

InterHab Annual Conference

Healthcare Reform: Reshaping the Business Model

October 16, 2013



Transformative Solutions

Newpoint offers strategic, transformative, and affiliation services to help healthcare organizations grow, improve their quality and performance, satisfy their patients, and build long-term value for the communities they serve.

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SELECTED CLIENTS

- CalOptima *California*
- Chelsea Community Hospital
Michigan
- CHOC Children's – Children's
Hospital of Orange County *California*
- CHRISTUS Health *National*
- Colorado Department of Health
Care Policy and Financing (Medicaid)
Colorado
- Denver Health and Hospital *Colorado*
- Integrated Healthcare Holdings, Inc.
(IHHI) *California*
- InterHab *Kansas*
- Kaiser Permanente Colorado Region
Colorado
- Maryland Community Health System
Maryland
- Molina Health Plans *California, Missouri*
- Northern Virginia Community
Hospital *Virginia*
- OptumRx, a Division of
UnitedHealthcare Group *Minnesota*
- Orange County Foundation for
Medical Care *California*
- St. Joseph Medical Center
(for Chapter 7 Trustee) *Texas*
- SunBridge Healthcare *National*
- ValueOptions *National*

IMPACT OF HIGH HEALTH CARE COSTS

- ✦ Health care costs compete with all other goods and services, and R&D
- ✦ US firms are losing in the international marketplace partly because of our high health care costs relative to other countries
- ✦ Poor global competitiveness
= high unemployment

**“OUR HEALTH CARE
PROBLEM IS OUR DEFICIT
PROBLEM. NOTHING
ELSE MATTERS.”**

-- OBAMA, 2011



FEDERAL PRIORITIES

Federal Debt

- Shutdown
- Budget
- Entitlement Reform

ACA

- Health Benefit Exchanges
- Medicaid Expansion
- Enrollment - meeting expectations

