

# Our Journey to Clinical Integration

Lehigh Valley Health Network

**Gregory G. Kile,**

*Chief Insurance Officer, Lehigh Valley Health Network  
President and CEO, Populytics, Inc.*

© 2019 Lehigh Valley Health Network

888-402-LVHN LVHN.org

# Lehigh Valley Health Network Overview

- 8 Campuses
- 1 Children's Hospital
- 30 Pediatric Specialties
- 163 Physician Practices
- 45 Rehabilitation Locations
- 26 Health Centers
- 18 ExpressCARE Locations
- 81 Testing and Imaging Locations
- 18,000+ Employees





## LVHN Mission

---

We heal, comfort and care for the people of our community by providing advanced and compassionate health care of superior quality and value supported by education and clinical research.

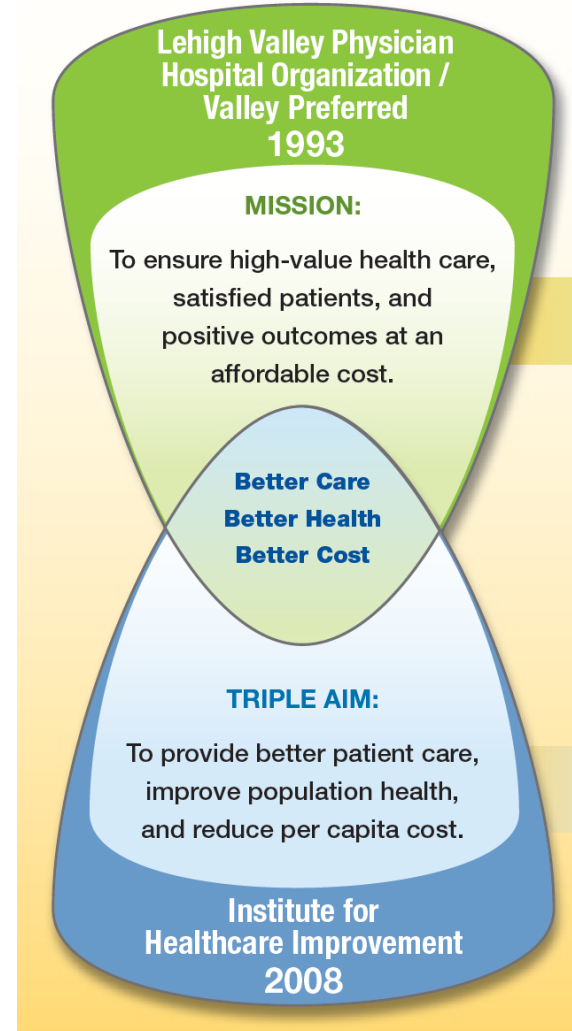
## LVHN Vision

---

We will build on our foundation as a premier academic community health system and become an **innovative population health leader** that creates superior quality and value for the patients and communities we serve.

# Lehigh Valley Physician Hospital Organization (LVPHO)/Valley Preferred

- Formed in 1993, mission unchanged
- Supports physician engagement and quality improvement
- Nearly 100 members when we started out in 1993, to more than 1,300 member physicians today across a 12-county region
- Provides effective, efficient and uniform measures to support accountable care and population health

