

Lessons in Value Based Payments

Grace Terrell, MD, MMM
Cornerstone Health Care, PA
President/CEO
CHESS
President/CEO

Mission:

To be your medical home

Vision:

**To be the model for physician-led
health care in America**

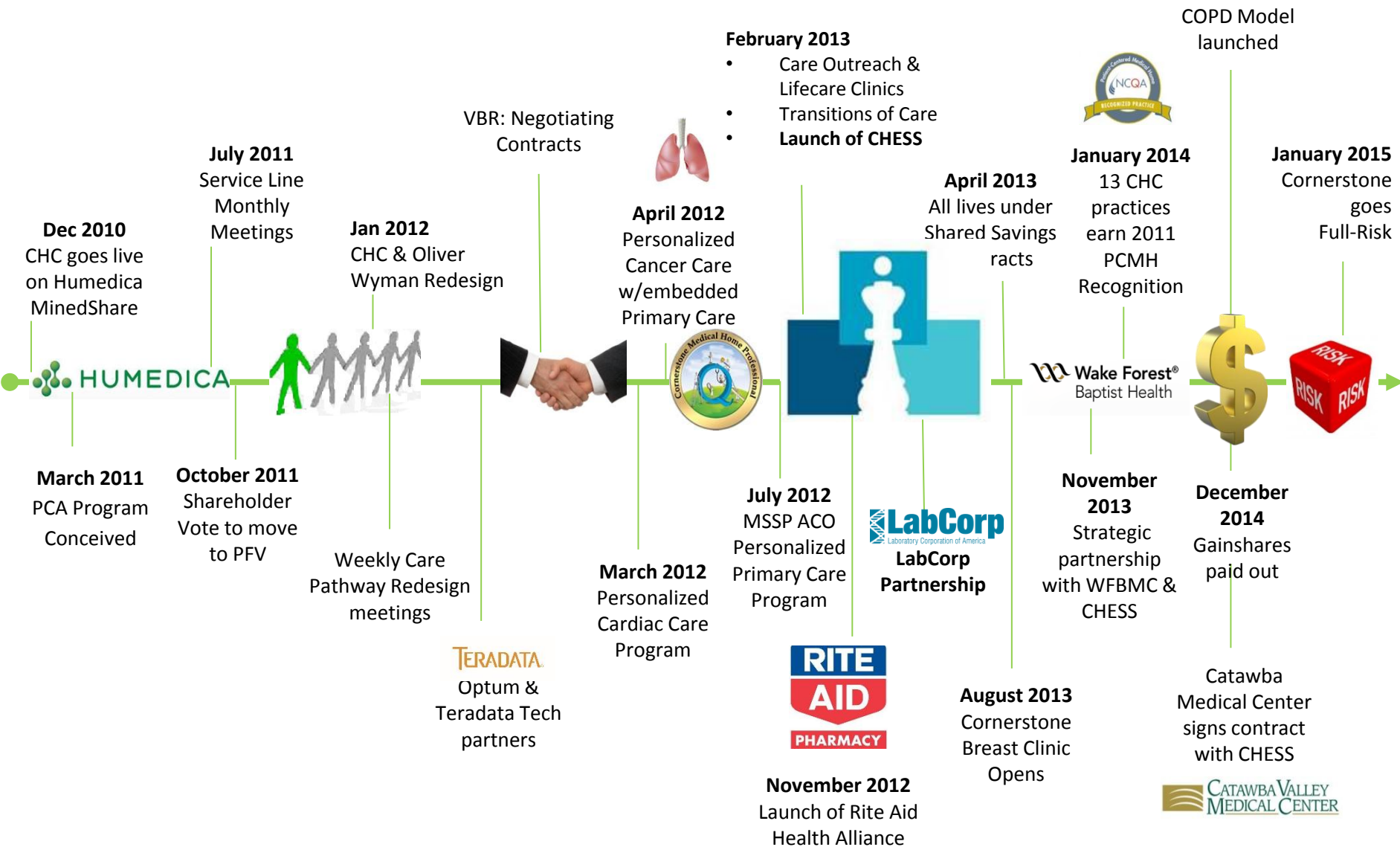
Values:

