Changing delivery models
Changing delivery models: employers

- Direct contracting
Changing delivery models: patients

- Navigation/Navigators
Changing delivery models: payors
Changing delivery models: suppliers

- Patients
  - Navigation/Navigators
- Payors
- Government
- Insurers
  - Shared care planning
Changing delivery models: providers

Scanadu developing a real-life medical tricorder
The future technology depicted in the various Star Trek TV series and films certainly holds a lot of appeal for many of us - who wouldn't want to teleport to Hawaii, live out their fantasies on a holodeck, or enjoy some instant gourmet chow straight out of a replicator? It looks like the Star Trek item that we're the closest to seeing become a reality, however, is the medical tricorder. This May, the X-PRIZE Foundation proposed a US$10 million Tricorder X-PRIZE, with the intention of encouraging the production of consumer devices that can assess a person's state of health. The first potential contestant, which already has a tricorder in the works, is a tech start-up by the name of Scanadu.

- Medical Home/Tele-monitoring
Changing reimbursement
Changing reimbursement: employers

- Defined contribution health plans
Changing reimbursement: patients

- High deductibles
Changing reimbursement: payors

- Medicare reimbursement as a “base”
- Defined contribution health plans
- High deductibles
Changing reimbursement: suppliers

“If these manufacturers think they can continue to have these kinds of high margins as healthcare is being ratcheted down on reimbursement they are in for a rude awakening. They have to work with us.”

from ModernHealthcare.com

- Shrinking preferred supply list
- Medicare reimbursement as a “base”
Changing reimbursement: providers

- Bundled payments/acquire or create an insurer
- Defined contribution health plans

Employers

Providers

Physicians

Hospitals

Payors

Suppliers

Physicians

Hospitals

Employers

Patients

Insurers

Government

High deductibles

Medicare conventions as a "base"

Shrinking preferred supply list

Defined contribution health plans

Changing reimbursement: providers

Detroit Medical Center to acquire ProCare Health Plan Medicaid HMO

By Ryan Kelly

The Detroit Medical Center and its Nashville-based parent, Vanguard Health Systems Inc., announced Thursday the purchase of ProCare Health Plan Inc., a Detroit-based health maintenance organization that covers Medicaid beneficiaries in Wayne County.

Negotiations with the HMO have been ongoing for the past six months, medical center CEO Mike Dugan said.

The final price was $6 million, plus a payment equal to the value of ProCare’s Medicaid business.

The deal has been trying to acquire a Medicaid provider in Southeast Michigan. Medicaid recipients. Part of the increase could come from state licensing regulations.

Thursday signaling wider health care push

ProCare became a licensed provider in 1998.

Partners HealthCare’s Acquisition of Neighborhood Health Plan Receives State Approval

Written by Bob Herson | September 17, 2012

Tags: Boston hospital | health plan | hospital health insurer | Massachusetts healthcare | Neighborhood Health

Regulators at the Massachusetts Division of Insurance gave the OK for Boston-based Partners HealthCare to acquire Neighborhood Health Plan — the first health plan Partners has acquired, according to a Boston Globe report.

Partners and NHP first announced their intent to merge in August 2011. The two organizations began the affiliation process in order to “address growing needs for care coordination and management, health equity and the ability to curb healthcare costs.”
Changing roles

Employers
Patients
Physicians
Providers
Data Analytics
Care Delivery
Suppliers
Hospitals
Payors
Government
Insurers
Changing roles: employers

- Exit health benefit design business
Changing roles: patients

- Personal financial planner
- Exit health benefit design business
Changing roles: payors

- Personal financial planner

- Data analytics provider
Changing roles: suppliers

- **Suppliers**
  - Exit health benefit design business
  - Personal financial planner
  - Data analytics provider

- **Diffuser of chronic conditions**

- **Employers**
  - Exit health benefit design business

- **Providers**
  - Personal financial planner

- **Patients**
  - Data analytics provider

- **Hospitals**

- **Government**

- **Insurers**
Changing roles: providers

- **Patient wellness coordinator**
  - Exit health benefit design business
  - Diffuser of chronic conditions
- **Personal financial planner**
- **Data analytics provider**
Changing measurements
Changing measurements: employers
Changing measurements: patients

- Level of compliance

[Diagram showing various stakeholders including Employers, Patients, Providers, Payors, Physicians, Hospitals, Suppliers, and Government, with arrows indicating care delivery and predictability.]
Changing measurements: payors

- Community wellness dashboard
Changing measurements: suppliers

- Employers
- Patients
- Providers
- Payors
- Physicians
- Insurers
- Hospitals
- Government

- Useful life
- Predictability
- Level of compliance
- Community wellness dashboard
Changing measurements: providers

Cost Reduction Strategies

- Emphasis on what is Controllable
  - Top Quartile Performance
- Profitability on Outpatient Products
- Transform strategically through Information Technology
- Burning Platform
  - Alignment around Immediacy and Total Cost of Care
Changing measurements: providers

Success and measurement for providers will be in large part defined as:

“Has the rate of increase in the cost per capita for my population been at or below the rate of increase for general inflation?”

and

“Can we state with clarity that we are the healthiest population in the United States?”
Summary: health care in 2012

Employers

Providers

Payors

Physicians

Insurers

Government

Hospitals

Suppliers

Receive Care

Patients
Summary: health care in 2020
Thank you

To view a complete calendar of upcoming Plante Moran webinars, visit webinars.plantemoran.com

Anthony V. Colarossi, FHFMA
Plante Moran Healthcare Consulting Partner
517.336.7519
anthony.v.colarossi@plantemoran.com