Patient Centered Medical Home
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IBM Director Healthcare Transformation
President Patient Centered Primary Care Collaborative
The System Integrator

Creates a partnership across the medical neighborhood

Drives PCMH primary care redesign

Offers a utility for population health and financial management
Blue Plan Care Delivery Innovations

PCMHs/ACOs are in market or in development in 49 states, District of Columbia and Puerto Rico, bringing the total number of patient centered organizations to 204
“We do the best heart surgeries.”

“How to Stop Hospitals From Killing Us”
WSJ Friday 21 Sept 2012
We don’t know how to play as a team
Primary care providers are the only healthcare professionals who can effect transformation in health care. The systems and structures which will fulfill the Triple Aim (IHI) can only be designed and implemented by primary Healthcare Healers.
Least Expensive
- Ogden, UT $2,623
- Dubuque, IA $2,719
- Fargo, ND $2,996

Most Expensive
- Anderson, IN $7,231
- Punta Gorda, FL $7,168
- Racine, WI $6,528
- Boston, Ma $6,432
Thirteen Year Cumulative Percent Change in Cost

VHA Cost Per Patient

-20.0%  0.0%  20.0%  40.0%  60.0%  80.0%  100.0%  120.0%

Average Medicare Payment/Enrollee

6.3%  11.4%  9.7%  10.8%  15.4%  25.9%  33.5%  40.0%  51.7%  62.9%  89.6%  99.2%  111.9%

Consumer Price Index

3.00%  5.37%  7.05%  9.41%  13.13%  16.30%  18.16%  20.88%  24.14%  28.36%  32.47%  36.18%  41.35%


-20.0%  0.0%  20.0%

Medicare / DoD Purchased Care

CPI

VHA
Build your own PCMH – Bellin

Per Employee Per Month Health Costs Post Implementation

Actual client data: Midwest Hospital with 12,135 employees 1 year self-funded for group health

$805 $804 $793 $765 $743 $717 $683 $660 $616 $601 $591 $569

12 month rolling PEPM averages

Montana Governor “sees big savings with new state PCMH health clinic

- PCMH for every beneficiary
- Better coordination of care
- Prevent ER, Hospital
- Unneeded Expensive test
- Saving $100 million 5 years
- Employee health clinics up 36%
Remote patient monitoring market to double by 2016
Market will grow from nearly $9 billion in 2011
to nearly $21 billion by 2016.

Drivers include:
► Data & Technology
► A rapidly-aging population
► Rising healthcare costs

Source: Information Week
What needs to change?

1. Delivery
2. Payment
3. Health care benefits
Harvard Led Practice transformation away from episode of care

Source: Southcentral Foundation, Anchorage AK
Healthcare will transform

• Data Driven
• Every patient has a plan
• Team based

BCBS as the largest will drive it
Or be consumed by it
Patients not shortchanged
Build PCMH Foundation

The right care
The right time
The right price
36.3% Drop in hospital days
32.2% Drop in ER use
12.8% Increase Chronic Medication use
-15.6% Total cost
10.5% Inpatient specialty care costs down
18.9% Ancillary costs down
15.0% Outpatient specialty down

PCMH Growth
PCMH in Action

Community Care Team
- Nurse Coordinator
- Social Workers
- Dieticians
- Community Health Workers
- Care Coordinators
- Public Health Prevention
  HEALTH WELLNESS

A Coordinated Health System
- Health IT Framework
- Global Information Framework
- Evaluation Framework
- Operations

Hospitals
Specialists
Public Health Prevention
PCMH
PCMH
IBM US saved $1.7B over the past eight years
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