CMS - ACO
"Transitions Program"
March 2011

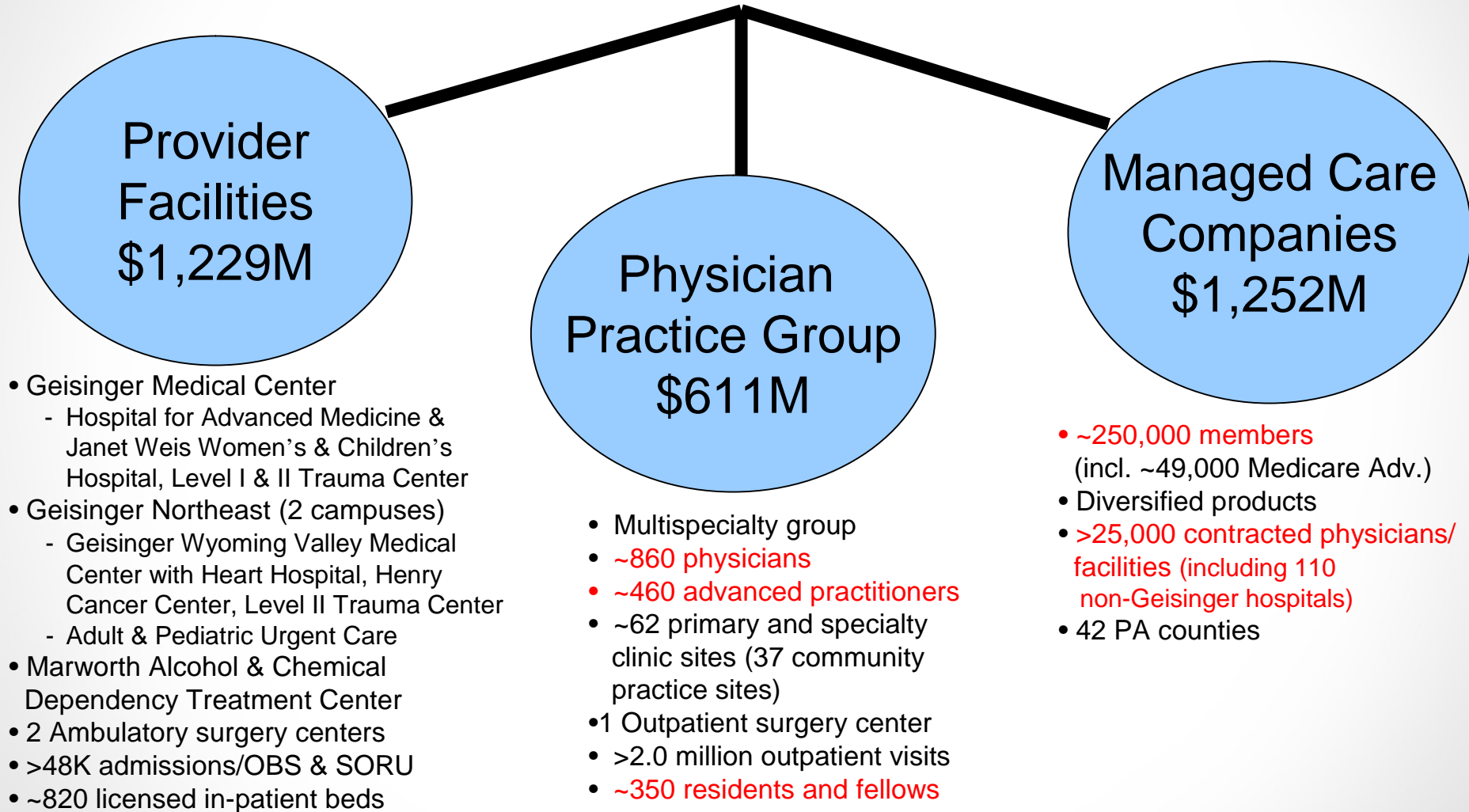**Thomas R Graf MD**

Our Legacy

"**Make my hospital right, make it the best.**"

