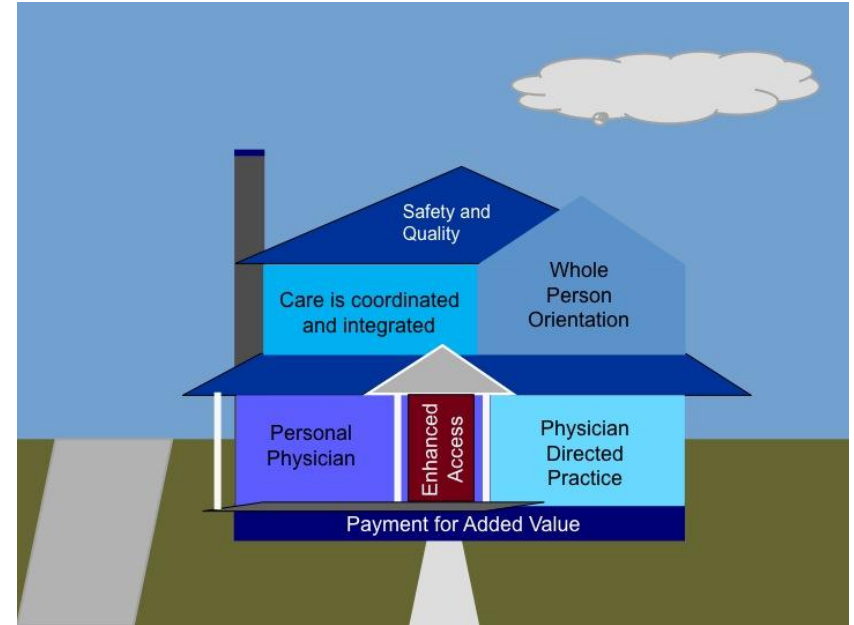


Patient Centered Medical Home

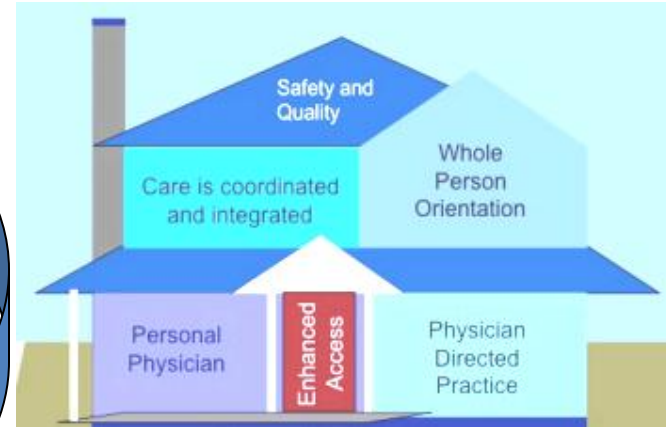
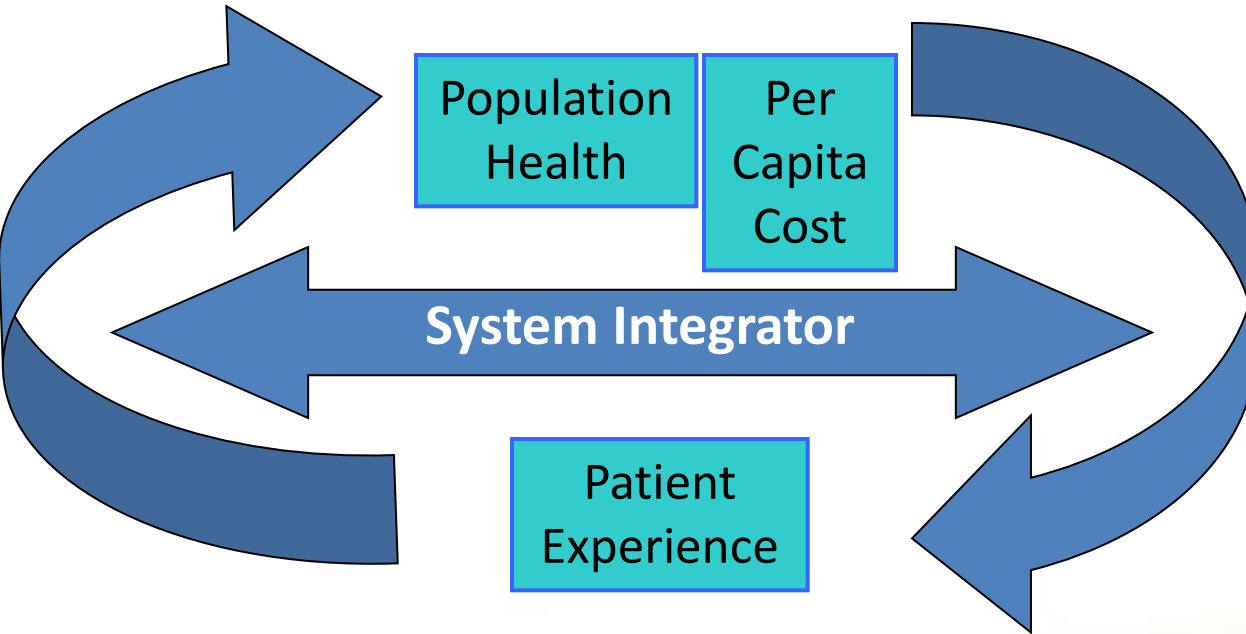