**As a physician owned and directed company,
we are committed to ensuring that patient care is
efficient, effective, equitable, patient centered,
safe, and timely**

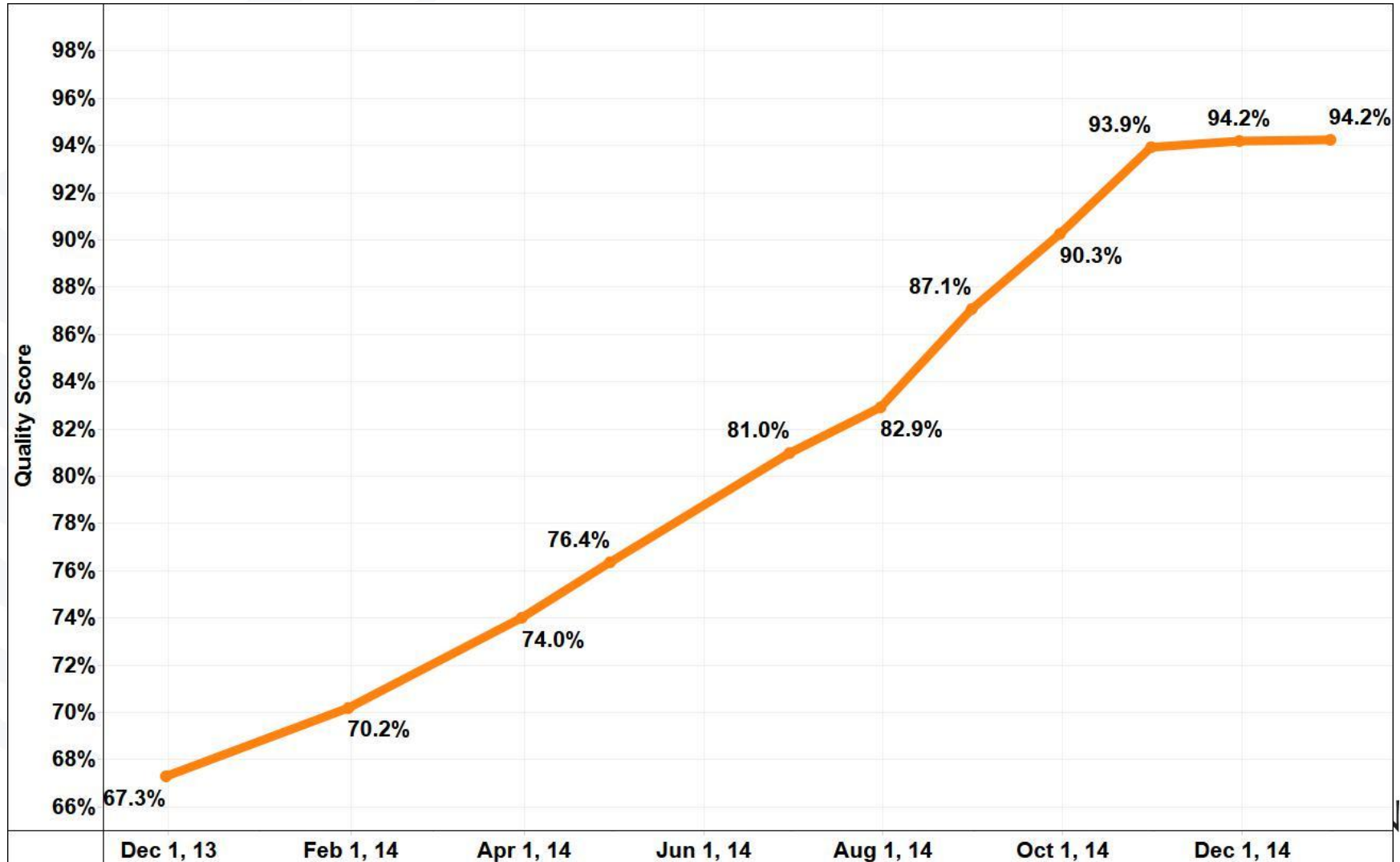


CORNERSTONE
HEALTH CARE

