	2	0	3
40031	0	0	3	0	3
40045	0	0	1	0	1
40046	0	1	1	0	2
40056	1	0	0	0	1
40057	0	0	2	0	2
40065	2	0	6	1	9
40067	1	0	0	0	1
40068	0	0	1	0	1
40071	0	0	1	0	1
40076	0	0	1	0	1
40118	1	1	3	1	6
40165	3	6	4	0	13
40202	0	1	11	2	14
40203	1	5	25	2	33
40204	0	0	6	0	6
40205	0	0	1	0	1
40206	0	0	2	0	2
40207	1	1	2	0	4
40208	1	0	10	1	12
40210	3	1	10	0	14
40211	0	5	12	1	18
40212	3	1	29	2	35
40213	0	1	3	1	5
40214	2	5	9	0	16
40215	5	8	28	0	41
40216	3	4	16	5	28
40217	0	0	3	0	3
40218	1	1	10	0	12
40219	2	0	16	0	18
40220	2	0	5	1	8
40222	0	1	0	0	1
40223	1	0	2	0	3
40228	0	2	3	0	5
40229	0	2	8	2	12
40241	0	0	1	0	1
40242	0	0	1	0	1
40258	0	2	5	0	7
40272	1	3	8	2	14
40291	0	1	2	0	3
40299	1	0	6	1	8
40601	0	1	0	0	1
TOTAL	35	56	262	22	375

Outcome Analytics



- Quality
 - Pain and Symptom Management
 - Patient Quality of Life Measures
 - Family Caregiver Burden Measures
 - Patient/Family Satisfaction
- Utilization Measures
 - Census
 - Hospitalizations
 - Hospital Readmissions
 - ER Visits
- Cost
 - Total Net Cost/Pt. Day

Comprehensive Quality Scorecard

Prevalence of
Hospital Transfer
Rate

Depression
Screening and
Management

ADL/IADL by
Dependence
Level

Pain Screening
and
Management

Dyspnea
Screening and
Management

Anxiety
Screening and
Management

Nausea
Screening and
Management

Caregiver
Burden Index
and
Improvement

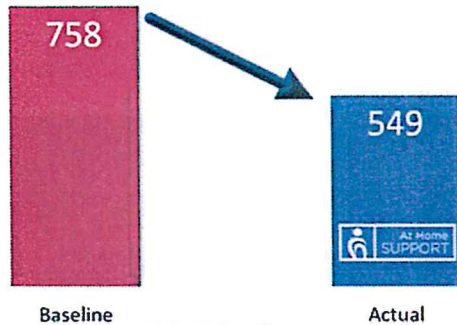
Quality of Life
Index and
Improvement

Patients with
Advanced
Directives

Patient/Caregiver
Satisfaction

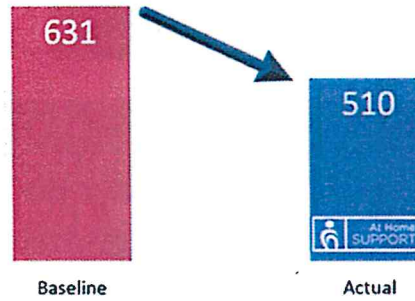
Outcomes

Hospital Admissions
↓28%



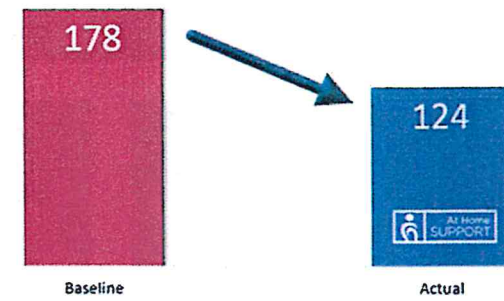
2013 Results
2012 = 33% Decrease

ER Utilization
↓19%



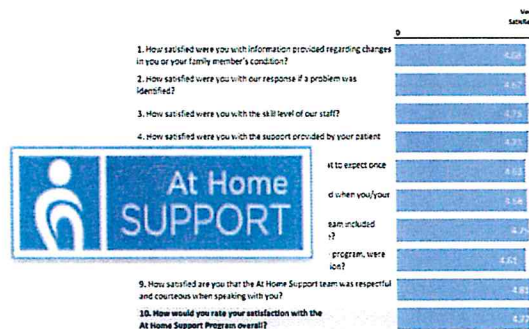
2013 Results
2012 = 9% Decrease

Hospital Readmissions
↓30%

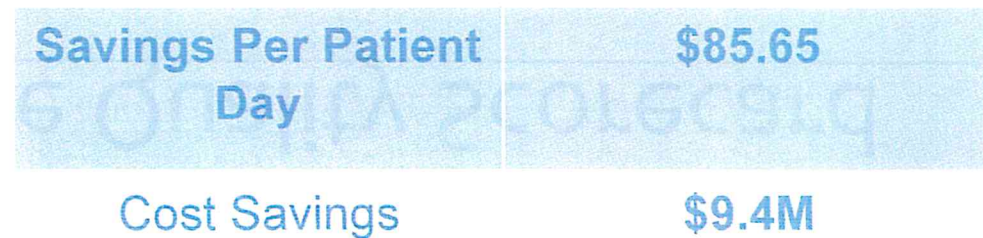


2013 Results
2012 = 57% Decrease

4.77 Overall Score
Satisfaction Survey Scores



2013 Savings



Current Payer Partners

- Serving over 600 patients per day
- Partners have included:
 - 2 Pioneer Accountable Care Organizations
 - Blue Cross Blue Shield Medicare Advantage Plans
 - Blue Care Network Medicare Advantage Plans
 - 3 Large Regional Health Insurance Organizations
 - 1 Additional Statewide Health Insurance Organization in Ohio
- In discussion with over a dozen other partners

Program Reimbursement

- Takes full risk for **At Home Support™** services and quality measures provided to enrolled program population for comprehensive program
- Paid via a percent of savings for patients served on the program
- Other options available to meet the financial/budgetary needs of payer partners