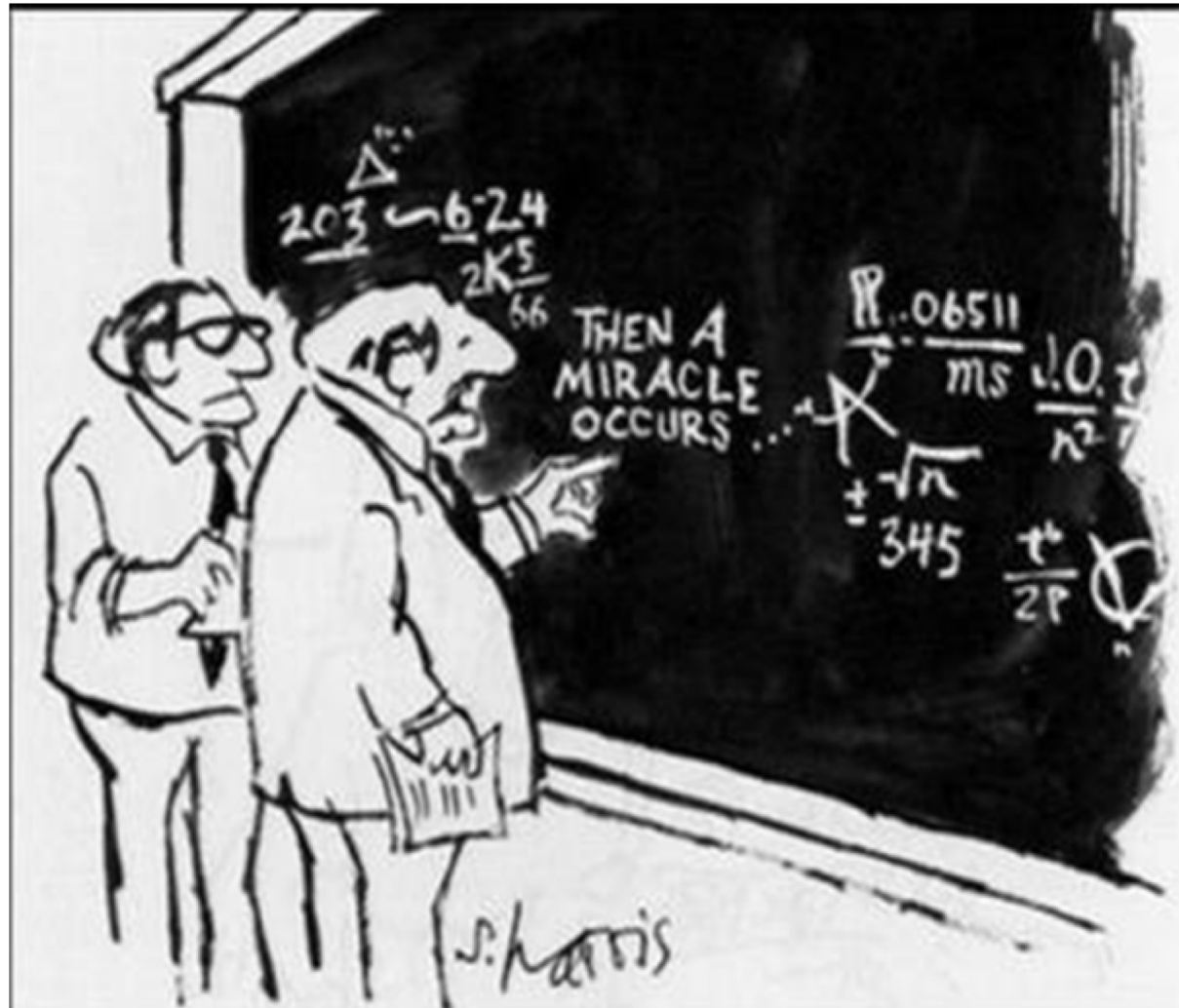




## And along came the ACA....

- Situational Analysis (Circa 2008 – 2012)
  - Per the ACA and/or CMS
    - There will be no new money
    - We will sequester payments, if needed
    - We will withhold a portion of your payments, for quality sake
    - We will endeavor to reduce your payments through innumerable initiatives
    - We will regulate the payors, so good luck getting more from them
    - Any questions? – refer back to the “Triple Aim”
      - » Take care of more people, at higher quality and a lower cost, while we beat you.

**Frankly, our industry deserved this**



"I think you should be more explicit here in step two."

Special feature: Systems survey reveals strong financial rebound / Page 26

# Modern Healthcare

THE ONLY HEALTHCARE BUSINESS NEWS WEEKLY

JUNE 6, 2011

\$5.50

MAJOR HEALTH SYSTEMS, ORGANIZATIONS LINE UP AGAINST PROPOSED ACO PROGRAM

*Future of Medicare's  
accountable care  
organization plan  
jeopardized...*

**fiasCO**

*...by providers  
unwilling to take  
on what they say is  
big risk for little reward*

Page 6

# Populytics Overview

---

**Established December 2013**

---

**Population health management and analytics firm**

---

## Integrated services

- Population health analytics
- Clinical care coordination
- Health benefits administration & consulting
- Corporate wellness programs

---

## Expert professionals

- Payer & provider informatics
- Medical management services
- Advanced analytics
- Business development
- Insurance and risk management

