



Lessons Learned from New Health Care Partnerships

Nicole O. Fallon, CliftonLarsonAllen, Moderator

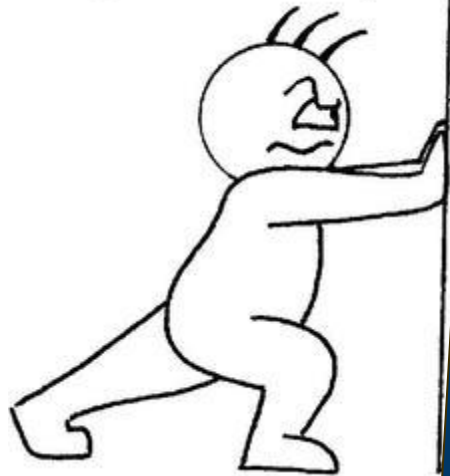
Panelists:

- Dr. Carrie Nelson, Sr. Medical Director, Advocate Physician Partners;
- Dave Horazdovsky, President and CEO, The Evangelical Lutheran Good Samaritan Society;
- Dr. Mark Purtle, Vice President of Medical Affairs, UnityPoint Health

Investment advisory services are offered through CliftonLarsonAllen Wealth Advisors, LLC, an SEC-registered investment advisor. | ©2016 CliftonLarsonAllen LLP



External influences



- Triple Aim
- Managed Care
- Population Health Management
- Alternative Payment Models
- Payment tied to Quality
 - Performance measure success is contingent upon collaboration with providers across the continuum



The Impact of Alternative Payment Models on Medicare beneficiaries

- **Total 2015 Medicare beneficiaries = 54.7 million**

◇ 80 million projected by 2030

- **Medicare Fee For Service = 37.2M (69%)**

2016 Medicare ACOs	CJR Bundled Payment	Dual Eligible Demos - FAI
8.9M beneficiaries (16.3%)	400,000+ episodes	377,000 lives

- **Medicare Advantage = 17.2M (31%)**



The Triple Aim Goals

- **Better Experience of Care**

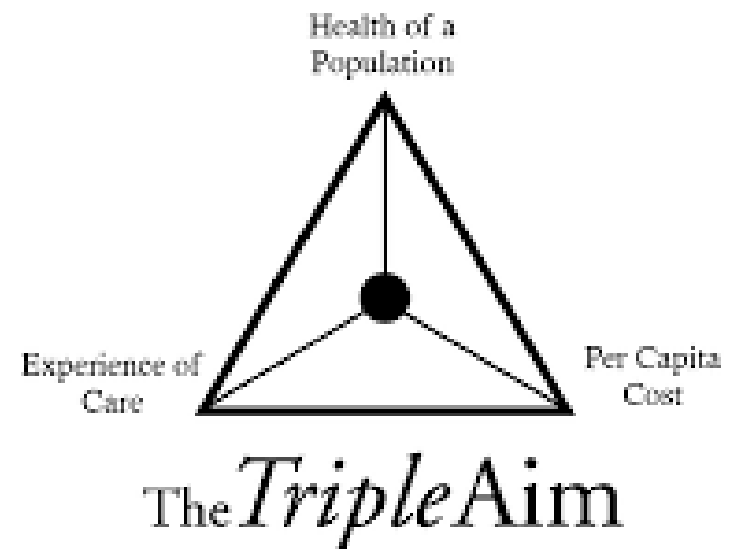
- Improve/maintain quality and patient outcomes
- Eliminate avoidable re/admissions
- Eliminate potentially preventable conditions (e.g., never events)