Cornerstone Health Care Timeline



Pathway to Excellence Improvement



Quality Score Improvement by Physician

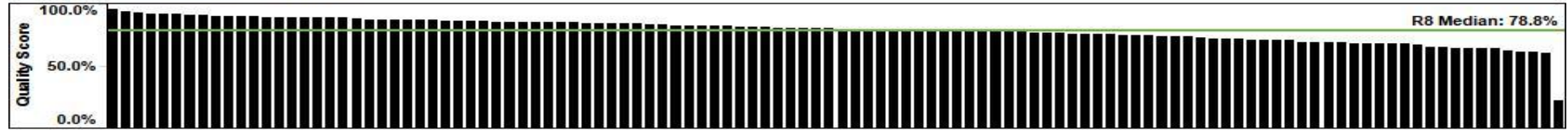


PTE Quality Scores Over Time

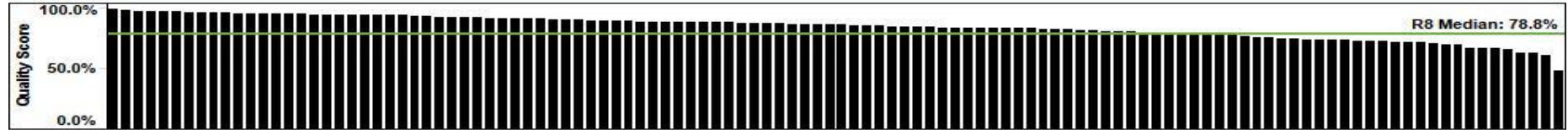
R8: 07/01/2013-06/30-2014