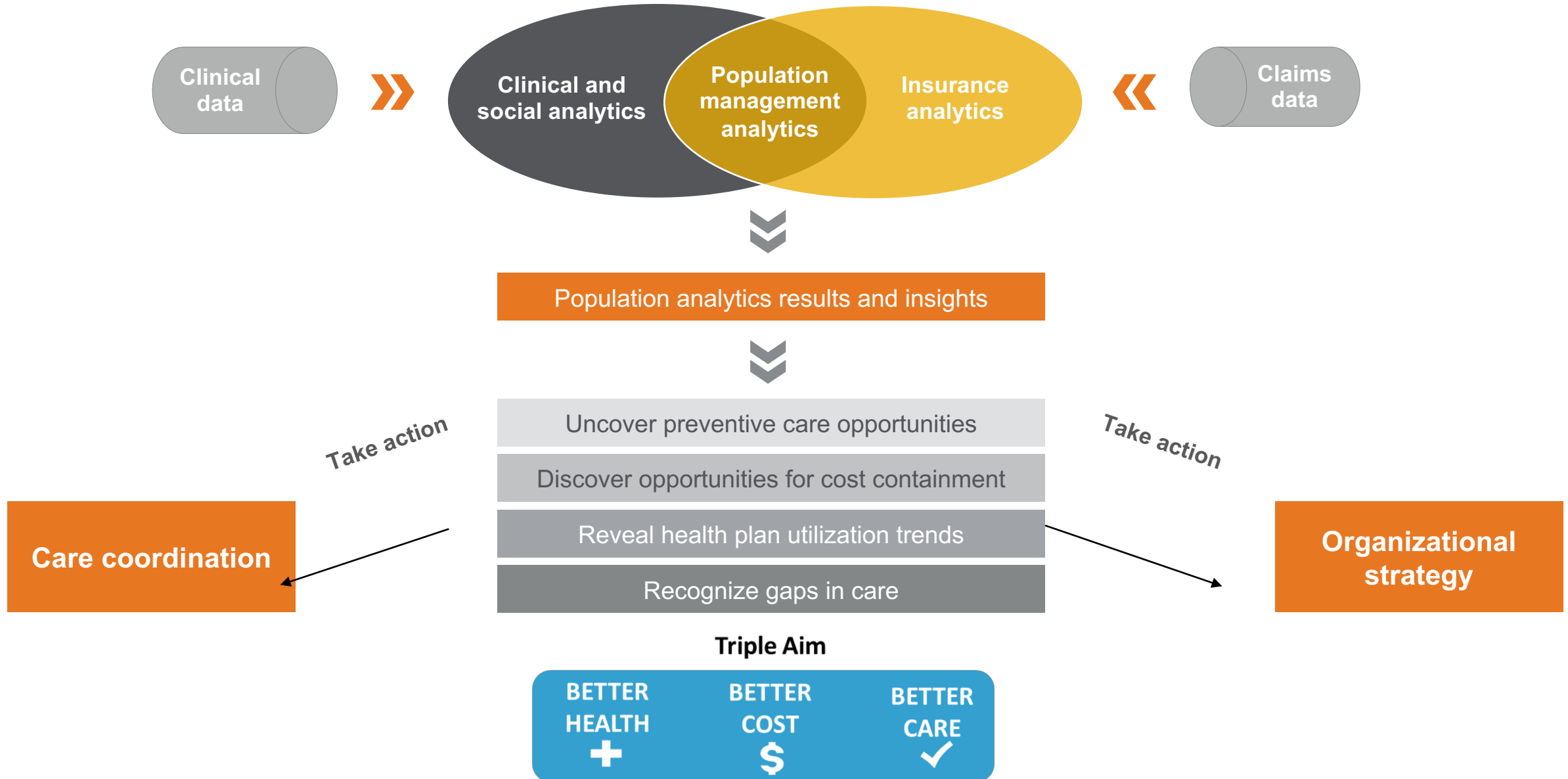


# Populytics Drives Payment Innovation

- Manage commercial, Medicare and Medicaid populations
- Implement and manage shared savings and shared risk contracts
- Identify priority quality and utilization measures
- Align performance measurement on value based contracts
- Implement bundled payments
- Implement joint venture products



# Population Health Analytics





# **Integrating Population Health Analytics**

- Integration must occur in three areas for successful Population Health Management:
  - Data sources (insurance claims, EMR, socio-economic)
  - Prioritized analytics in EMR
  - Data-driven culture
  - Change management and translational ability/speed

