Post-Acute Integration: Lowering Risk, Lowering Cost

Session #65, February 21, 2017

Terry J Sullivan, MD, Chief Medical Officer, OnPointe
Speaker

Terry J Sullivan, MD
Chief Medical Officer
Conflict of Interest

Terry J Sullivan, MD
Has no real or apparent conflicts of interest to report.
Agenda

• The Three Things to Take Away from Today
• The Clinical Cognitive Science Tipping Point
• Cognitive Science Solutions and LTPAC Success
• Critical Next Steps for LTPACs
Learning Objectives

1. List the major changes impacting the post-acute provider segment
2. Discuss the key ways in which predictive analytics can drive value for post-acute providers
3. Summarize the points along the post-acute care continuum where cognitive applications deliver the highest levels of ROI
TREATMENT/CLINICAL
The Three Things to Take Away from Today

Post-Acute Integration: Lowering Risk, Lowering Cost
Seismic shifts require seismic solutions  
Market success depends on value  
Old excuses/handicaps don’t matter
The Clinical Cognitive Science Tipping Point

Post-Acute Integration: Lowering Risk, Lowering Cost
What is Clinical Cognitive Science

**Predictive Analytics**
This is an approach to data mining and research

**Big Data**
Refers to extremely large sets of data

**Machine Learning**
Comprises many algorithms that are applied in a way to enable “learning”

**Clinical Cognitive Science**
Combines machine learning, big data, and predictive capabilities to identify at risk patients and interventions

**Predictive analytics is an approach**
Clinical Cognitive Science Technology

Speed and Patient-specificity

• Patient-level risk stratification
• Socioeconomic and external determinants
• Tailored and effective recommendations
Clinical Cognitive Science Technology

Speed and Patient-specificity

Speed to value

• Address missing and inconsistent data elements

• Incorporate pre-seeded applications that align to hospital priorities and needs
Clinical Cognitive Science Technology

Speed and Patient-specificity

Patient-specificity

• Patient-level risk for across the continuum

• Patient-level recommendations that lead to the best action
Cognitive Science Solutions and LTPAC Success

Post-Acute Integration: Lowering Risk, Lowering Cost
Key trends impacting LTPACs

- Changes in the Patient Population
- Accountability
- Consumerism
- Transparency
- Lowered Margins
Role of Clinical Cognitive Science in Driving Value

Reduce Risk across Transition Points – CJR Example

Baptist Health – Montgomery, Alabama

• Participate in the Comprehensive Care for Joint Replacement program
• Is the largest and most prominent provider in the area
• Working with post acute providers to better manage patient outcomes and monitor facility performance
Role of Clinical Cognitive Science in Driving Value

Reduce Risk across Transition Points – CJR Example

Pre-op

Inpatient

Post-op
Role of Clinical Cognitive Science in Driving Value

Reduce Risk of Complications and Adverse Events

- Long-term Care Hospitals
  - Predict and prevent 90-day readmissions
  - Predict and prevent adverse events

- Nursing Home
  - Predict best day for discharge to Home Health
  - Predict optimal length of stay

- Home Health
Role of Clinical Cognitive Science in Driving Value

Increase Perception as “Provider of Choice”

Increasing Volume

Decreasing Losses
Critical Next Steps for LTPACs

Post-Acute Integration: Lowering Risk, Lowering Cost
Role of Clinical Cognitive Science in Driving Value

Finding a Solution to The Data Problem

- 60-80% Exogenous Factors
- ~30% Endogenous Factors
- 5-10% Clinical Factors
Role of Clinical Cognitive Science in Driving Value

Finding a Solution to The Data Problem
Role of Clinical Cognitive Science in Driving Value

Finding a Solution to The Capital Problem

• Increase admissions: 1 admission = $15K/mo
• Decrease readmission penalties: 1 readmission = $11K
• Drive patient satisfaction and market share
Role of Clinical Cognitive Science in Driving Value

Finding a Solution to The Adoption Problem

- **Process**: How are they doing their job today?
- **Problem**: What are their biggest challenges/problems?
- **Patient Impact**: How do their challenges/problems impact patient outcomes?
- **Performance**: What metrics are used to measure performance against targets?
Seismic shifts require seismic solutions
Market success depends on value
Old excuses/handicaps don’t matter
Q&A

Post-Acute Integration: Lowering Risk, Lowering Cost
Contact Information

Terry J Sullivan, MD
Chief Medical Officer
OnPointe

terryjamessullivan@gmail.com
www.onpointe.com