- **Better Health**

- Primary Care Driven
- Focus on Prevention & Wellness
- Population Health

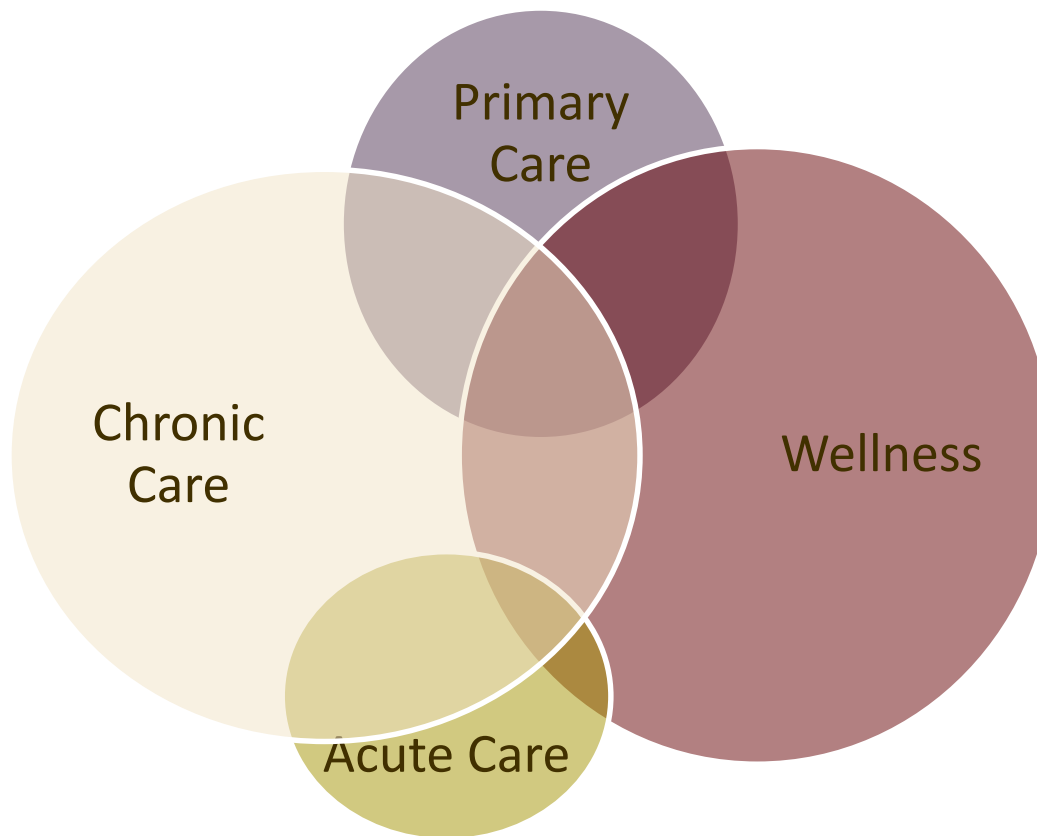
- **Lower Cost**

- Reduce/eliminate duplication
- Improve coordination



Reformed Health System – Goal is to keep people well

- Home care
- SNF
- Assisted Living
- Hospital
- Physician office
- Group visits
- Self management
- RN, Care Coach
- Online/social networking (e.g. diabetes group)
- Telehealth monitoring