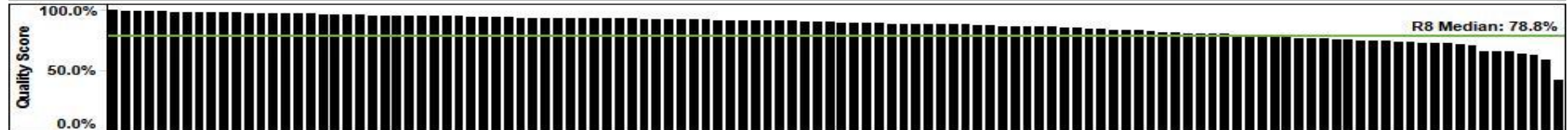
R9: 08/01/2013-07/31/2014



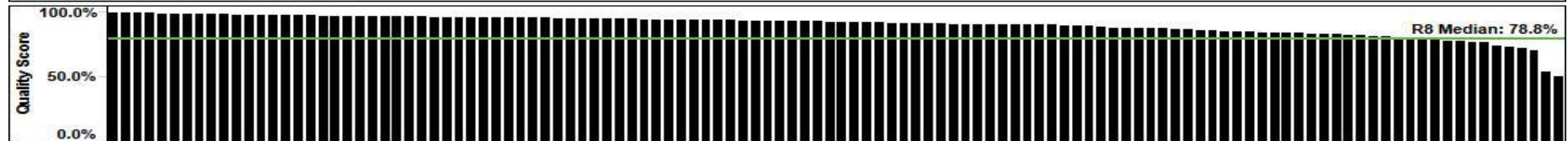
R10: 09/01/2013-08/31/2014



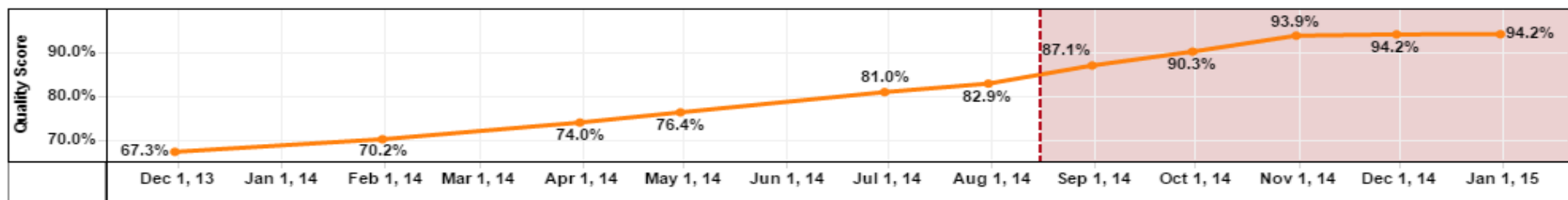
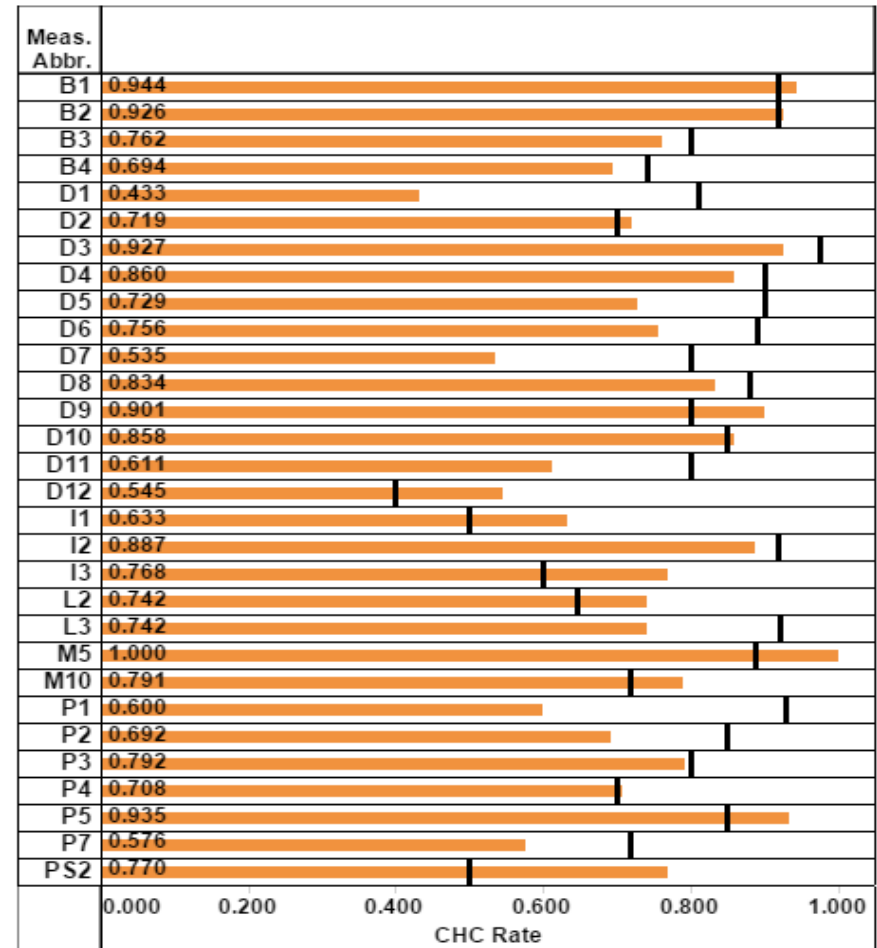
R11: 10/01/2013-09/30/2014



