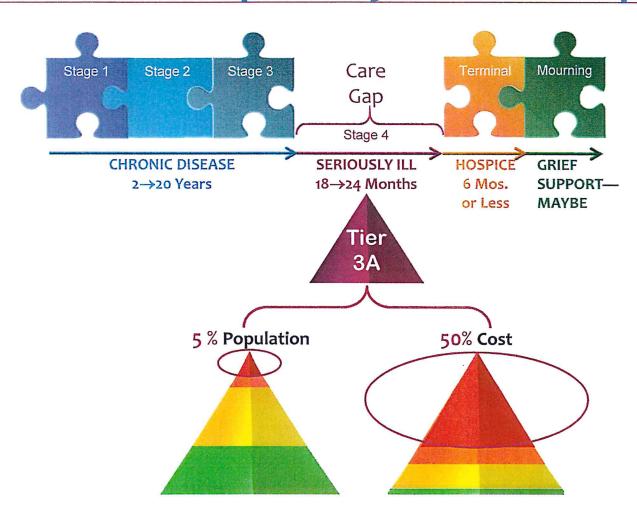


At Home Support Advanced Illness Management Program



Cost/Quality Care Gap





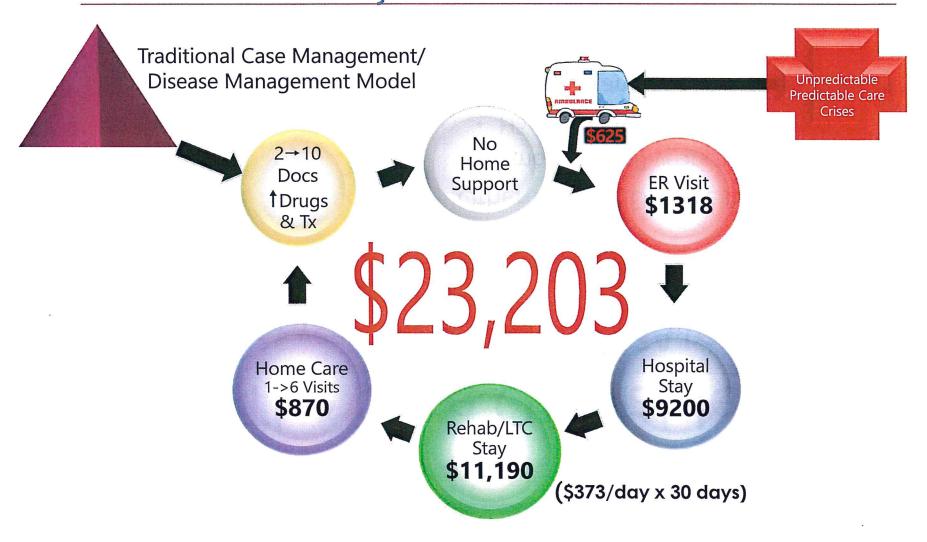
The Case Of Mable

• Mable is 85 years old, a typical Tier 3A patient with the following demographics:



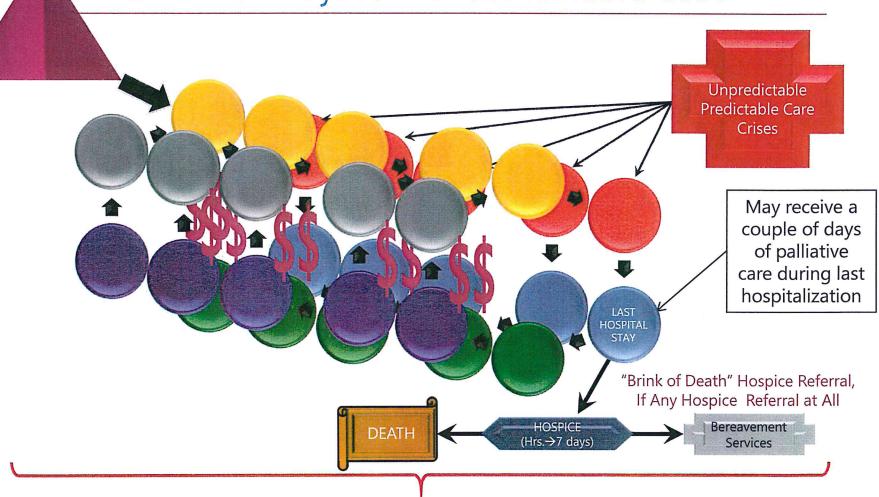
- End Stage (Stage IV) Congestive Heart Failure (CHF)
- Other Chronic Diseases
 - Smoker for 40 years and has Emphysema
 - Has Diabetes
- A life expectancy of approximately 24 more months
- Mable's primary caregiver is her 87 year old husband has beginning stage dementia
- Mable's adult children all 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.