Abigail Geisinger

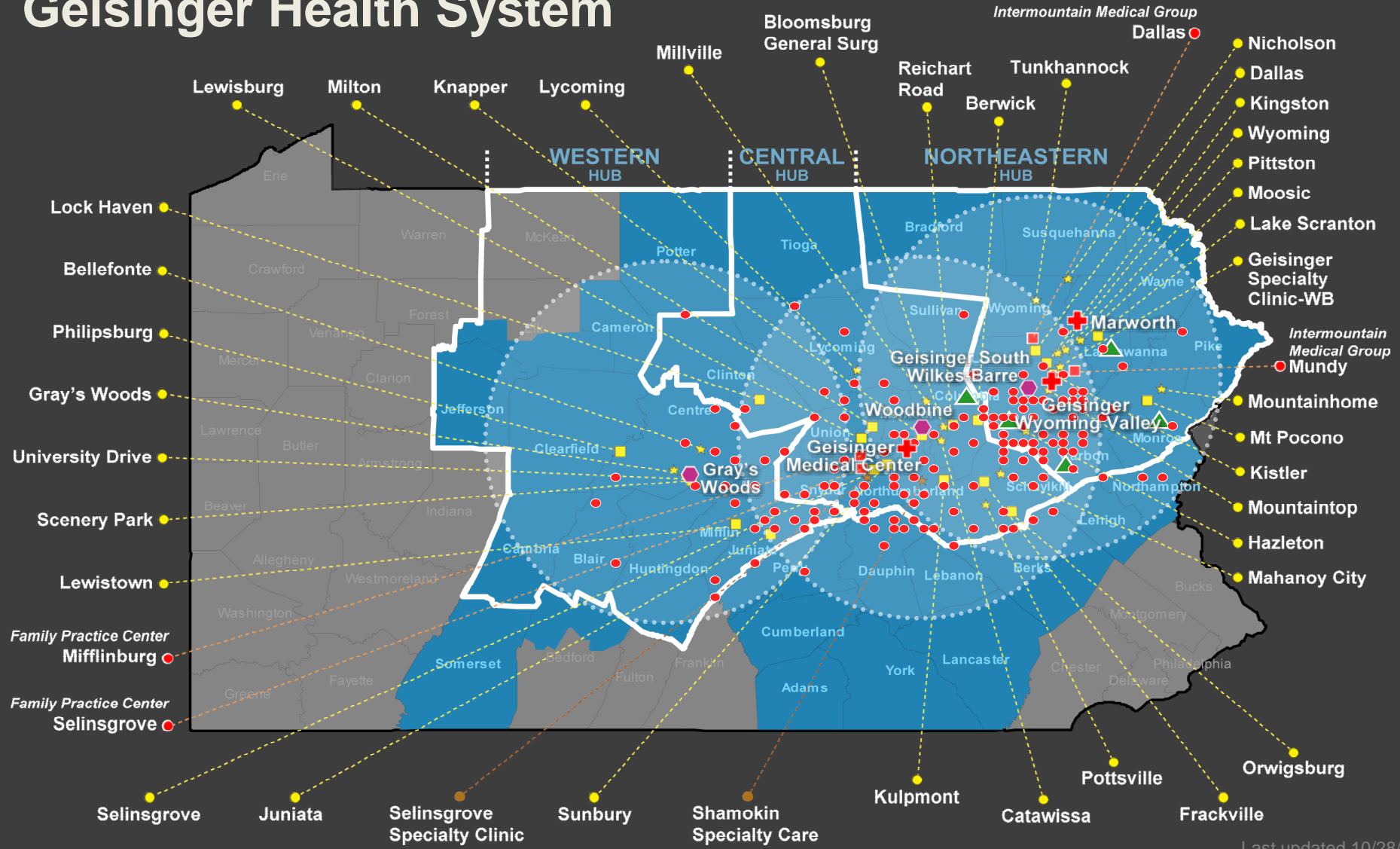*1827-1921*

"Geisinger Quality – Striving for Perfection"

