



 **Bluestone**
*Physician Services*SM

A Long and Winding Road to Value-Based Care

Objectives

- Define Value-Based Care and its importance to healthcare
- Utilize Bluestone's experience as one example of a clinic's journey in Value-Based Care
- Outline the challenges and opportunities of different payment models
- Give examples of operational strategies that support the transition to value-based care

Bluestone-Who We Are

Bluestone is an innovative, primary care practice delivering on-site care to patients in senior living communities and to those with disabilities in both residential and community settings.

Our care model, which consists of a team approach, regular visits, and proactive care, reduces medical costs and patient stress. Providing care since 2006 for chronically ill, frail, elderly and disabled individuals, Bluestone has proven that personal engagement, quality of care and exceptional service results in high patient and staff satisfaction.

MISSION: To serve those who are not being well cared for in traditional health care settings.

Bluestone's Services

LONGITUDINAL ADVANCED CARE

On-Site Primary Care

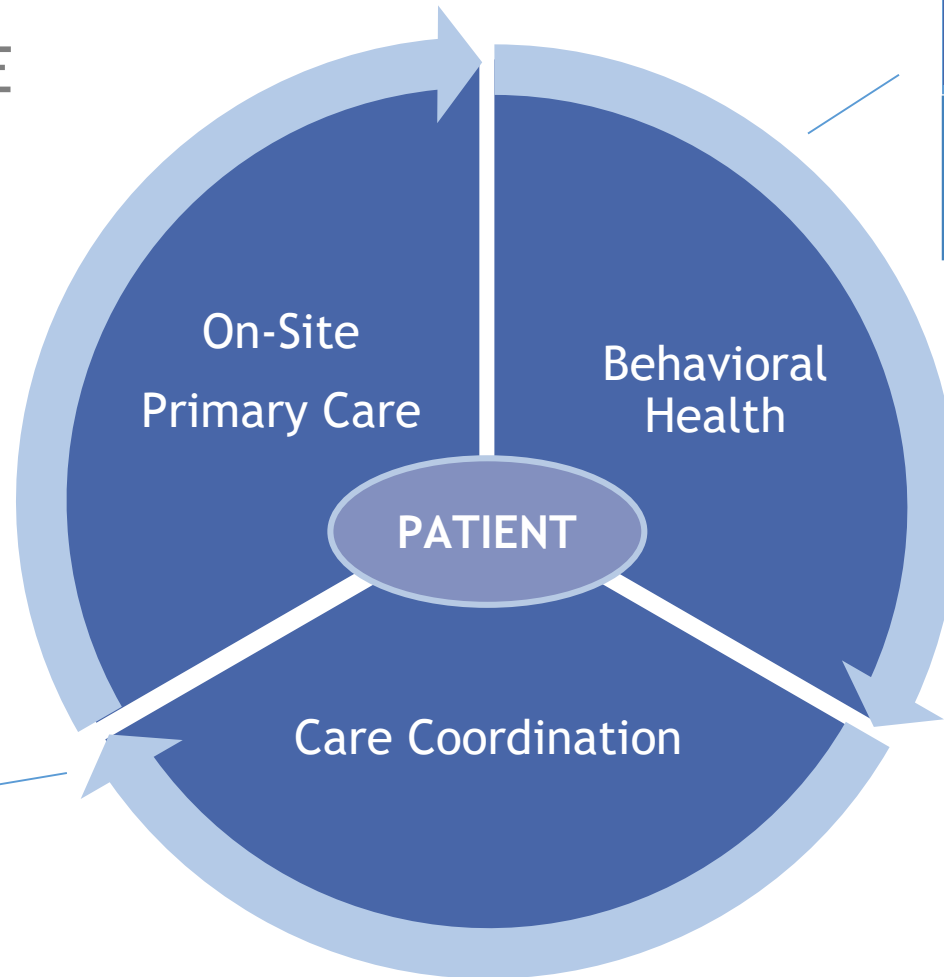
- Founded in 2006 to serve chronic care patients in community settings
- 12,000 patients in MN, WI and FL

Care Coordination

- Preventative high-risk management of frail, elderly and disabled patients. -5000 MSHO/SNBC