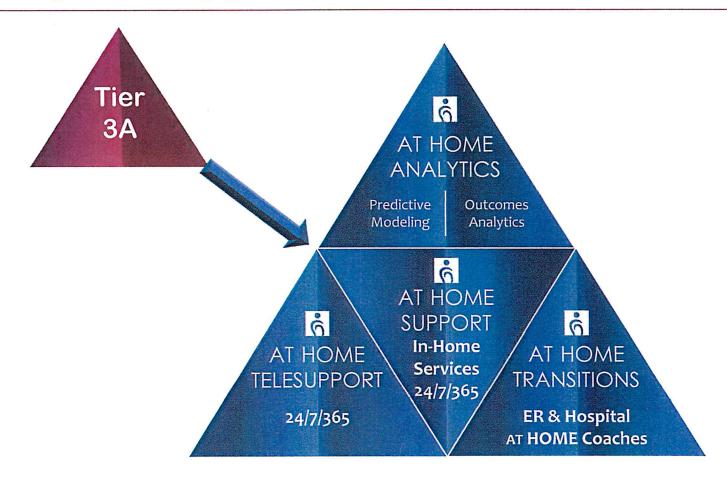


6 Months Before

6 Months After



How Are These Results Achieved?





Interdisciplinary Clinical Program Design

- . Consulted on and approves the plan of care
- Notified of any significant changes in patient status
- Writes orders for any changes in plan of care (i.e. medication, DME, etc.)

RN

- Skilled nursing interventions
- · Medication reconciliation
- Pain and symptom management
- · Teaching patient about disease condition

Patient Technician

- CNA with advanced training in specific clinical interventions
- · Specific delegation of allowable clinical tasks from delegating RN (DRN)
- Communicates directly with delegating RN during course of the visit

MSW

- · Assessment of social and emotional factors
- · Coordination of community resources
- Assistance with legal/financial issues
- Advanced care planning

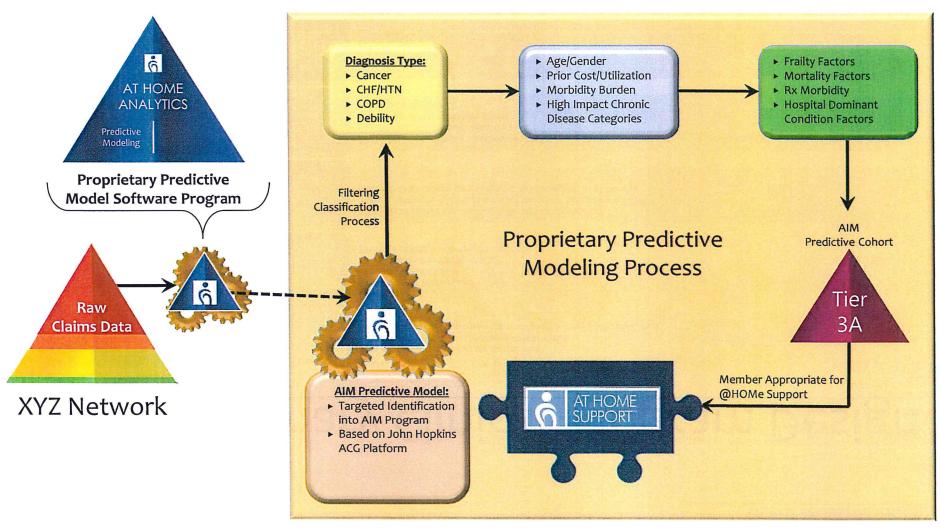
Patient Family Assistant

- ADL/IADL support
- Light housekeeping
- Personal care
- Intermittent respite

Volunteer

- Assists with light housekeeping duties
- · Provides caregiver respite
- · Provides for companionship visits with the patient and family