Paul Grundy, MD, MPH, FACOEM, FACPM

IBM Director Healthcare Transformation
President Patient Centered Primary Care Collaborative



Triple Aim



The System Integrator

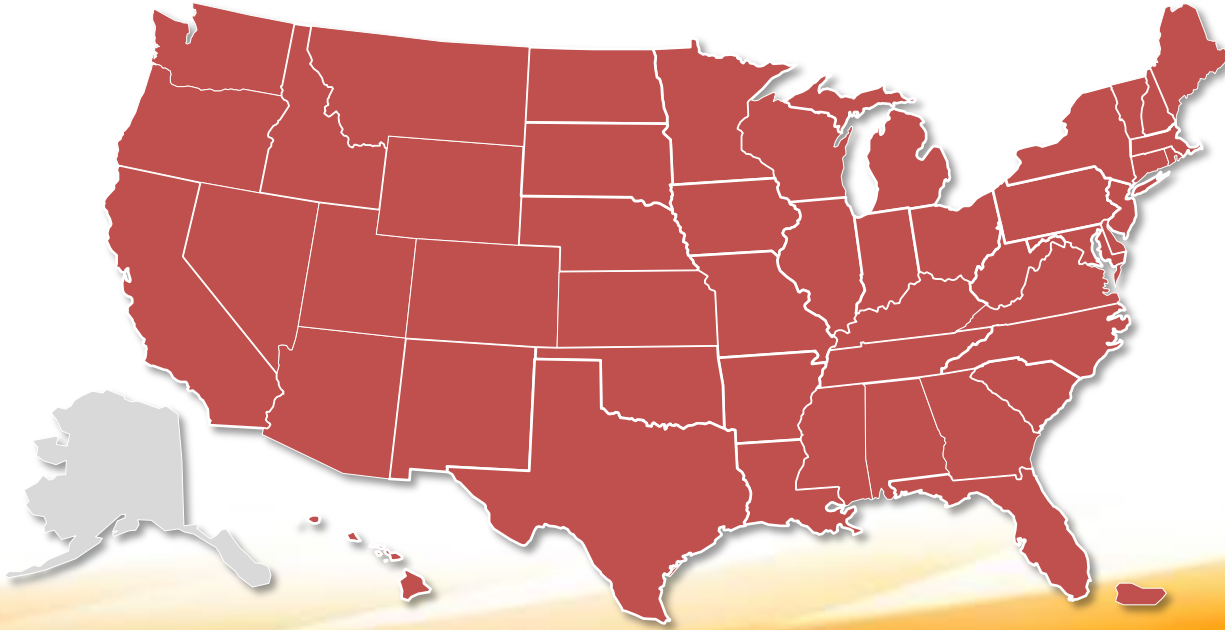
Creates a partnership across the medical neighborhood