# Clinical Analytics

The risk of the population being managed is evaluated from several perspectives including:

- Clinical Risk
  - Risk Scores
  - Disease Prevalence
  - New Technology
  - RX Pipeline
  - Care Gaps
  - Quality Parameters
- Attribution Risk
  - Annual Wellness Visits
  - Lost attribution
- Documentation and Coding Risk
  - Case-Mix Index
  - Hierarchical Clinical Conditions

# Integration into Workflow

- Data driven work processes
- Directing resources to patients most at risk
- Registry development incorporating multiple data sources

LV Populitics CBC Registry [26955] as of Tue 7/18/2017 3:06 AM

Filters Options Chart Encounter Encounter Bulk Orders Communication PT Outreach Track PT Outreach HM Modifiers Add to List Questionnaire Series

PCP Practice Name	PCP	MRN	Patient	Sex	Age	DOB	Last PCP visit	Next PCP Visit	LVH Risk Score	Optum HCC-RAF	Optum Charlson Score	Optum ED Visits	Optum High Risk Meds	Optum Hospital Admiss
LVP Int Med - 1230 Cedar Crest	Bmdjar, Jon E, DO	10005294	Zuzu, Lizzy	Female	27 y.o.	05/28/1990			0					
LVP Int Med - 1230 Cedar Crest	Winas, Matthew J, DO	10005334	Stine, Therapy	Female	35 y.o.	03/28/1982			0	0.121				
LVP Int Med - 1230 Cedar Crest	Winas, Matthew J, DO	10005401	Test, Rosie	Female	31 y.o.	03/01/1986			0	0.121				
LVP Int Med - 1230 Cedar Crest	Winas, Matthew J, DO	10005426	Cadence, Fastpass	Female	30 y.o.	04/25/1987			0	0.326				
LVP Int Med - 1230 Cedar Crest	Winas, Matthew J, DO	10005431	Cadence, Roxanne	Female	42 y.o.	03/30/1975			0	2.478				
LVP Int Med - 1230 Cedar Crest	Candio, Joseph A, MD	10005363	Cadence, Cardinal	Male	44 y.o.	12/17/1972			0	0.124				
LVP Int Med - 1230 Cedar Crest	Candio, Joseph A, MD	10005245	Cadence, Charlotte	Female	70 y.o.	02/15/1947			0	0.121				
LVP Int Med - 3080 Hamilton Blvd	Brooks, Judith, CRNP	10005068	Becky, Medicare	Female	66 y.o.	04/01/1951	04/11/2017		1	0.205				
LVP Int Med - 3080 Hamilton Blvd	Brooks, Judith, CRNP	10005299	Protime, Patty	Female	78 y.o.	03/01/1939	06/09/2017		0	0.197				
LVP Int Med - 3080 Hamilton Blvd	Mishriki, Yehia Y, MD	10005342	Corcoran-Stamm, Lynn Test	Female	62 y.o.	02/28/1955			1	0.263				
LVP OBGYN - 1245 Cedar Crest	Black, Christina M, MD	10005166	Shorkey, 14901	Female	4 y.o.	02/16/2013			1	0.931				
LVP OBGYN - 1245 Cedar Crest	Black, Christina M, MD	10005207	Optime, Tilley	Female	23 y.o.	08/14/1993			1	0.197				
LVP Pediatrics - Travelers	Levick, Donald, MD	10005106	Shelton, Pyxis	Female	57 y.o.	02/08/1960			0	0.121				

← Snapshot

Demographics	Allergies
Medicare Becky Female 66 y.o.	Not on File
Problem List	Current Outpatient Medications
Essential hypertension Noted: 4/11/2017 Relevant Results	aspirin 81 MG EC tablet atorvastatin (LIPITOR) 10 MG tablet lisinopril (PRINIVIL) 20 MG tablet
Mixed hyperlipidemia Noted: 4/11/2017	Immunizations/Injections
Seasonal allergies Noted: 4/11/2017	Name Influenza H4 (IM) 3YO+ Date: 1/11/2017 Pneumococcal Conjugate 13-Valent Date: 3/11/2016 Td Date: 4/11/2002
Generalized anxiety disorder Noted: 4/11/2017	
Health Maintenance	