Behavioral Health

- Focus on telehealth and integration with primary care



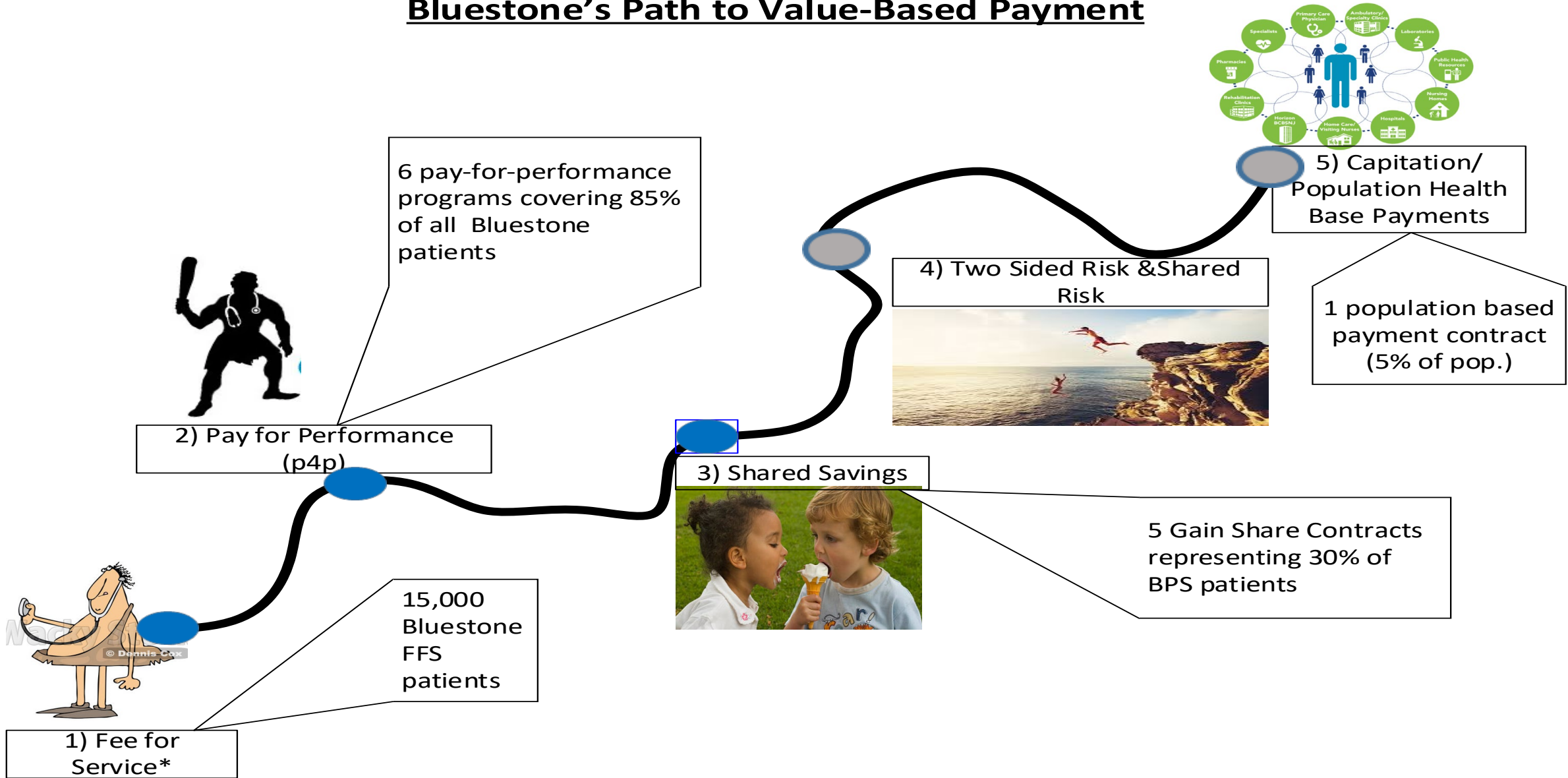
Types of Value-Based Care

Payment Model	Definition	Example
Pay For Performance	Incentive payment for meeting quality measure targets	MIPs
Gain-Share	Distribution of cost-savings, often including a quality component	Integrated Care System Partnerships Medicare Shared Savings Program
Risk-Share	Distribution of cost savings and loss	ACOs
Capitation	Provider is responsible for services and receives a set monthly payment	MSHO Care Systems

Why the shift to Value-Based Care?

- ✓ Sky rocketing health care costs - current path is unsustainable
- ✓ Inconsistent quality outcomes
- ✓ Fragmentation in the healthcare system
- ✓ VBC supports patient-centered care models ie Health Care Homes/PCMH
- ✓ Aims to reduce burden on physicians and reward team-based approaches