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





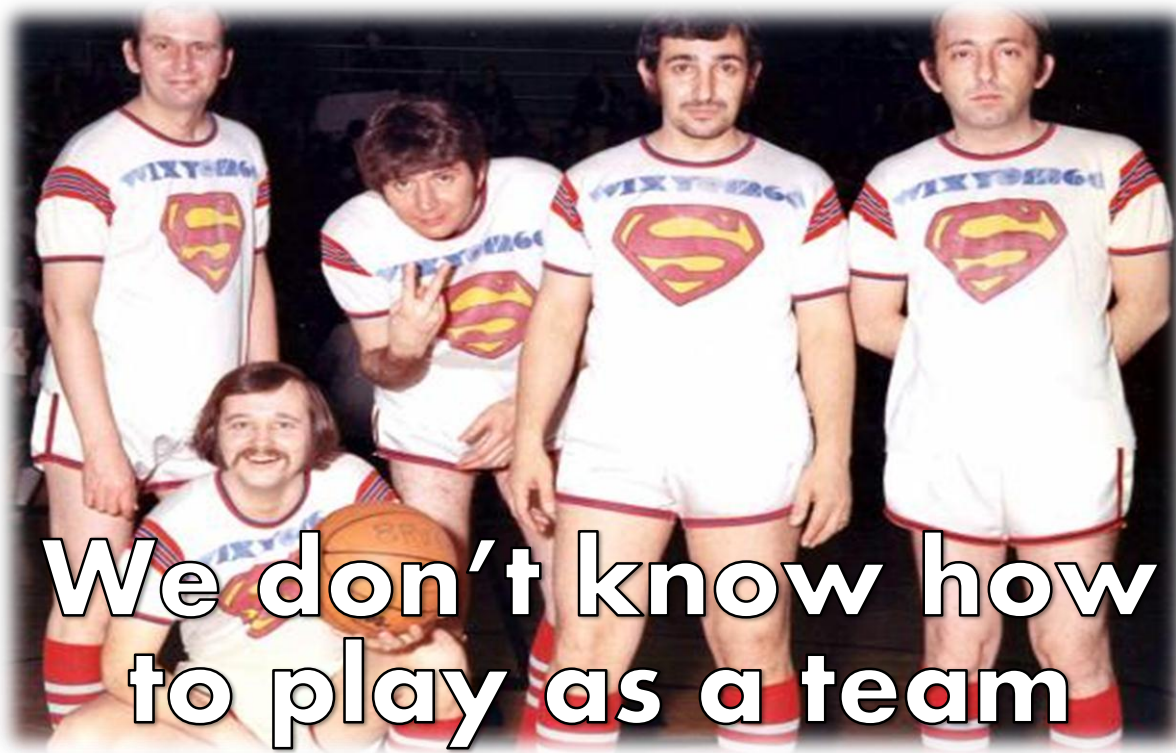
A billboard advertisement featuring a white rectangular sign with bold black text. The sign is mounted on a dark metal structure against a background of a blue sky with scattered white clouds. The billboard is positioned at an angle, showing its side profile.

**“We do the best
heart surgeries.”**

“How to Stop Hospitals From Killing Us”