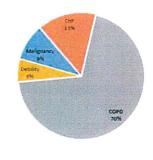
Predictive Modeling Analytics





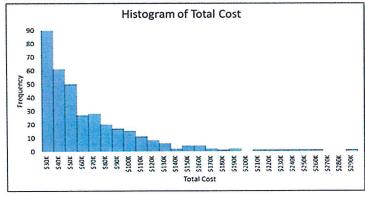
Analysis to Support Program Potential

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%

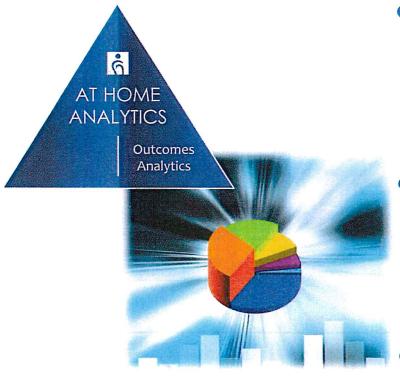
Statistic	Minimum	Maximum	Average
Total Cost	\$30,076	\$299,046	\$67,506
Age	18	85	53
Hospitalizations	1	15	2.2
ER Visits	0	30	2.4



ZIP	Malignancy	CHF	COPD	Debility	TOTAL
40006	0	55551	1	0	mes det 2
40011	0	0	1	0	Parketty.
40014	0		1	0	
40019	0	1	2	0	3
40031	0	0	3	0	1
40045	0	0	1	0	
40046	0	1	1	0	2
40056		0	0	0	
40057	0	0	2	0	
40065	2	0	6	1	9
40067	350 35 35 35 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	0	0	0	
40068	0	0	1	0	1
40071	0	0	1	0	
40076	0	0	1	. 0	and the last
40118	Entertain 1	1	3	1	6
40165	3	6	4	0	13
40202	0	1	11	2	16
40203	A STATE OF THE PARTY OF THE PAR	5	25	2	33
40204	0	0	6	0	6
40205	0	0	1	0	
40206	0	0	2	0	2
40207	F-1 15 11 10 1	1	2	0	1 825 64
40208		0	10	1	12
40210	3	1	10	0	1
40211	0	5	12		18
40212	3		29	2	35
40213	0	1	3		5
40214	2	5	9	0	16
40215	5	8	28	0	41
40216	3	4	16	5	28
40217	0	C	3	0	3
40218	CONTRACTOR I	1	10	0	12
40219	2	0	16	0	1
40220	200000000000000000000000000000000000000	0	5	1	8
40222	0	1	0	0	
40223	100000000000000000000000000000000000000	C	2	0	N 8 1 1 1 1 3
40228	C	2	3	0	5
40229	0	2	8	2	12
40241	0	O	1	0	1
40242	0	O	1	0	MANAGE 1
40258	0	2	5	0	7
40272	1	3	8	2	14
40291	0	1	2	0	3
40299		O	6		8
40601	0	1000001	0	0	
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

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

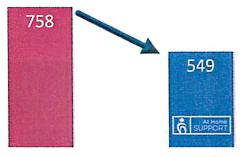
Patients with Advanced Directives

Patient/Caregiver Satisfaction



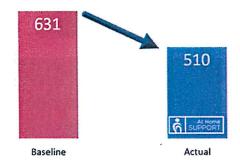
Outcomes

Hospital Admissions ↓28%

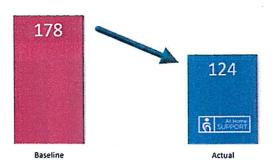


2013 Results
2012 = 33% Decrease

ER Utilization ↓19%



2013 Results 2012 = 9% Decrease



2013 Results 2012 = 57% Decrease

4.77 Overall Score

Satisfaction Survey Scores



2013 Savings

Savings Per Patient	\$85.65
G Day A DIT	
Cost Savings	\$9.4M



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