R12: 11/01/2013-10/31/2014



Bundle	Meas. Abbr.	Measure Name	Num.	Den.
BP Control	B1	BP Screen by 18	1,270	1,345
	B2	BP Screen by 13	1,608	1,736
	B3	Adult High BP Screen	68,927	90,483
	B4	HTN BP <140/90	18,009	25,945
Diabetes	D1	DM Retinopathy Screening	4,849	11,195
	D2	DM BP <140/90	8,171	11,360
	D3	DM HbA1c Test	11,556	12,465
	D4	DM LDL Test	10,720	12,465
	D5	DM Nephropathy Screening	7,735	10,609
	D6	DM HbA1c <8.0%	8,534	11,287
	D7	DM LDL <100mg/dl	5,878	10,977
	D8	DM HbA1c Performed and <9.0%	9,734	11,675
	D9	Daily Aspirin for DM and IVD	1,184	1,314
	D10	DM Tobacco Non-Use	9,749	11,360
	D11	DM Lipid Lowering Agent if LDL >100	2,292	3,750
	D12	DM HbA1c <7.0%	6,149	11,287
Immun.	I1	Influenza Immunization	42,688	67,415
	I2	Childhood Immunizations	1,599	1,803
	I3	Pneumonia Vaccination	18,806	24,482
Lipid Mgmt.	L2	CAD Drug Therapy for Lowering LDL	3,287	4,430
	L3	Cholesterol Screening for Cardiovascular Care	20,377	27,470
Misc.	M5	HF BB Therapy for LVSD	11	11
	M10	ACE ARB Therapy CAD, DM, LVSD	1,374	1,738
Preventative Screening	P1	Cervical Cancer Screen	13,675	22,808
	P2	Breast Cancer Screen	18,981	27,436
	P3	Adult BMI Screen and Follow-up	71,525	90,278
	P4	Depression Screen and Follow-Up	60,744	85,834
	P5	Tobacco Use and Cessation Counseling	84,887	90,756
	P7	Colorectal Cancer Screen	16,513	28,691
Pt. Safety	PS2	Screen for Future Fall Risk	21,043	27,327



Cost Utilization Reports



Utilization Management Report

MSSP and United MA Claims Data
10/01/2013-09/30/2014

CHC Adult Primary Care

Utilization Counts

ED Count	IP Count	Readmit Count
8,886	3,976	675

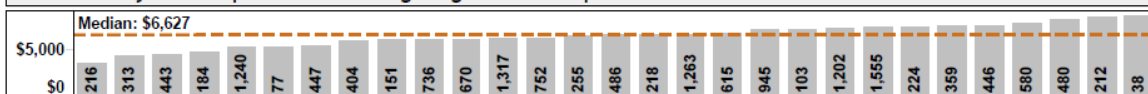
Avg Optum Inpatient Stay Probability (1 Year)



Avg. Cost per Patient, % of Total and Attribution Counts by Value Category

Adv. Imaging	ASC	DME	ED	Home Health	Injectable Drugs	Inpatient Hospital	Lab	Office	Other	Out Pt. Hospital	Rehab (PT/OT)	SNF	Total
\$141	\$169	\$90	\$170	\$437	\$476	\$2,560	\$278	\$1,138	\$253	\$1,129	\$31	\$315	\$7,187
1.96%	2.35%	1.25%	2.36%	6.08%	6.62%	35.61%	3.87%	15.83%	3.52%	15.71%	0.44%	4.39%	
5,658	2,639	2,455	4,783	5,381	8,741	2,959	16,008	16,471	4,864	9,555	1,898	632	16,479

Adult Primary Care Department Ranking- Avg. Total Cost per Pt.



Transformation Program Dept. Ranking- Avg. Total Cost per Pt.



ED Familiar Faces

"MRN"	Age	Trans. Prgm?	ED Count	IP Prob	Percent Leakage	Provider LFI	ED	Inpatient Hospital	Office	Out Pt. Hospital	Total
MRN 68	No	42	22.2	52.3%	STACKS, WARREN D	\$14,130		\$1,698	\$5,341	\$31,892	
MRN 44	Yes	33	66.5	52.3%	ASRES, ALEHEGN	\$10,959	\$60,355	\$3,152	\$6,757	\$117,637	
MRN 70	Yes	28	89.9	42.6%	PATRAM, MELISSA JOYCE	\$12,171	\$42,699	\$1,476	\$48,479	\$115,982	
MRN 76	Yes	27	43.8	6.7%	TRIDICO, TRINA INSOOK	\$8,719		\$3,723	\$4,735	\$19,166	
MRN 83	Yes	26	90	62.5%	WILSON, FRED HENRY	\$9,361	\$9,709	\$1,610	\$4,979	\$31,293	
MRN 92	Yes	21	90	31.4%	VERTEFEUILLE, CYNTHIA K	\$8,770	\$26,998	\$3,200	\$2,979	\$54,480	
MRN 59	No	18	21.2	41.6%	NELSON, JOHN DOUG	\$5,605	\$606	\$1,721	\$1,794	\$10,013	
MRN 31	No	16	5.6	0.0%	BALLARD, WILLIAM EVAN	\$3,047		\$291	\$220	\$7,160	
MRN 76	No	16	48.7	18.0%	BURTON, MICHAEL	\$5,711	\$3,100	\$1,753	\$3,299	\$16,307	
MRN 51	Yes	15	30.7	1.9%	TALBOT, DAVID C	\$5,673	\$10,764	\$2,244	\$3,819	\$25,518	