WSJ Friday 21 Sept 2012

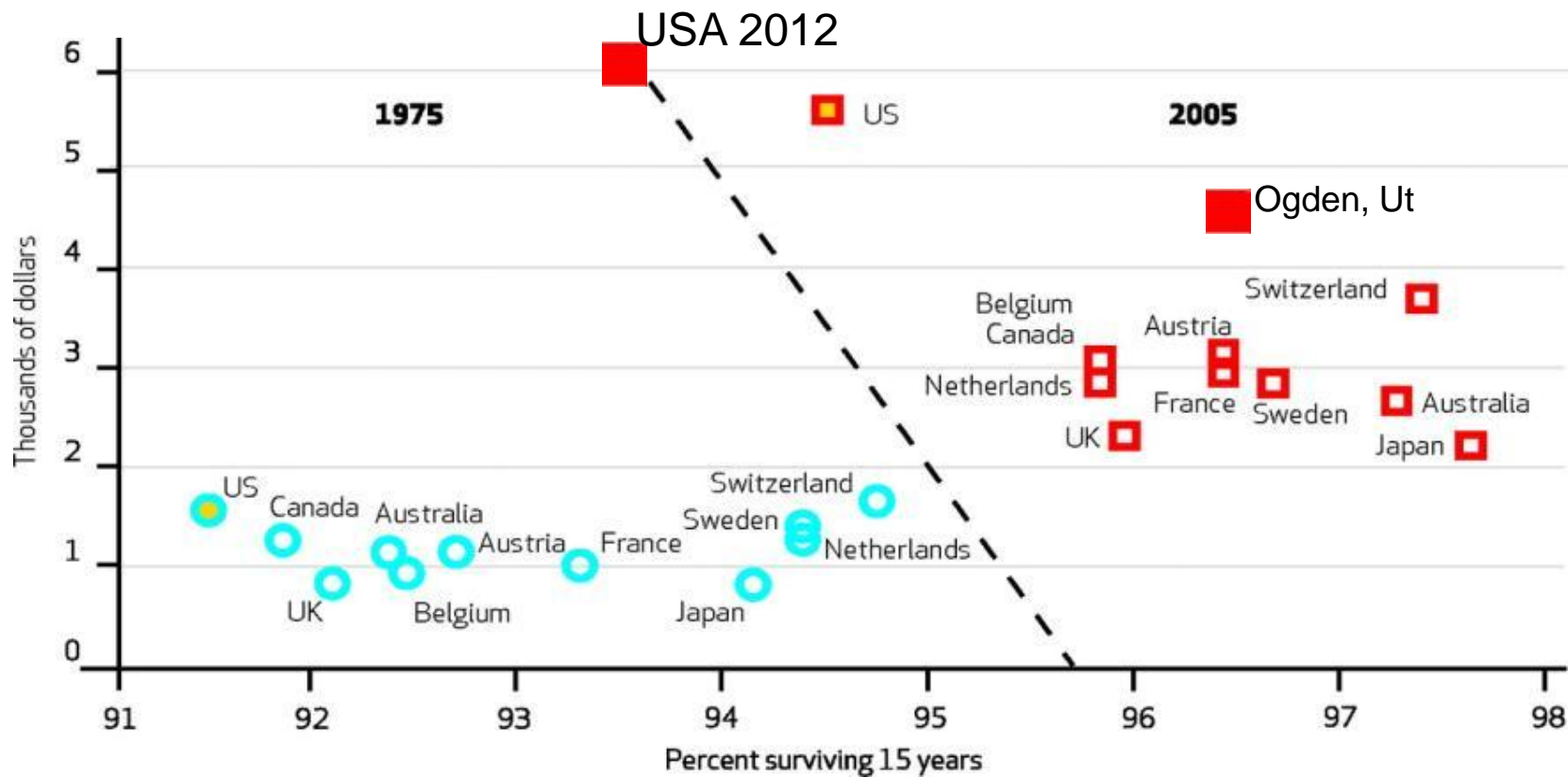




The Institute of Medicine's 2012, 385-page report,
Best Care at Lower Cost:

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

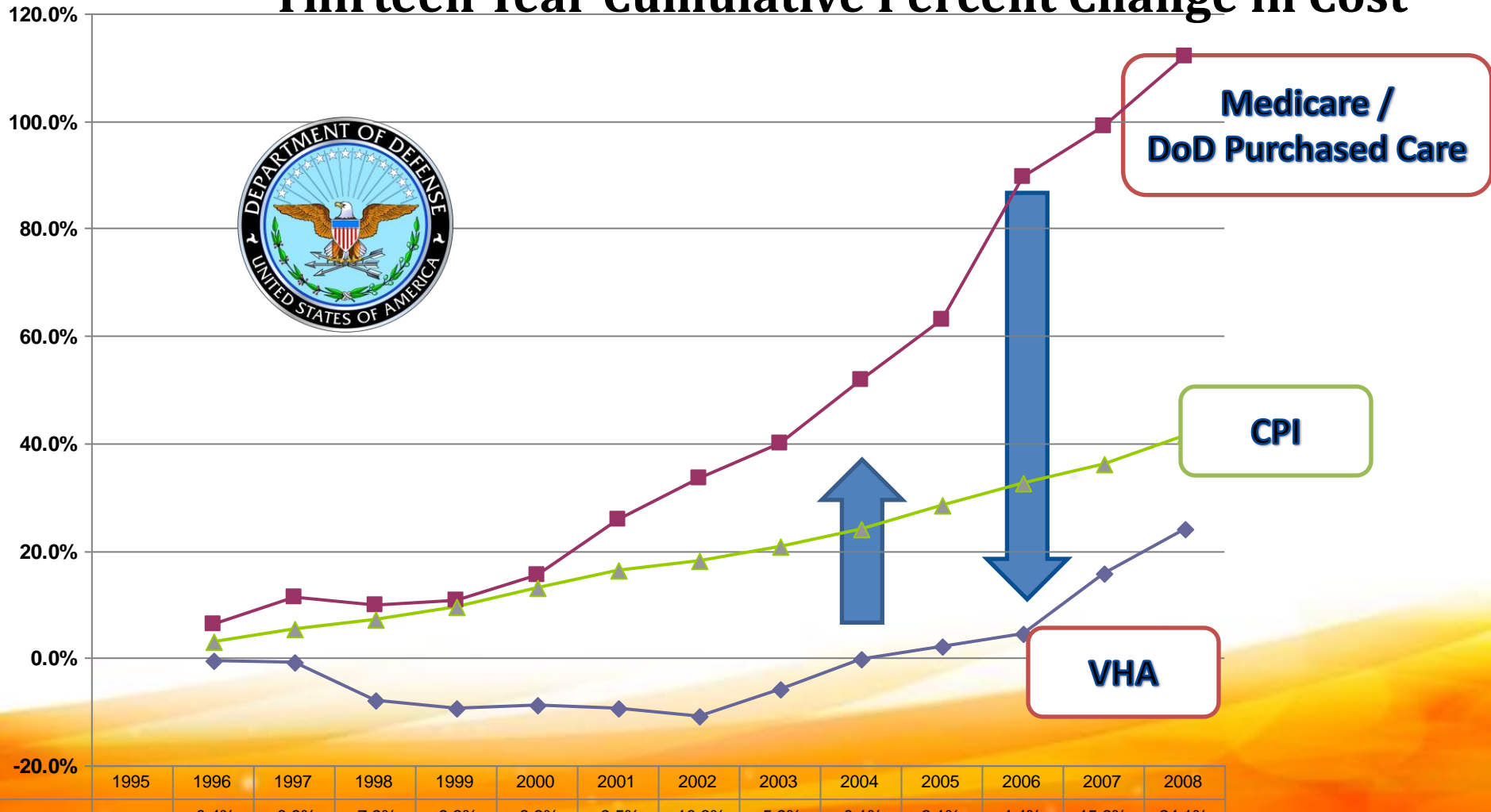
- ▶ Ogden, UT \$2,623
- ▶ Dubuque, IA \$2,719
- ▶ Fargo, ND \$2,996