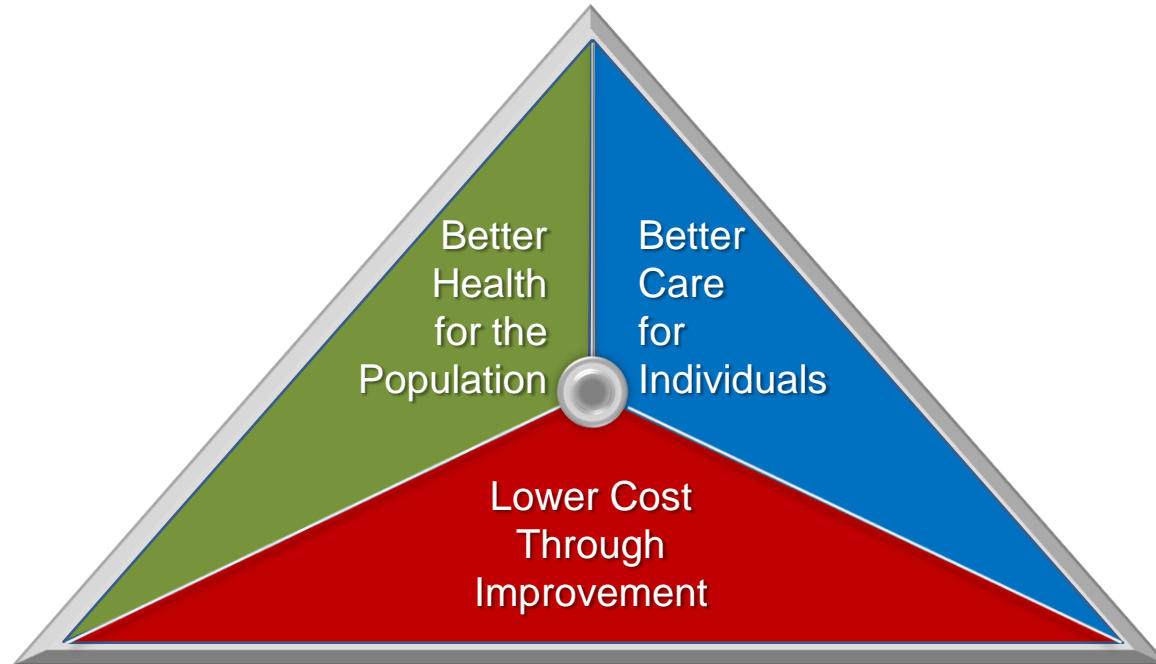
Value

- Link Payment to Quality and Outcomes
- Triple Aim
- Transparency

Accountability

- ICD-10
- Meaningful Use
- Transparency
- Data Driven Decisions

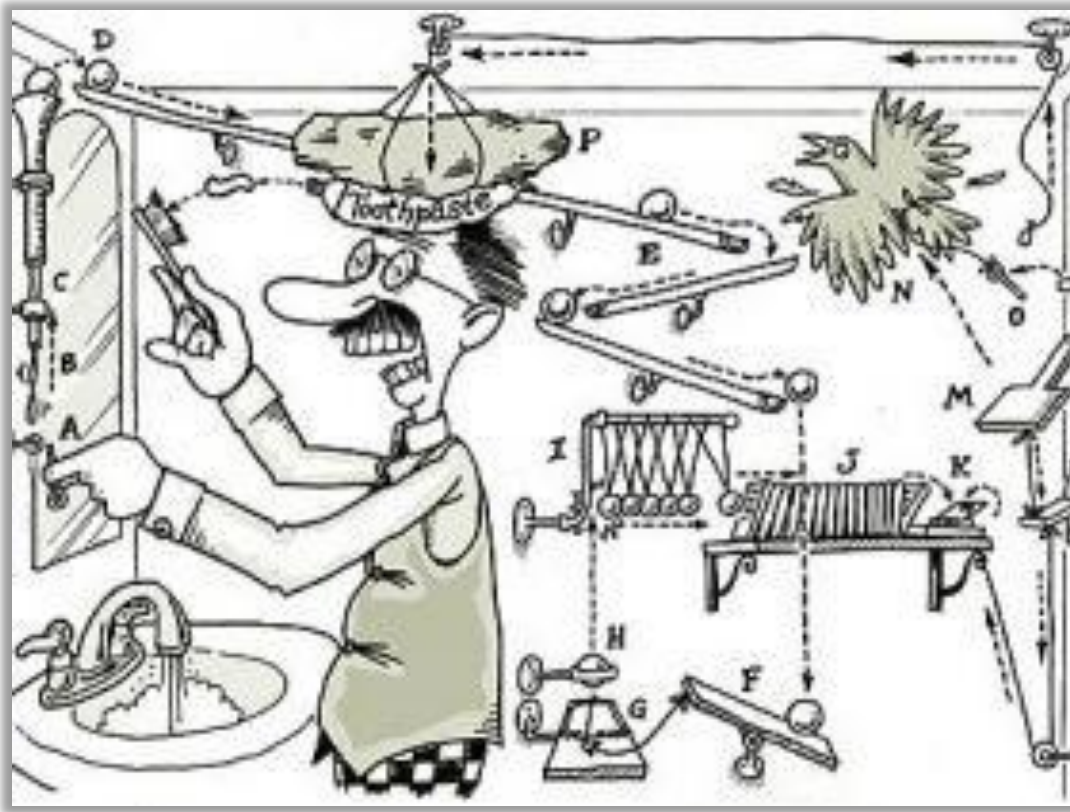
MAKING THE “TRIPLE AIM” POSSIBLE



Attributed to the Institute for Health Care Improvement (IHI)