# Financial Analytics

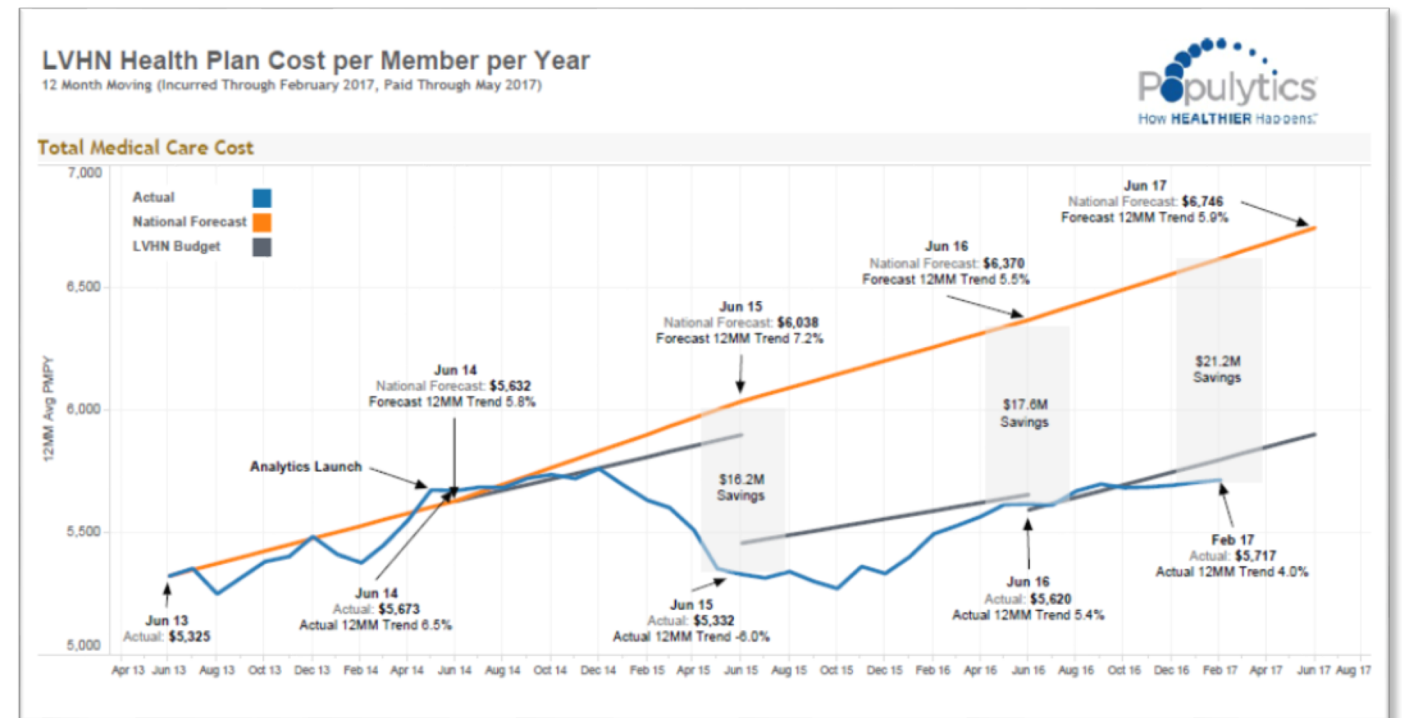
Financial analytics are used to analyze medical care cost and trend including PMPM, utilization and cost per unit metrics.

Financial analytics include:

- **Medical Expense Budget**
  - Experience Compared to Budget
  - Experience Compared to Benchmark
- **Care Cost Review**
  - PMPM
  - Utilization
  - Cost Per Unit
  - Trending
  - Identify Utilization Drivers by Type of Service or Clinical Condition
- **Episodic Analytics**
- **Outmigration Analysis**
- **Care Pathways/Bundled Payments**
- **Accountable Care Metrics**

# LVHN Health Plan

- The National Forecast is based upon the forecast of the yearly medical care cost trend by national authorities including Milliman, PWC, Kaiser and Mercer
- The LVHN Health Plan outperformed both its budget and the National Forecast of medical care cost trend in each of the fiscal years subsequent to the analytics launch
- There were cumulative savings of \$55M when comparing actual medical care costs to what the medical care costs would have been based upon the National Forecast absent any data driven initiatives