CHF Patients

"MRN"	Age	Trans. Prgm?	CHF Risk	IP Prob	Percent Leakage	Provider LFI	Home Health	Inpatient Hospital	Office	Out Pt. Hospital	Total
MRN 75	Yes	100	66.3	18.3%	ORR, RICHARD LOWMAN	\$1,746	\$26,789	\$3,338	\$4,179	\$14,043	\$35,920
MRN 72	Yes	100	90	3.7%	TALBOT, DAVID C	\$705					\$23,124
MRN 67	Yes	100	85	2.0%	WOODYEAR, WYNNE E	\$10,705	\$27,636	\$3,770	\$7,792	\$54,502	
MRN 90	Yes	100	51.1	18.2%	THOMAS, MILLARD BRADY	\$7,660	\$5,225	\$6,319	\$554	\$26,198	
MRN 80	No	100	61.7	59.9%	KLEIN, STEVEN RUSSELL		\$7,116	\$1,691	\$6,860	\$18,493	
MRN 76	No	100	26.2	4.3%	KLEIN, PATRICIA MILLS			\$1,922	\$9,407	\$13,949	
MRN 92	No	100	25.8	24.1%	KLEIN, STEVEN RUSSELL	\$7,232	\$10,946	\$1,481	\$178	\$22,116	
MRN 72	Yes	100	87.7	39.4%	STONE, GRADY M	\$4,149	\$28,866	\$5,624	\$1,164	\$42,300	
MRN 78	Yes	100	35.5	9.1%	EVERLY, REBECCA B		\$1,649	\$939		\$3,024	
MRN 78	Yes	100	90	25.2%	MALDONADO, EDGARDO	\$7,295	\$61,666	\$3,700	\$542	\$98,980	

Diabetes Patients

"MRN"	Age	Trans. Prgm?	Diabetes Risk	IP Prob	Percent Leakage	Provider LFI	Home Health	Inpatient Hospital	Office	Out Pt. Hospital	Total
MRN 70	Yes	100	79.2	1.0%	ESCAJEDA, RICHARD TI.	\$1,438	\$56,695	\$9,869	\$3,607	\$74,279	
MRN 78	No	100	90	66.2%	STACKS, WARREN D	\$9,623	\$75,517	\$3,453	\$273	\$112,175	
MRN 70	Yes	100	87.9	23.3%	MALDONADO, EDGARDO	\$1,369	\$13,267	\$6,995	\$39,528	\$72,320	
MRN 81	Yes	100	90	11.1%	ORR, RICHARD LOWMAN	\$2,385	\$44,755	\$2,701	\$426	\$64,288	
MRN 84	Yes	100	83.3	6.7%	WOODYEAR, WYNNE E	\$3,056	\$62,802	\$3,397	\$474	\$75,061	
MRN 79	Yes	100	90	0.5%	HARISH, VALLATHUCHE.	\$5,819	\$85,106	\$3,927	\$3,095	\$130,577	
MRN 68	Yes	100	Null	67.8%	FARUQUE, MARK A	\$12,406	\$78,478	\$3,306	\$4,812	\$108,646	
MRN 78	Yes	100	90	25.2%	MALDONADO, EDGARDO	\$7,295	\$61,666	\$3,700	\$542	\$98,980	
MRN 84	Yes	100	90	34.9%	WOODYEAR, WYNNE E	\$6,969	\$88,023	\$5,061	\$8,833	\$133,197	
MRN 57	Yes	100	90	8.3%	WOODYEAR, WYNNE E	\$7,987	\$54,643	\$3,074	\$18,641	\$89,462	