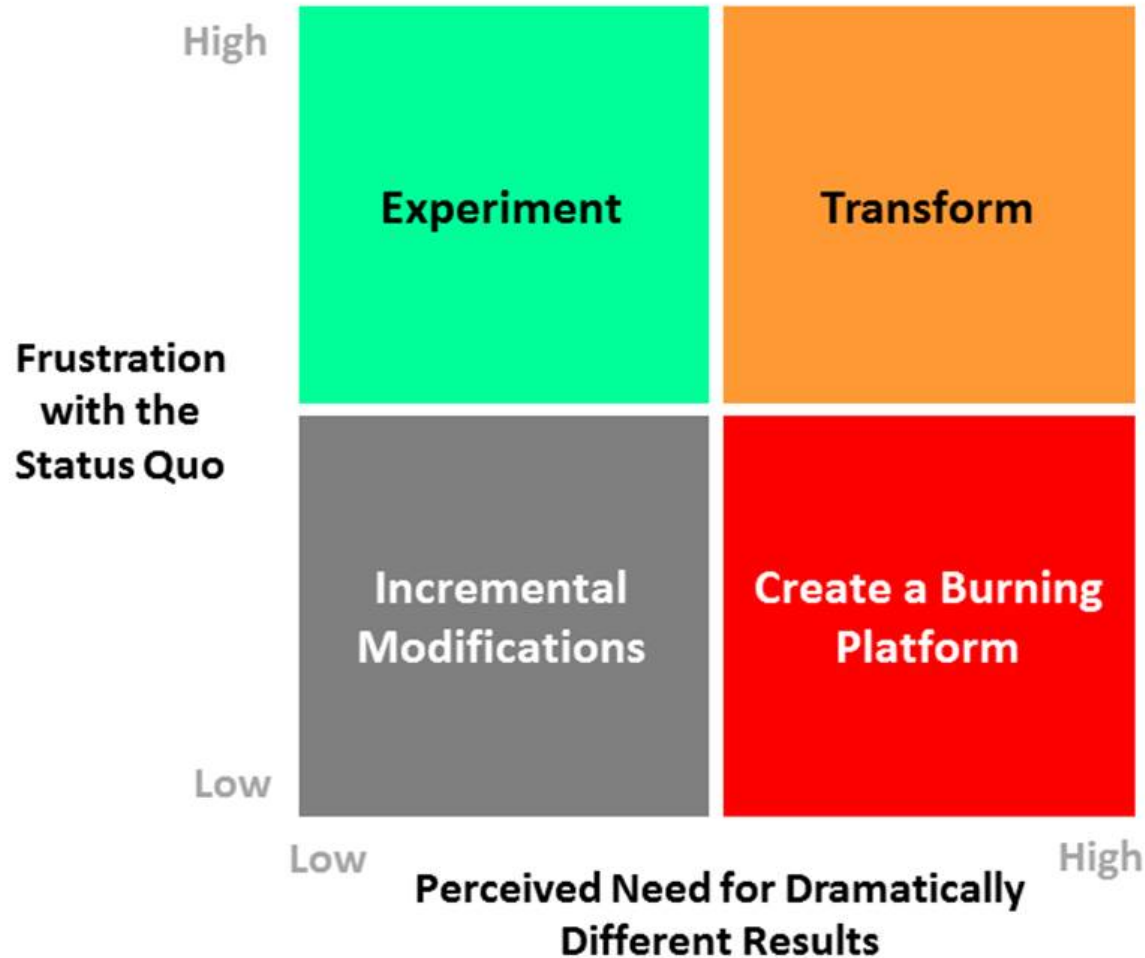


Integrated Healthcare: Managed Care for Special Needs

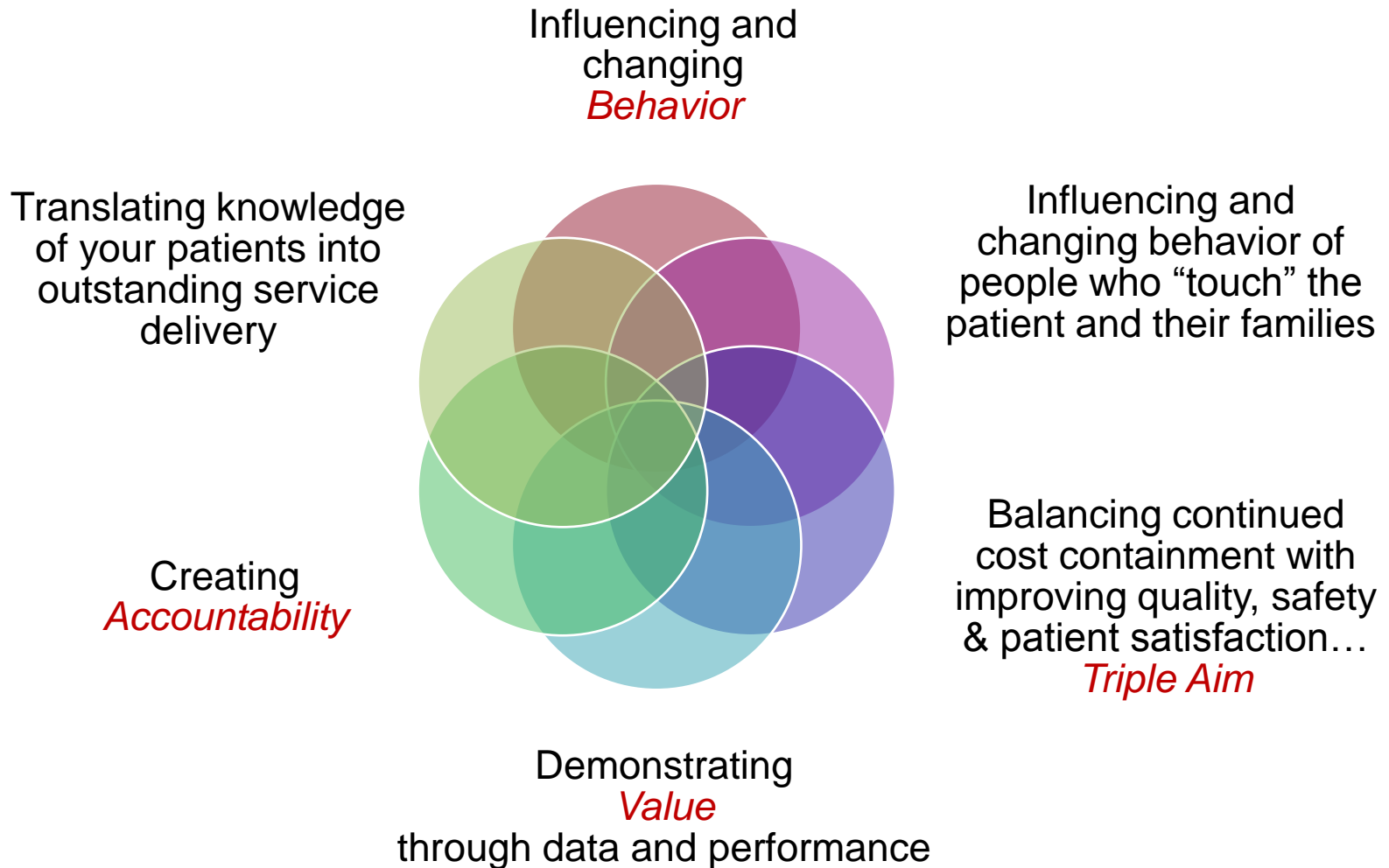


*Every system is perfectly designed
to produce the results it gets.*

CREATING STRATEGIC CHANGE



WHAT ARE THE MAJOR ISSUES?



START WITH THE END GOALS

- ❑ Satisfied clients with excellent outcomes
- ❑ Staying true to your values
- ❑ Maximize productivity
- ❑ Maximize revenue

