

Moving to Value – Strategies for Managing Patient Populations

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Moving to Value – Strategies for Managing Patient Populations

- Overview
 - Trends Nationally
 - Trends in NJ
- Strategies & Infrastructure
 - Investments in Healthcare
 - Expansion of Ambulatory Models
 - Care Delivery and Medical Model
- What it takes to be successful?

Healthcare Trends Nationally



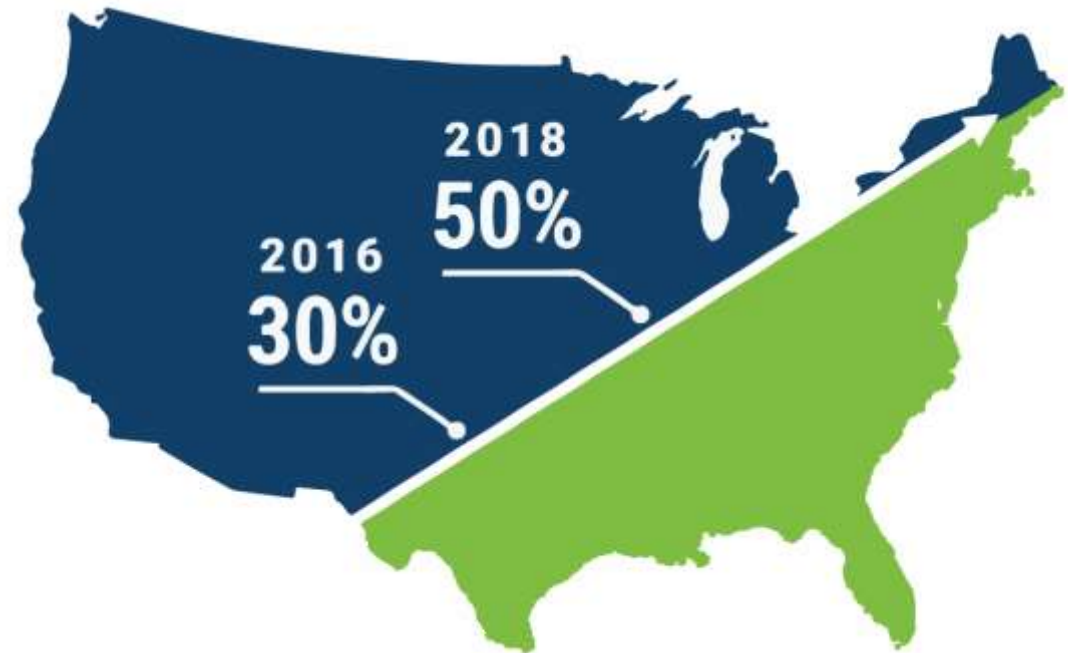
National Priority: Goals for U.S. Health Care

2018
50% In 2018, at least 50% of U.S. health care payments are so linked.

2025
90% Continued acceleration of Medicare Payments under Alternative Payment Models to over 90% by 2025

These payment reforms are expected to demonstrate *better outcomes* and *smarter spending* for patients.

Adoption of Alternative Payment Models (APMs)



Better Care, Smarter Spending, Healthier People

Healthcare Trends and Competition Nationally

- Investment in Healthcare
 - CVS/Aetna
 - Haven - Amazon, JP Morgan Chase, and Berkshire Hathaway
 - Clover/Alphabet-Google
 - Walmart
 - OptumCare
 - Etc.

Healthcare Trends Locally

- New Entrants to the Local Marketplace
 - Sanitas
 - Aledade
 - Navvis
 - OptumCare
 - Summit Medical Group/City MD
 - Etc.
- Other Changes to the Local Marketplace
 - Payor strategy to move to value
 - Mergers and Acquisition in Central and South Jersey, inclusive of alignment to Philadelphia-based healthcare organizations
 - Others

Strategies & Infrastructure

- Expansion of Ambulatory Models
 - Ambulatory Surgical Centers
 - Urgent Care
 - Physician Practices
- Care Delivery and Medical Models
 - Consumerism
 - Patient Experience
 - Convenience
 - Mobile Applications
 - Care Management
 - Data Analytics

What it Takes to be Successful?

- Embrace Change!
 - Plan, prepare, and invest;
 - Focus on Quality, Outcomes, and Cost;
 - Invest in Consumerism and the Patient Experience;
 - Practice differently with a new care delivery model with care redesign if appropriate;
 - Become for Effective and Efficient;
 - Lastly, don't put your head in the sand and hold on to your seats because it will be a bumpy ride.