Can an Independent Multi-Specialty Physician Group be Successful as an ACO?

Overview of the Atrius Health response

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An Affiliate of Atrius Health
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Who is Atrius Health

• Non-profit alliance of six leading independent medical groups in Eastern Massachusetts
  – Granite Medical
  – Dedham Medical Associates
  – Harvard Vanguard Medical Associates
  – Reliant Medical Group
  – Southboro Medical Group
  – South Shore Medical Center

• Providing care for ~ 1,000,000 adult and pediatric patients with 1000 physicians, 1450 other healthcare professionals across 35 specialties
Atrius Health: Delivery System Structure in Context of Continuum of Care Responsibility

• Broad geographic distribution
• Only outpatient ambulatory facilities
• Geographic variation in specialty care coverage
• Geographic variation in use of hospital and SNF facilities
Atrius Health as a System of Care

• **STRENGTHS**
  - 100% on an EMR & corporate data warehouse
  - Long history with global payments
  - History of quality measurement and reporting
  - NCQA Level 3 Medical Home at over 30 sites
  - BCBSMA Alternative Quality Contract
  - Medicare Pioneer Accountable Care Organization experience

• **WEAKNESSES**
  - Do not own hospitals or post acute care facilities
For Atrius Health, achieving the Triple Aim requires great collaboration across the continuum.
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Strategic approach - alignment & collaboration

- Develop preferred network of Hospitals, ECF’s, and Homecare Programs
- Hospitals
  - Interoperability and information exchange
  - Common expectations for communications and care transitions
  - Performance standards - reports cards
- ECFs
  - Limited Network & Preferred rates
  - Performance standards – report cards
- VNA and Home care
Report Cards: Some examples of reported items

- 30 Day readmission rate by disease (CHF)
- Patient satisfaction scores
- Complications and mortality issues
- Hospital Acquired infection rate
- Average time from ED to floor
- % referral to preferred ECFs & specialists
- Care mix adjusted admit rates
- Post discharge contact rate
Implementing on our strategy…

Case Study: The move to Beth Israel-Deaconess