Adapted from: L. Berry and K. Seltman, 2007



MANAGED CARE FOR SPECIAL POPULATIONS

Initial Ideas

**ALIGNING STAFF AND BUILDING EFFECTIVE
BUSINESS PROCESSES**

MEASURE PROGRESS

Collect data on business processes and outcomes, and
REPORT FINDINGS

MAXIMIZE STATEWIDE RESOURCES

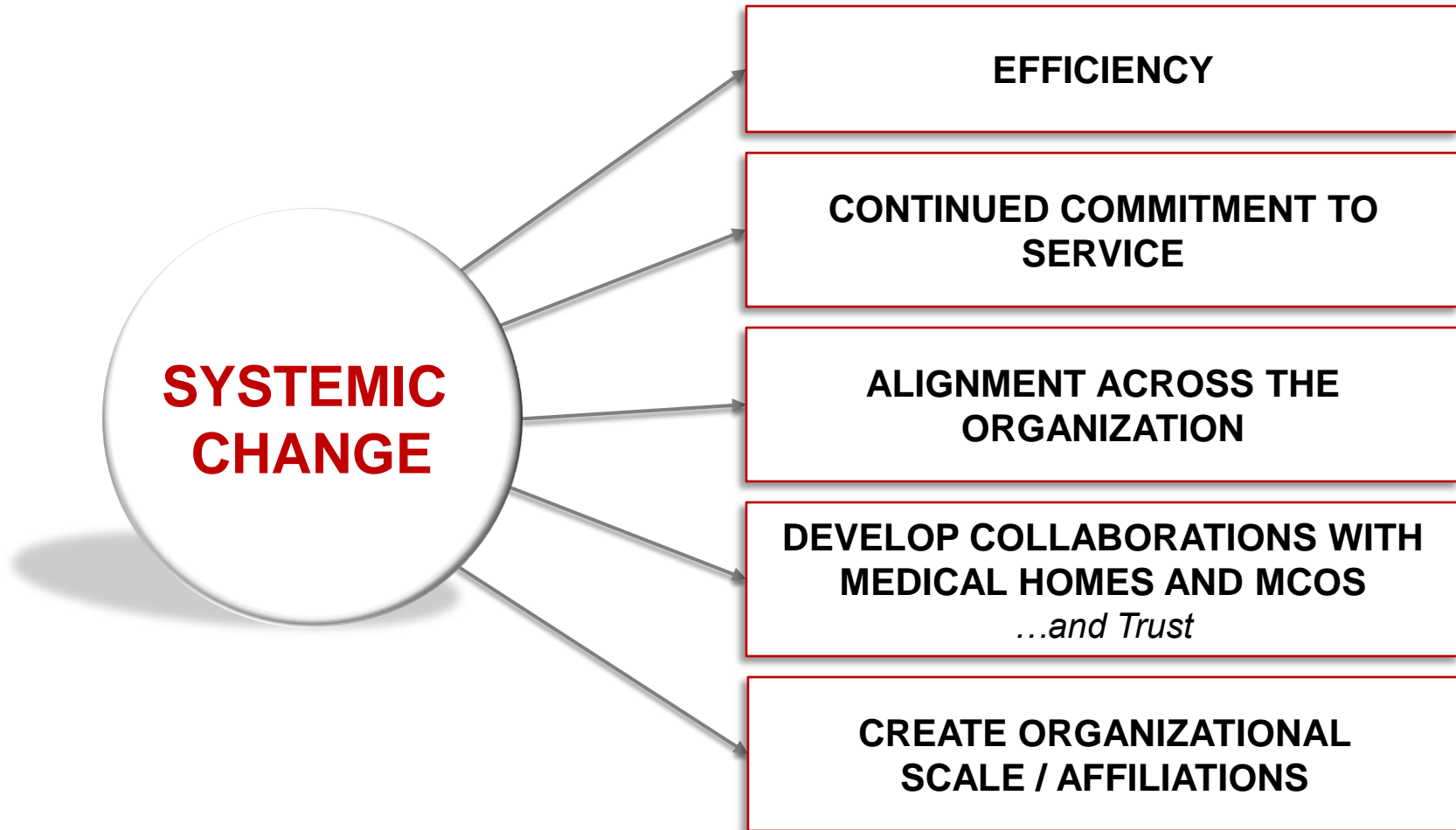
InterHab and others

CREATE PARTNERSHIPS

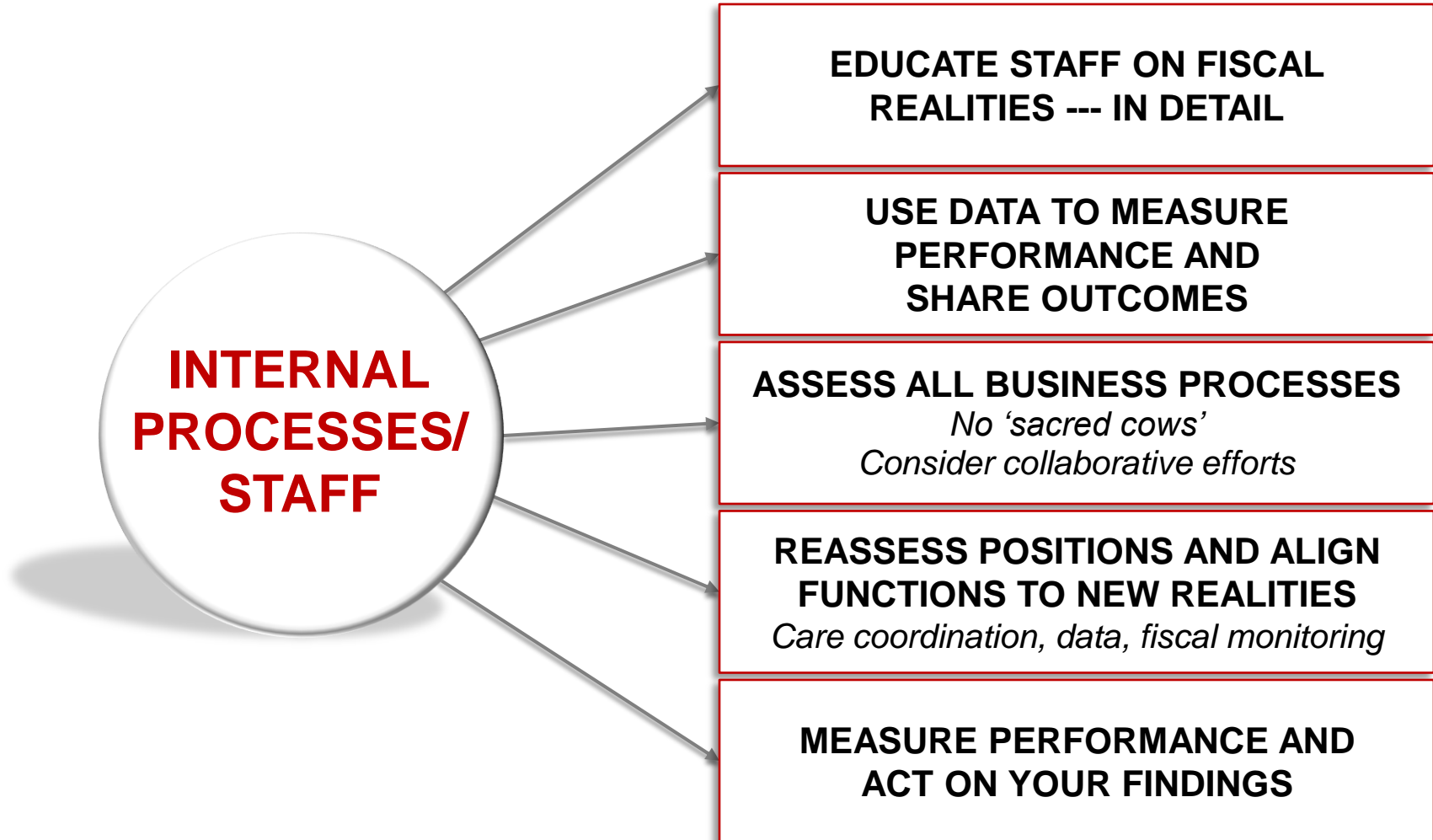
*Look for efficiencies everywhere... shared back office
operations, EHR, metrics and decision support*