Geisinger Health System
An Integrated Health Service Organization

Provider Facilities $1,229M

Physician Practice Group $611M

Managed Care Companies $1,252M

- Geisinger Medical Center
  - Hospital for Advanced Medicine & Janet Weis Women's & Children's Hospital, Level I & II Trauma Center
- Geisinger Northeast (2 campuses)
  - Geisinger Wyoming Valley Medical Center with Heart Hospital, Henry Cancer Center, Level II Trauma Center
  - Adult & Pediatric Urgent Care
- Marworth Alcohol & Chemical Dependency Treatment Center
- 2 Ambulatory surgery centers
- >48K admissions/OBS & SORU
- ~820 licensed in-patient beds

- Multispecialty group
- ~860 physicians
- ~460 advanced practitioners
- ~62 primary and specialty clinic sites (37 community practice sites)
- 1 Outpatient surgery center
- >2.0 million outpatient visits
- ~350 residents and fellows

- ~250,000 members (incl. ~49,000 Medicare Adv.)
- Diversified products
- >25,000 contracted physicians/ facilities (including 110 non-Geisinger hospitals)
- 42 PA counties

Note: Numerical references based on fiscal 2010 budget.

3

GEISINGER
REDEFINING BOUNDARIES®

Geisinger Health System

Geisinger ProvenHealth Navigator Sites
Contracted ProvenHealth Navigator Sites
Geisinger Medical Groups
Geisinger Specialty Clinics
Geisinger Inpatient Facilities
Ambulatory Care Facility
Careworks Convenient Healthcare
Geisinger Health System Hub and Spoke Market Area
Geisinger Health Plan Service Area
Non-Geisinger Physicians With EHR

Last updated 10/28/09

GEISINGER
REDEFINING BOUNDARIES®

Electronic Health Record (EHR)

> $130M invested (hardware, software, manpower, training)

Running costs: ~4.4% of annual revenue of > $2.3B

Fully-integrated EHR: 37 community practice sites; 2 hospitals; 2 EDs;
6 Careworks retail-based and worksite clinics
- – Acute and chronic care management
- – Optimized transitions of care

Networked PHR - ~155,000 active users (33% of ongoing patients)
- – Patient self-service (self-scheduling, kiosks)
- – Home monitoring integrated with Medical Home

"Outreach Health IT" - 2,600 non-Geisinger physician users
- – Remote support for regional ICUs
- – Telestroke services to regional EDs

Active Regional Health-Information Exchange (KeyHIE)
- – 11 hospitals, 90+ practices, 400,000 patients consented

***e*-health (*e*ICU®) Programs**

Keystone Beacon Community
- – HIT-enabled, Community-wide care coordination in 5 rural counties

GHS awarded "Most Wired" health care system by Computer World eight years
running; Dr. Steele awarded HIT CEO of the year, 2006

GEISINGER
REDEFINING BOUNDARIES®

Patient Portal ("PHR")

MyGeisinger Personal Health Record
- ~160,000 active users; adding ~500/week
- New Goal = 200,000 (~1/3 core active population)

Secure portal allows patients to:
- View lab/test results, medication list, diagnosis list
- Schedule appointments, message care team
- Request prescription refills
- Access links to trusted health information specific to disease states
- …Testing access to physician notes

60%/40% messaging activity split between clinical/administrative

GEISINGER
REDEFINING BOUNDARIES®

Physician Group Practice (PGP) Demonstration Project   (CMS)

April 1, 2005 – March 30, 2010

Do large multispecialty group practices deliver higher quality care at lower cost than surrounding physicians and hospitals?

