



Clinical Integration in Health Care: A Check Up

***Private Initiatives to Improve Health Care
Delivery Through Collaboration Among
Health Care Providers***

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Overview

- **Advocate Physician Partners (APP)**
- **Goals**
- **Infrastructure**
- **Obstacles**
- **Mechanisms & Incentives to Increase Compliance**
- **Measures of Success**
- **Joint Contracting/Exclusivity**



Advocate Physician Partners

- **Vision: To be the leading care management and managed care contracting organization in Chicagoland**
- **7 physician hospital organizations and Advocate's medical groups - financial and clinical integration**
- **2,900 Physicians**
- **300,000 capitated lives / 700,000 PPO**



Goals

- APP's Clinical Integration Program is a collaborative effort by over 2900 physicians and the eight Advocate hospitals to drive targeted improvements in health care quality and efficiency through our relationship with every major insurance plan offered in the Chicago metropolitan area, thus *uniting payer, employer, patients, and physicians in a single program to improve outcomes.*



APP Infrastructure

- **154 FTE's**
- **\$24 Million Admin Expenses (2007)**
- **Databases / Patient Registries**
- **Governance**



APP Infrastructure Support for CI

- **Medical Directors**
 - **Each of 7 PHOs**
 - **QI Committee Chair**
 - **Senior Medical Director**
- **CI Director – 1 FTE**
- **Analyst – 1 FTE**
- **Quality staff - 6 FTE**
- **Pharmacist - 2 FTE**



APP Infrastructure Support for CI

- **Provider Relations staff - 13 FTE**
- **Data support staff - 3.5 FTE**
- **Also contracting, finance and administrative support**
- **For CI only**
 - **\$1.65 M/year in salaries and benefits**
 - **18.5 FTE's**



Obstacles

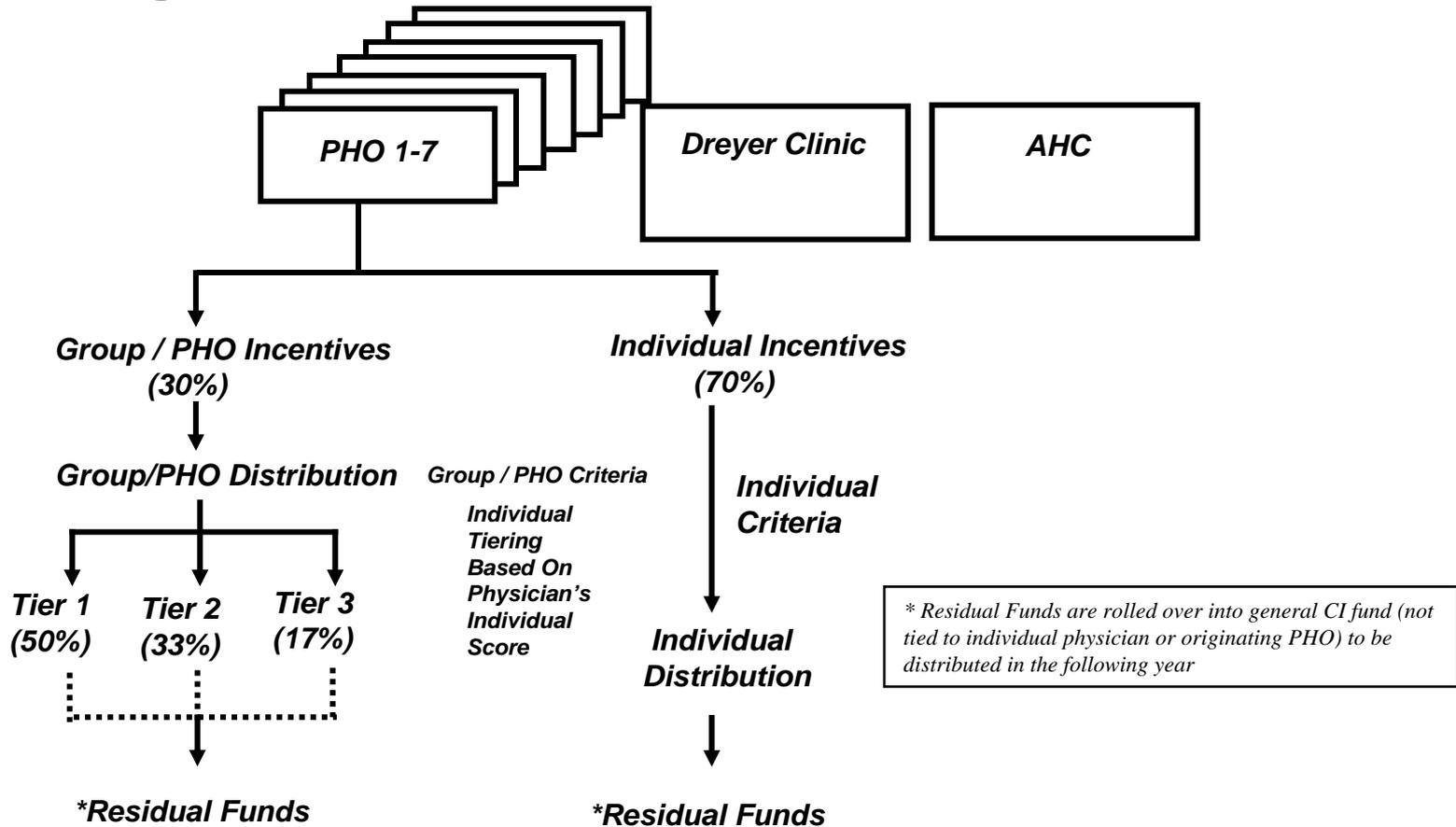
- **Incomplete Data: Health Plans**
 - **Technical Issues**
 - **HIPAA**
- **Disease Management “Carve Outs”**
- **Health Plan Disintermediation**
- **Antitrust Review**