PREPARING FOR MANAGED CARE

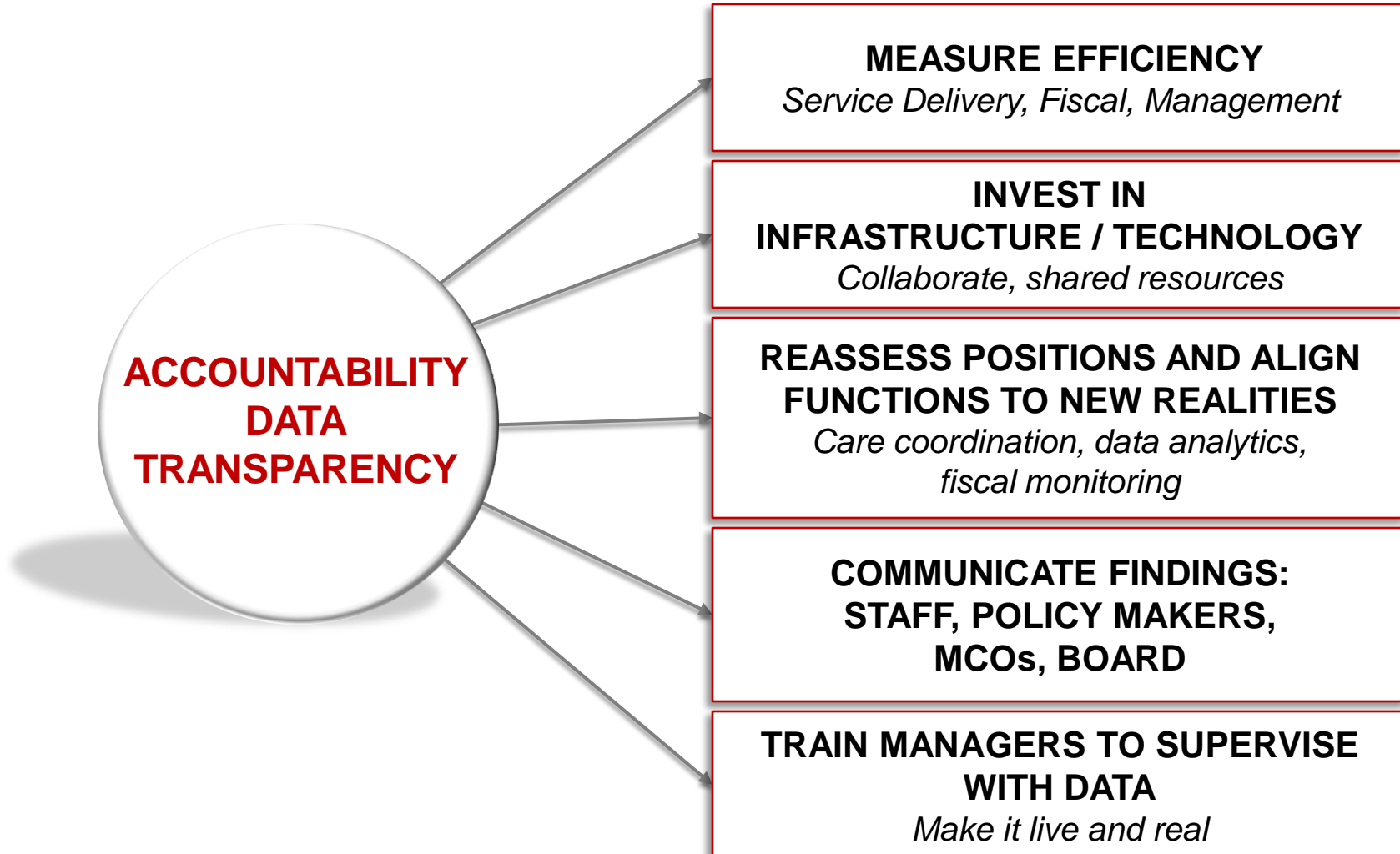
Medicaid/Special Populations



PREPARING FOR MANAGED CARE



MEASURING PERFORMANCE



FINAL THOUGHTS

1. *What are the core elements of a mission / vision that will guide decision making?*
2. *What are the most critical investments in the next 18 months to leverage sustainable success?*
3. *Who can we partner with to create scale or leverage resources?*

Thank You!

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