NAME	STATE
Billings Clinic	MT
Dartmouth-Hitchcock Clinic	NH
Everett Clinic	WA
Forsyth Medical Group	NC
Geisinger Clinic	PA
Marshfield Clinic	WI
Middlesex Health System	CT
Park Nicollet Health Services	MN
St. John's Health System	MO
University of Michigan	MI

GEISINGER
REDEFINING BOUNDARIES®

Physician Group Practice (PGP) Demonstration Project (CMS)

Physician Group Practice	Percentage of Quality Goals Attained				Shared Savings Payments ($)			
	Year 1	Year 2	Year 3	Year 4	Year 1	Year 2	Year 3	Year 4
Billings Clinic, Billings, MT	90.91	97.78	98.11	92.45	0	0	0	0
Dartmouth–Hitchcock Clinic, Lebanon, NH	95.45	97.78	92.45	94.34	0	6,689,879	3,570,173	328,798
Everett Clinic, Everett, WA	86.36	95.56	94.34	94.34	0	129,268	0	0
Forsyth Medical Group, Winston-Salem, NC	100.00	100.00	96.23	96.23	0	0	0	0
Geisinger Clinic, Danville, PA	72.73	100.00	100.00	100.00	0	0	1,950,649	1,788,196
Marshfield Clinic, Marshfield, WI	81.82	100.00	98.11	100.00	4,565,327	5,781,573	13,816,922	16,154,242
Middlesex Health System, Middletown, CT	86.36	95.56	92.45	94.34	0	0	0	0
Park Nicollet Clinic, St. Louis Park, MN	95.45	97.78	100.00	100.00	0	0	0	0
St. John's Clinic, Springfield, MO	100.00	100.00	96.23	98.11	0	0	3,143,044	8,185,757
University of Michigan Faculty Group Practice, Ann Arbor	95.45	100.00	94.34	96.23	2,758,370	1,239,294	2,798,006	5,222,852

Summary Results of the Physician Group Practice Demonstration, Performance Years 1–4.*

* Because the CMS applied different weights to each of the quality measures, the agency calculated the quality goals attained as percentages, rather than absolute numbers of measures. Data are from RTI International.

PGP Demo Project Results
Geisinger Clinic*

Year	Total Saved	% Quality Metrics
1	$ 959,000	73%
2	<$1,123,000>	100%
3	$ 7,035,000	100%
4	$ 6,977,000	100%

*(n=26,707)

GEISINGER
REDEFINING BOUNDARIES*

Methodological Issues PGP1

Attribution

Comparison

Savings Corridor

Risk Governor and Methodology
- Retrospective versus Concurrent

Physician Group Practice (PGP) Demonstration Project   (CMS)

January 1st 2011 – December 31st 2014
Original 10 eligible.

NAME	STATE
Billings Clinic	MT
Dartmouth-Hitchcock Clinic	NH
Everett Clinic	WA
Forsyth Medical Group	NC
Geisinger Clinic	PA
Marshfield Clinic	WI
Middlesex Health System	CT
Park Nicollet Health Services	MN
St. John's Health System	MO
University of Michigan	MI

PGP Demonstration v 2.0

Attribution

Comparison group

Risk Adjustment

GEISINGER
REDEFINING BOUNDARIES®

PGP Demonstration v 2.0

"Corridor" of significance

Savings Cap

Accrued Loss and Withhold

Improved data flows

PGP Demonstration v 2.0

Shared Savings Split
- – 50:50, First Dollar once the corridor is cleared

Quality Gating
- – 100%?

Quality Criteria
- – Diabetes, Coronary Artery Disease, Heart Failure
- – Hypertension, COPD
- – Preventive Care, Transitions of Care
- – Frail Elderly, Meaningful use

GEISINGER
REDEFINING BOUNDARIES®

PGP Demonstration v 2.0

Leading Quality Group

- Additional Shared Savings
  - Bundled Metrics
  - Patient Experience

GEISINGER
REDEFINING BOUNDARIES®