Mechanisms to Increase Compliance

- **APP QI/Credentials Committee**
- **Membership Criteria**
- **Peer Pressure / Local Medical Director**
- **Mandatory Provider Education/CME**
- **Physician's Office Staff Training**
- **Financial Incentives / Report Cards**

Advocate Physician Partners Incentive Fund Design





Measures of Success

- **Clinical Outcomes**
- **Patient Safety**
- **Medical & Technological Infrastructure**
- **Efficiency**
- **Patient Satisfaction**



*Reporting
the 2007
Clinical
Integration
Results*

The 2008 Value Report

 *Advocate Physician Partners*

Benefits from Clinical Integration

To obtain a copy of the
2008 Value Report, go to
www.advocatehealth.com/app

or call 1.800.3ADVOCATE
(1.800.323.8622)

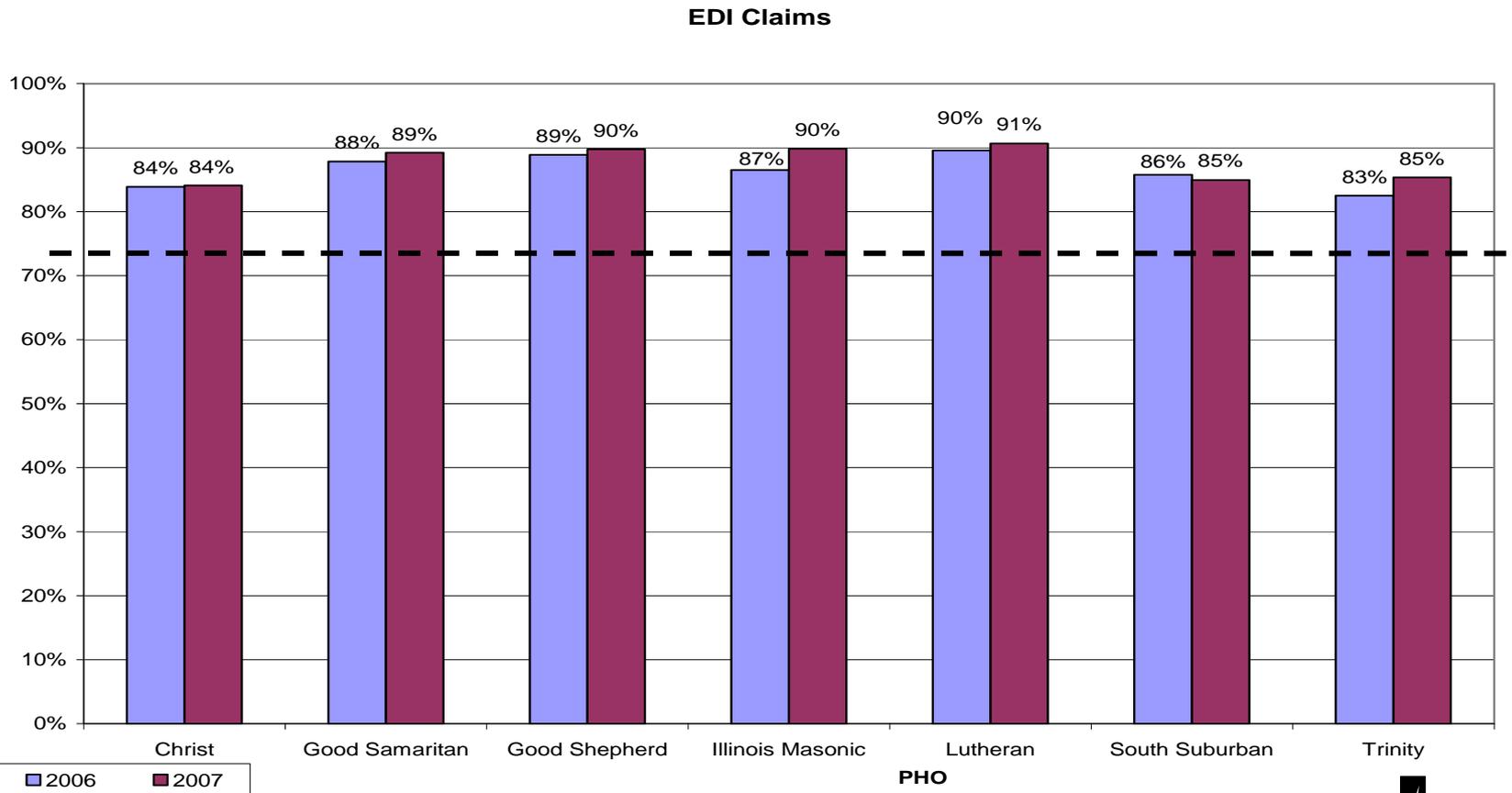


2007 Results Compared to “Best State” NCQA - Commercial

Measure	Overall PHO*	AHC	Dreyer	APP ALL	NCQA
DB Hgbalc	86.7%	89.8%	95.6%	90.7%	92.5%
DB Hgbalc <7	46.8%	45.4%	57.9%	50.4%	48.2%
DB Hgbalc >9	23.9%	13.4%	12.3%	17.0%	20.5%
DB LDL	85.0%	88.1%	92.1%	88.3%	88.1%
DB LDL <100	56.8%	49.8%	56.9%	55.0%	49.2%
DB Eye Exam	65.1%	55.9%	55.5%	59.2%	73.2%
DB Nephropathy	70.7%	85.7%	82.8%	79.0%	85.4%
DB <140/90mm/Hg	67.9%	55.3%	81.2%	69.4%	70.7%
DB <130/80mm/Hg	41.8%	26.4%	52.9%	41.7%	42.2%