Most Expensive

- ▶ Anderson, IN \$7,231
- ▶ Punta Gorda, FL \$7,168
- ▶ Racine, WI \$6,528
- ▶ Boston, Ma \$6,432



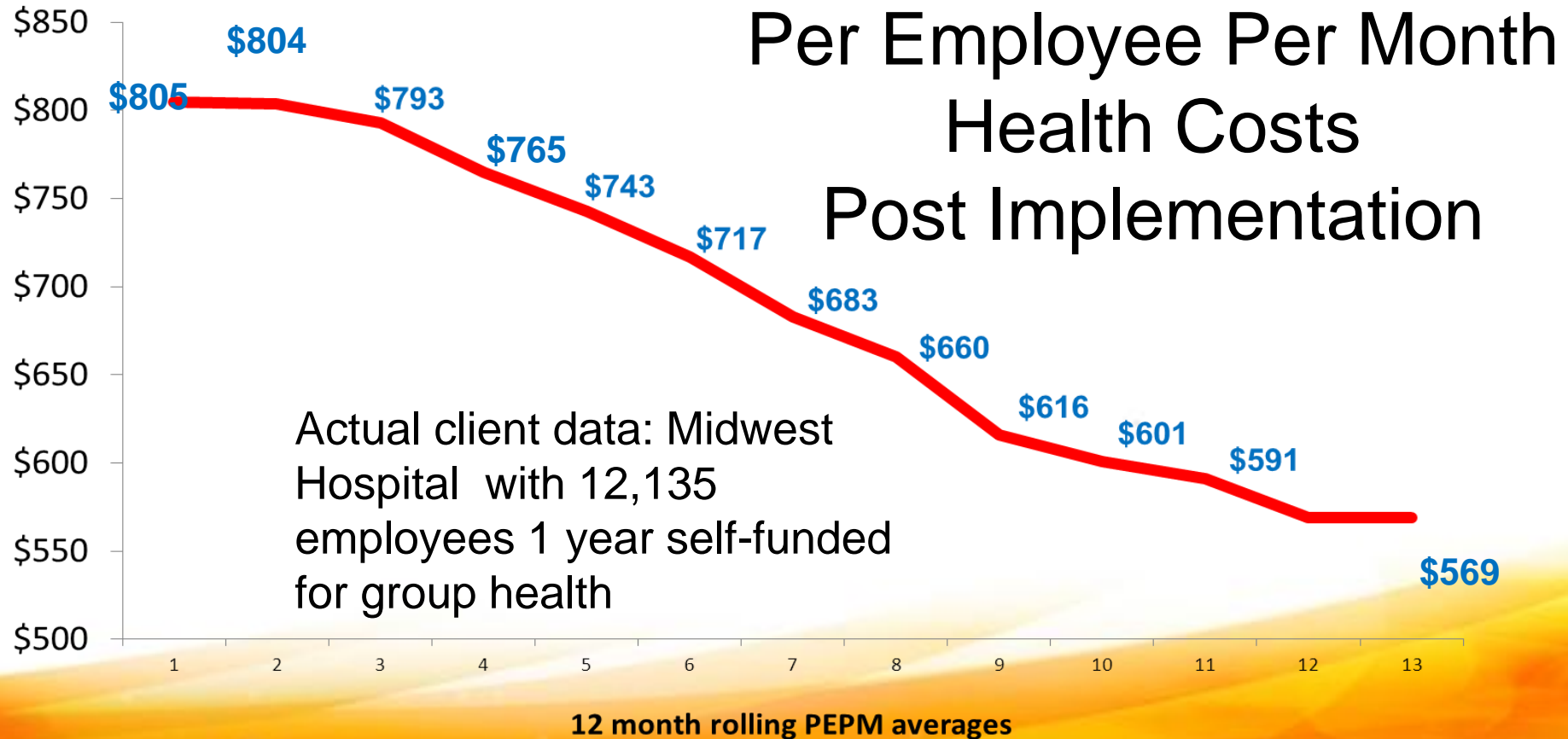
Thirteen Year Cumulative Percent Change in Cost