# Achieving Clinical Excellence®

- Semi-Annual Practice-Based Group Incentive Plan: Designed to provide physicians with incentives to meet the Triple Aim
- Measurement Categories
  - Better Care: CG CAHPs participation, Meaningful Use standards
  - Better Cost: Risk Adjusted ALOS, Risk Adjusted Episode Cost, Admissions and Readmissions, ED visits, and generic Rx Utilization
  - Better Health: Evidence-based Quality Measures, QI Projects
- Funding Sources: Include employer, payers & shared savings distribution
- CME Opportunities/Online Modules

<b><u>Average Incentive Payment by Practice</u></b>	
PCP	\$61,073
Specialist	\$22,257



# Provider Portal: Information in the Hands of the Physicians

## Provider Scorecards

**Valley Preferred**  
LEHIGH VALLEY HEALTH NETWORK

Find a Health Care Provider > Search >

About Us | For Health Care Providers | For Employers & Members | For Brokers & TPAs | Contact Us

Home > For Health Care Providers > Lehigh Valley Physician Hospital Organization...

**LVPHO**  
Lehigh Valley Physician Hospital Organization, Inc.

**Contact Us**

Who We Are  
Who We Work With  
Leadership  
Lehigh Valley Physician Hospital Organization  
Achieving Clinical Excellence®  
Choosing Wisely®  
Institute for Healthcare Improvement  
LVPHO OnCourse  
Provider Video Library  
Seminars/Events  
Testimonials  
Greater Lehigh Valley Independent Practice Association  
Lehigh Valley Health Network

Chart a New Course  
LVPHO member physicians are making major strides to improve health care in our region. [Learn more about LVPHO membership>>](#)

**LVPHO Secure Provider Portal**  
Access Achieving Clinical Excellence® reports, resources, and more!

**Performance-based incentive program**  
Participation is a rewarding experience. [Learn more.](#)

**ACE** Achieving Clinical Excellence®

**Clinical Leadership and Liaisons**  
Let us assist you and your practice in providing better care, better health and better cost to your patients.

**Clinical Practice Guidelines**  
Learn about up-to-date measurable guidelines in specific chronic disease states.

**Provider Summary of Chronic HCC Coding Opportunities**

Physician Name: Stephens, Jennifer L. NPI: 1083731889 [Download Report](#)

Category	Me	LVPHO
# Members Attributed	347	138154
# of Attributed Members With A Chronic Coding Opportunity	64	17317
# of Attributed Members With A Visit Thus Far	178	80369
# Attributed Members With A Chronic Coding Opportunity Already Seen	49	14492

**Me Vs LVPHO**

Category	My Members (%)	LVPHO Members (%)
With Chronic Coding Opportunity	18%	13%
With Visit Thus Far	51%	58%
With Chronic Coding Opportunity Already Seen	14%	10%

**Most Valuable Chronic Diagnoses**

**Diagnoses I've Missed**

Show 5 entries Search:

Code	Patients	ICD	Description
4400	3	9	ATHEROSCLEROSIS OF AORTA
E6601	3	10	MORBID SEVERE OBESITY DUE TO EXCESS CALORIES
135	2	9	SARCOIDOSIS
2875	2	9	UNSPECIFIED THROMBOCYTOPENIA
4439	2	9	UNSPECIFIED PERIPHERAL VASCULAR DISEASE

Showing 1 to 5 of 91 entries Previous 1 2 3 4 5 ...

**Diagnoses LVPHO Missed**

Show 5 entries Search:

Code	Patients	ICD	Description
E119	818	10	TYPE 2 DIABETES MELLITUS WITHOUT COMPLICATIONS
J449	812	10	CHRONIC OBSTRUCTIVE PULMONARY DISEASE UNS
I739	805	10	PERIPHERAL VASCULAR DISEASE UNSPECIFIED
H3532	800	10	EXUDATIVE AGE-RELATED MACULAR DEGENERATION
E6601	766	10	MORBID SEVERE OBESITY DUE TO

# An Overall Health System Strategy



## Build and leverage an analytic platform to:

1. Prospectively Risk-Stratify our population
2. Identify the top 5% of individuals driving 50% of healthcare costs
3. Proactively interrupt their negative path to improve their outcome
4. Demonstrate the connection of higher quality care to lower episode costs
5. Embed this new workflow into our care delivery model
6. Embed the new competency into value based contracts with payers

## Two Economic Objectives:

1. “Lose Less” on vulnerable populations
2. Drive market essentiality with commercial populations

# Questions?