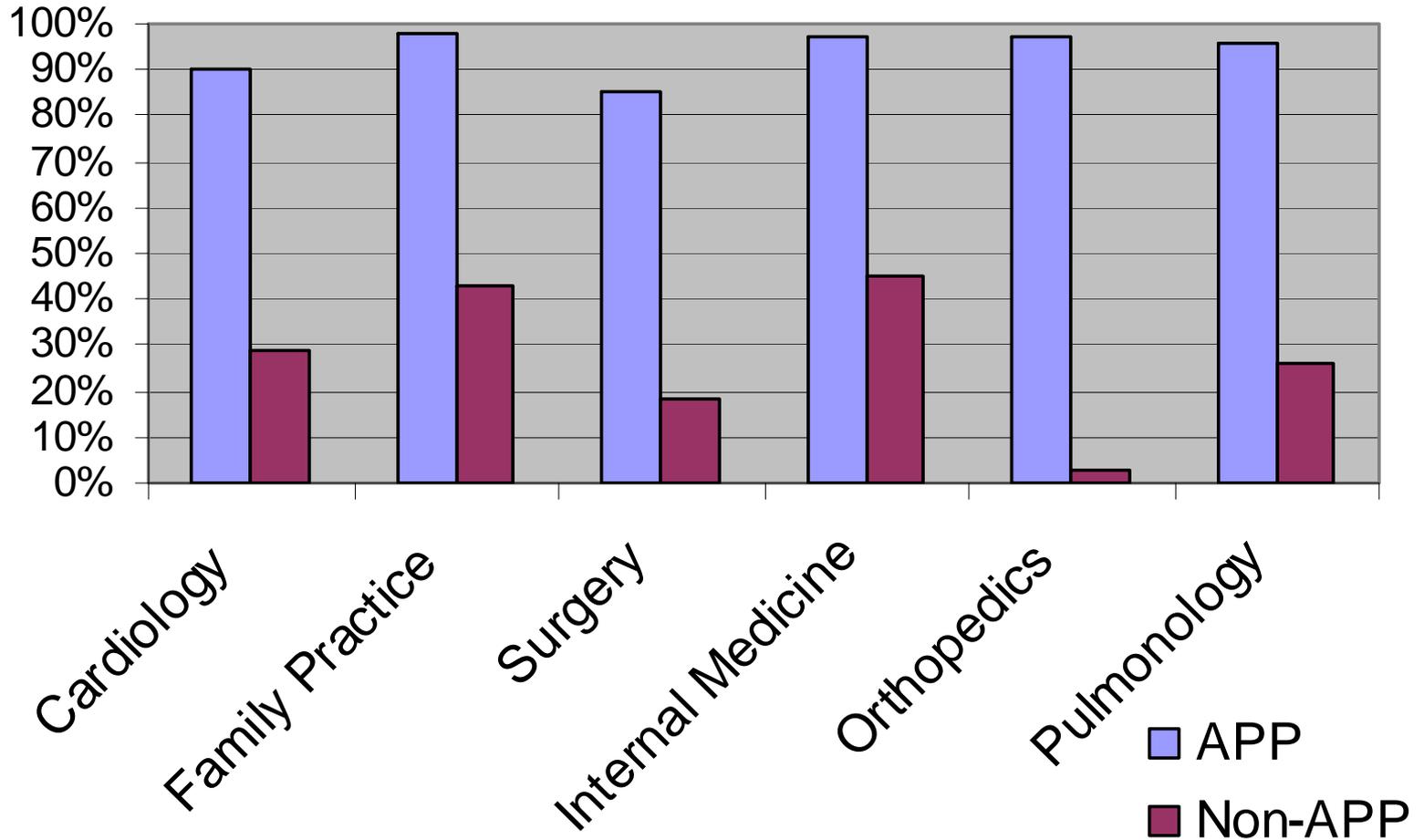


Percent of Claims by EDI





Adoption of eICU - 2007





Joint Contracting & Non-Exclusivity

- Joint contracting is essential for APP to achieve its great results
 - Same measures across all payers
 - Common procedures at practice level for all contracted plans
 - Same network for all payers
 - Stable networks
 - Efficiency in credentialing
- APP is non-exclusive



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