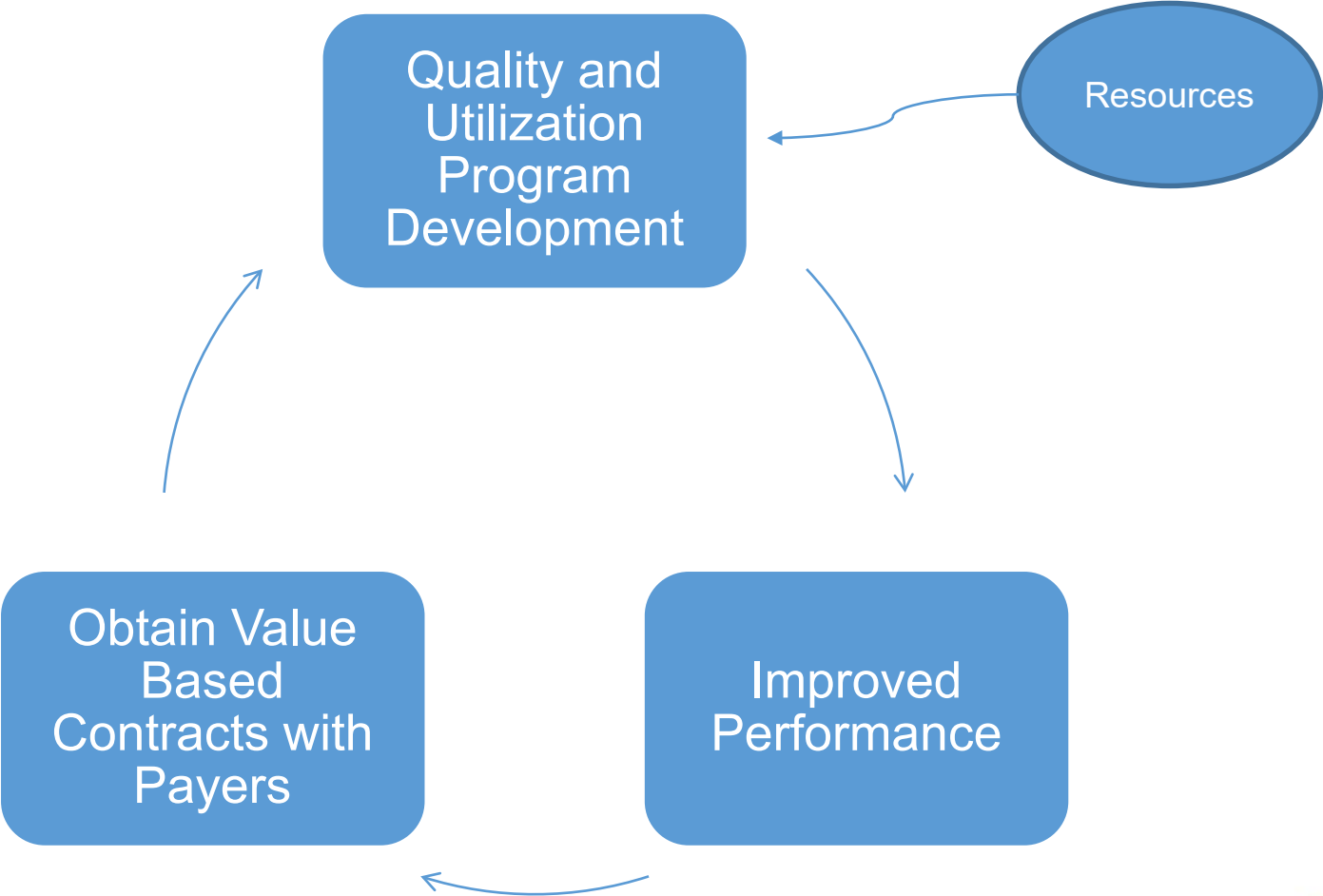
Bluestone's Path to Value-Based Payment



VBC Programs: MN and National

Program	Population	Payment Arrangements	Contract Partner	Lessons Learned
MN Integrated Care System Partnerships (ICSPs)	Minnesota Senior Health Options (MSHO) and Special Needs Basic Care (SNBC)	Pay-for-performance Gain Share Shared Risk	Managed Care Plans in MN (BCBS, Medica, UCARE, HP)	Managing multiple data sources Care Coordination
MN Integrated Health Partnerships (IHP 2.0)	Medicaid only (dual eligibles are excluded from the program)	Population based payments Shared Risk	MN Department of Human Services	Managing Social Determinants
Medicare Advantage STARS	Medicare Advantage patients	Pay-for-performance	Medicare Advantage health plans in MN	Patient satisfaction
ACO - Medicare Shared Savings Program (MSSP)	Medicare FFS	Gain Share Shared Risk	Medicare	Challenge of collaboration with external entities ie post acute care
CMS Innovation Center	Medicare patients	Pay-for-performance Gain Share Shared Risk Capitation	Medicare / Medicaid	Data and reporting

Practice Transformation Cycle



Value-Based Contract Considerations

- Upside potential vs. downside risk?
- Who is the population and how many patients are included?
- Do you have baseline data?
- Is there room for improvement in cost and quality?
- Have providers and care team members been involved in the process? Do they have a stake in the outcome?
- Are additional resources needed? (e.g. care managers/coordinators, registries, analytics)

Shared Savings Example

Handout

Definitions

Gross/Net Revenue

Gross/Net Expenses (Total Cost of Care)

Quality Composite Score

Goals of Value-Based Care

Quality Improvement

- Select the “right” measures
- Define and organize measures in meaningful ways
- Staff and provider engagement
 - Provider champions
- Give frequent feedback

Goals of Value-Based Care

Cost Reduction

- Coordination of care
 - Transition management
 - Medication management
- Smart use of data
 - High risk patients
 - IDT
- Prevention and chronic care
 - Goals of care discussions
 - Advance care planning

Strategies for Success-Group Activity

- Value-Based Care Strategic Planning Tool (HANDOUT)
- Assess different domains for the degree of adoption in your clinic
 - Governance & Leadership
 - Care Management
 - Clinical Care
 - Community Health
 - Patient and Family Engagement
 - Performance Improvement and Reporting
 - Health Information Technology
 - Financial Risk Management

Questions?

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