Onsite Health and Wellness Centers



Build your own PCMH – Bellin

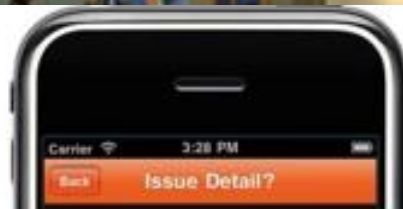
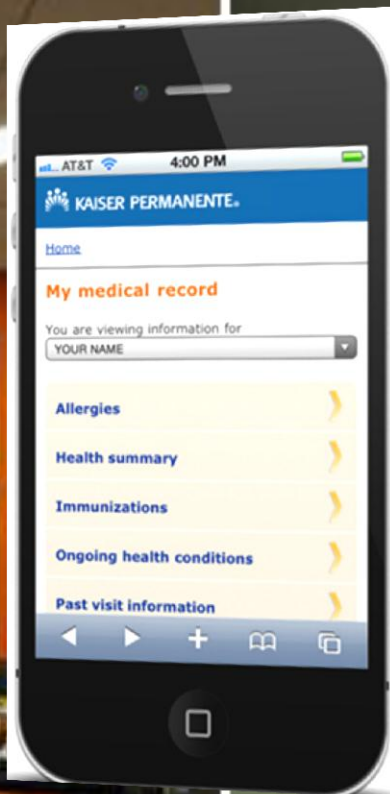
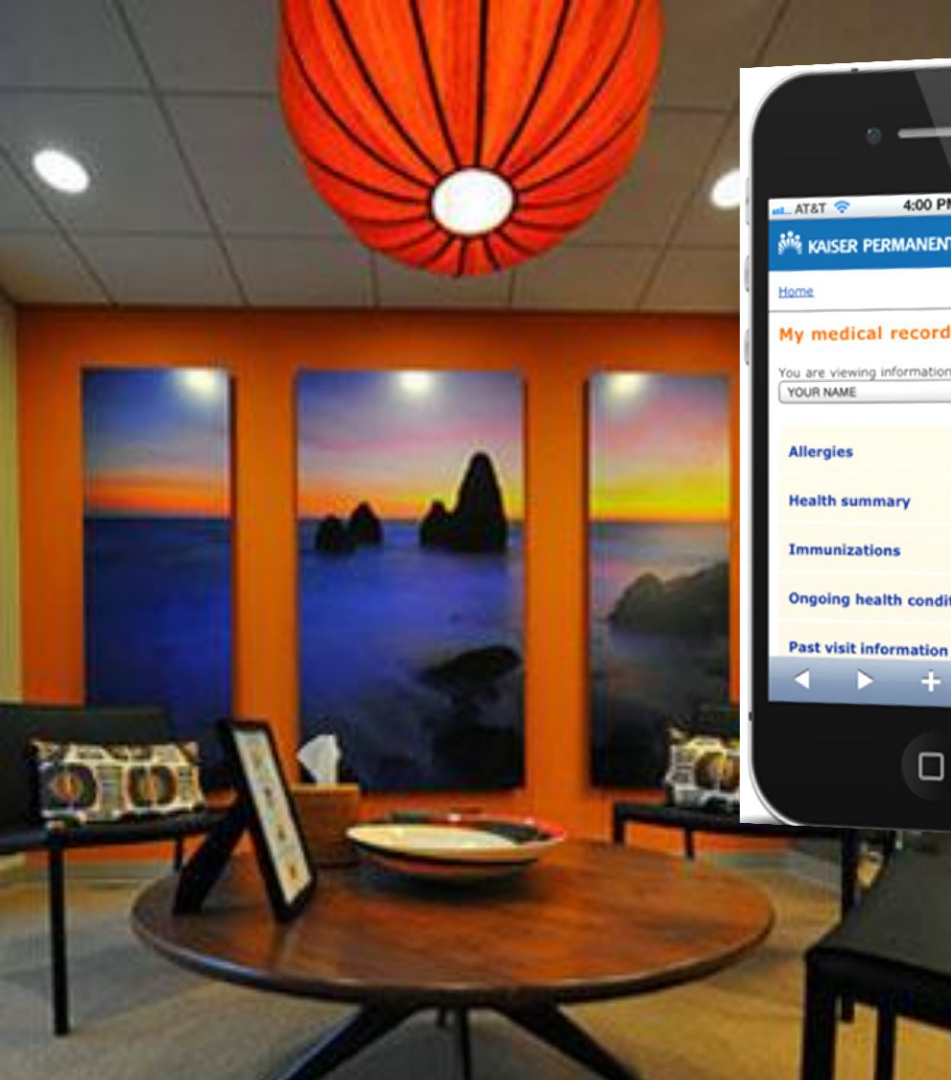