COPD Patients

"MRN"	Age	Trans. Prgm?	COPD Risk	IP Prob	Percent Leakage	Provider LFI	Home Health	Inpatient Hospital	Office	Out Pt. Hospital	Total
MRN 78	Yes	100	90	2.5%	ESCAJEDA, RICHARD TI.	\$3,893	\$68,012	\$1,562	\$22,485	\$115,521	
MRN 83	No	100	60.3	10.6%	THOMAS, MILLARD BRADY	\$2,535	\$48,619	\$1,826	\$3,030	\$57,287	
MRN 78	No	100	90	66.2%	STACKS, WARREN D	\$9,623	\$75,517	\$3,453	\$273	\$112,175	
MRN 87	No	100	90	36.0%	FRYE, NANCY ELIZABETH	\$498	\$18,985	\$947	\$266	\$73,211	
MRN 78	No	100	90	26.3%	KLEIN, STEVEN RUSSELL	\$5,318	\$29,867	\$1,594	\$72	\$64,819	
MRN 64	No	100	90	0.0%	WESTON, EILEEN MERRITT	\$1,580	\$36,523	\$679	\$2,904	\$60,418	
MRN 72	No	100	77.3	67.6%	GENTRY, DANIEL EARL	\$465	\$8,227	\$3,227	\$34,191	\$54,433	
MRN 78	Yes	100	90	25.2%	MALDONADO, EDGARDO	\$7,295	\$61,666	\$3,700	\$542	\$98,980	
MRN 78	Yes	100	90	3.9%	WOODYEAR, WYNNE E		\$22,122	\$3,564	\$17,844	\$67,457	
MRN 84	Yes	100	90	34.9%	WOODYEAR, WYNNE E	\$6,969	\$88,023	\$5,061	\$8,833	\$133,197	

Transformation Program Performance

Select Programs	Per Patient (Savings) or Increase			Total Extrapolated (Savings) or Increase		
	Overall Change in TCOC	Inpatient Hospital	Other	Overall	Inpatient Hospital	Other
All Programs Combined	(\$3,521)	(\$4,527)	\$1,093	(\$6,896,469)	(\$9,785,874)	\$2,002,051
Cornerstone Care Outreach Clinic	(\$3,811)	(\$2,574)	\$718	(\$994,643)	(\$671,997)	\$187,518
Congestive Heart Failure	(\$5,529)	(\$9,219)	\$492	(\$1,774,920)	(\$2,959,359)	\$158,225
Personalized Life Care	(\$5,473)	(\$3,701)	\$1,835	(\$1,428,545)	(\$966,023)	\$479,102
CIM – Westchester	(\$739)	(\$3,097)	\$955	(\$501,238)	(\$2,099,944)	\$648,123
Emerywood MS	(\$4,076)	(\$5,730)	\$981	(\$2,197,123)	(\$3,088,551)	\$529,083

Other Revenue

Jan YTD

Sum of Amount for Report Type	Year					
	2010	2011	2012	2013	2014	2015
Care Coordination Fee	0	5,544	300,228	708,863	1,248,618.1	105,428
CHESS Consulting Fee	0	0	0	40,000	0	0
Eprescribe	95,448	474,748	42,035	92,662	18,989	0
Gainshare	0	0	65,048	1,562,125	1,964,582	0
HPSA	2,888	132,680	34,642	51	12	0
HSIP	0	1,568	6,061	3,358	1,811	0
Meaningful Use	0	0	2,685,260	1,912,127	1,552,424	0
Med Condition Forms	0	2,475	4,425	23,625	3,600	6,975
Med Records Value Contract	0	1,180	1,830	6,300	960	1,860
Medication Adher Incen	0	0	0	650	6,100	0
Metrics	0	8,700	51,740	181,332	0	0
PCIP	0	150,653	381,467	447,500	449,760	118,022
PQRS	447,342	621,780	284,081	159,089	145,321	0
SOAP Reports	0	0	0	0	31,600	7,600
Total by Year	545,679	1,399,328	3,856,815	5,137,682	5,423,777	239,885
Rolling Total by Year	545,679	1,945,007	5,801,822	10,939,504	16,363,281	16,603,166