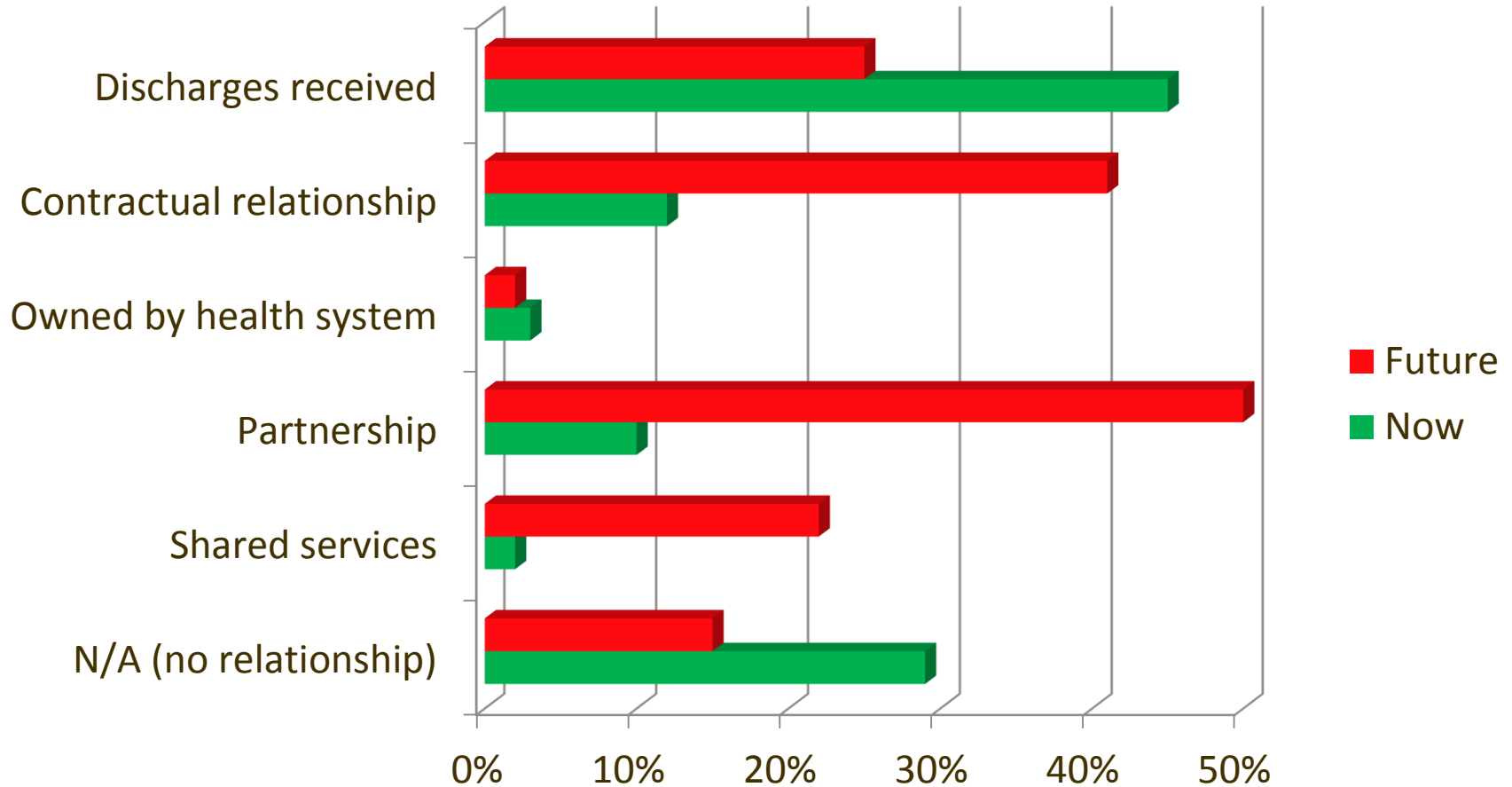


- Hospital
- SNF
- At Home
- Telehealth

- Health risk assessment
- Independent senior housing
- Adult day programs
- Community clinic for vaccines
- Local fitness center
- Smoking cessation program
- Weight loss program
- Personal wellness coach
- Senior Center
- Online social networking groups/tools
- Labs, diagnostics

Relationships with health systems – now and in the future

Perkins Eastman Senior Living 2015 Survey

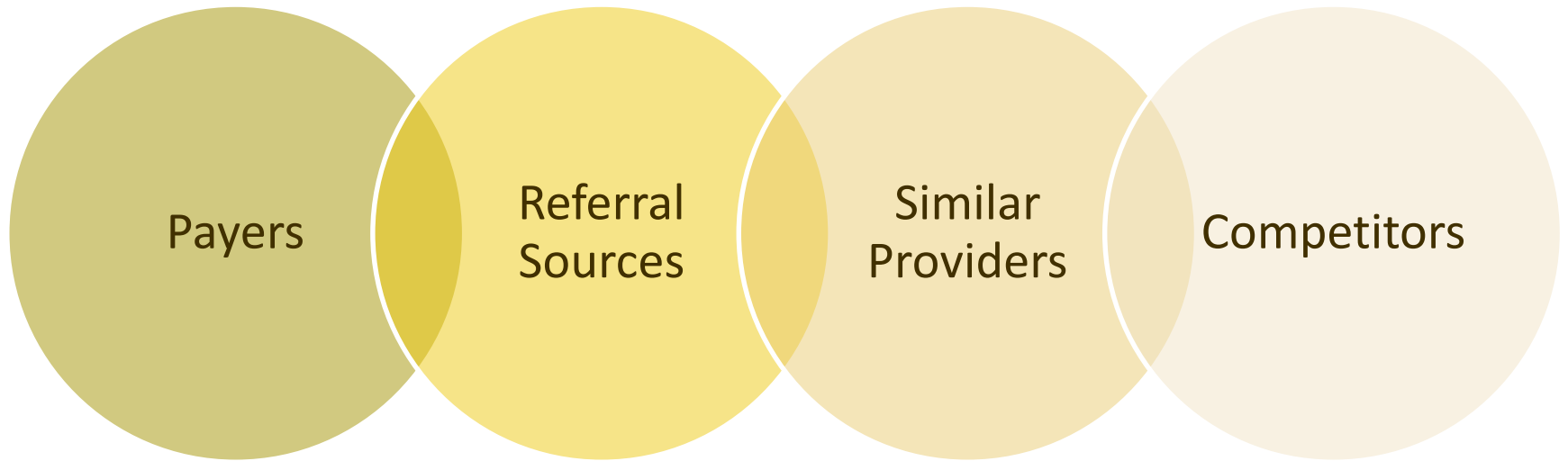


Interest in collaboration is accelerating



An increasing number of organizations are getting together to explore sharing resources, reducing costs, developing new care delivery models, pursuing quality initiatives, co-venturing new development, executing health care reform related strategies, etc.

Possible Partner Scenarios



Re-think Partners

“In this connected age, no company can stay bound to ‘I’m just going to make this one piece of the puzzle.’”

--Nest CEO, Tony Fadell (Fast Company magazine, October 2014)

Current



Future

- CVS /Walmart/Walgreens
- Area Agency on Aging
- Coffee Shop/restaurant
- University
- Fitness Center
- Uber/Lyft
- Pizza Delivery Service
- Member organization



Organizational Relationship Continuum

Collaboration

Affiliation



Association membership

Sharing information or costs

Formal link or partnership – frequently to pursue a business line or opportunity

Two or more organizations join together – form a holding company or ‘parent’ to guide the system

Two or more organizations join together – with one surviving corporation

One organization sells to another