Montana Governor “sees big savings with new state PCMH health clinic

- **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

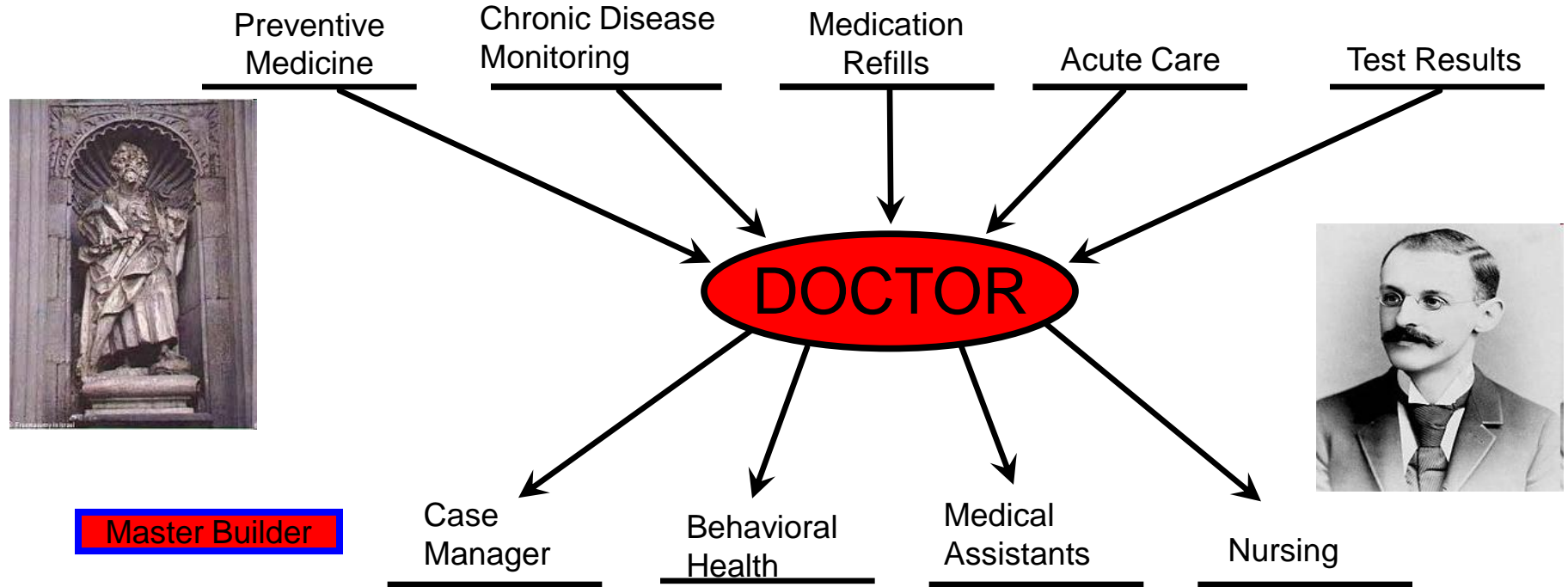
Source: Information Week



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



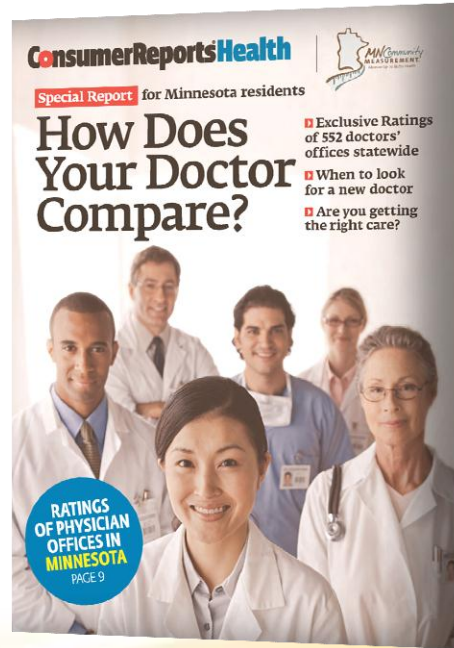
Healthcare will transform

- 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



Smarter Healthcare

36.3% Drop in hospital days

32.2% Drop in ER use

12.8% Increase Chronic Medication use

-15.6% Total cost

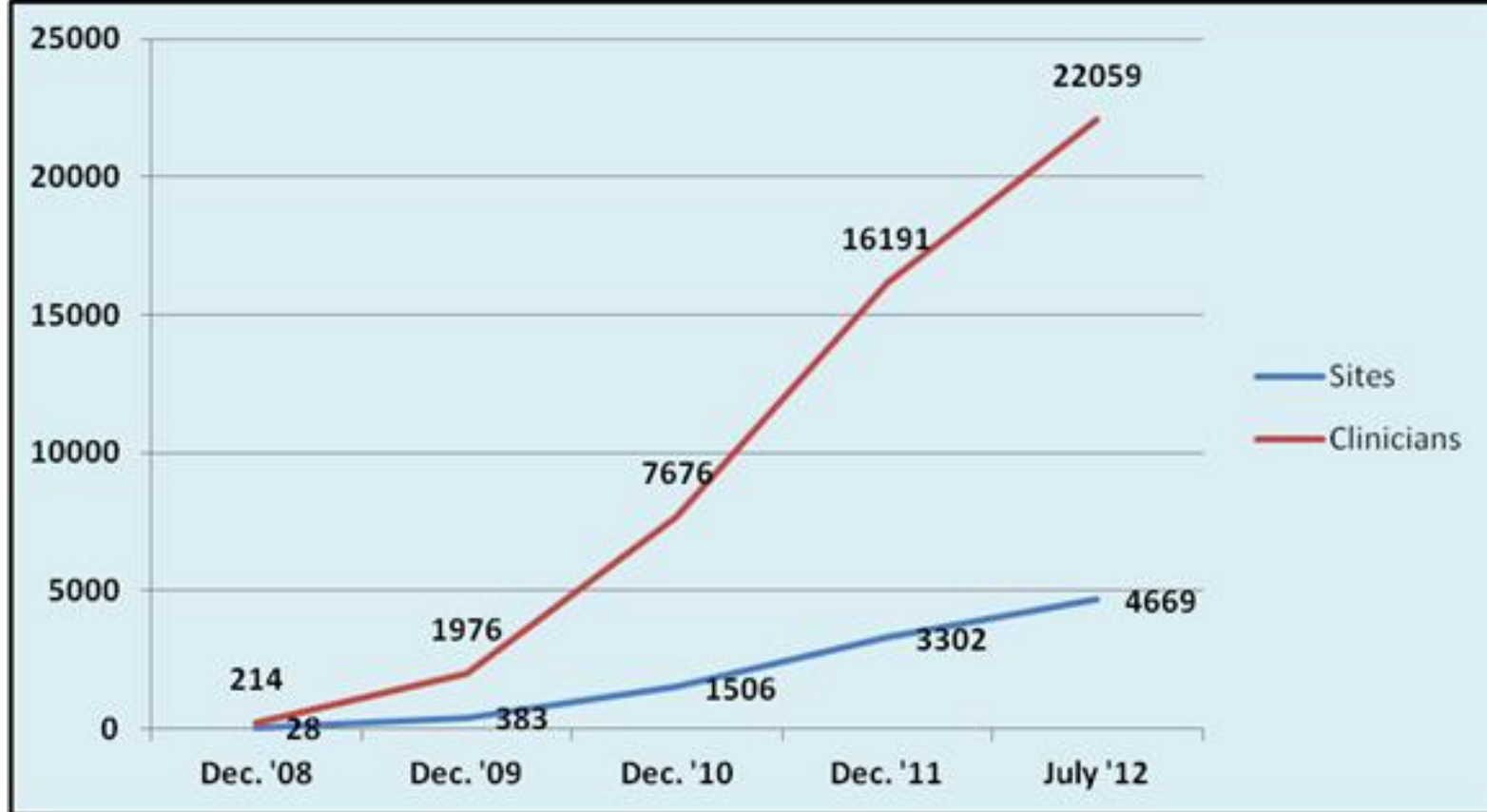
10.5% Inpatient specialty care costs down

18.9% Ancillary costs down

15.0% Outpatient specialty down

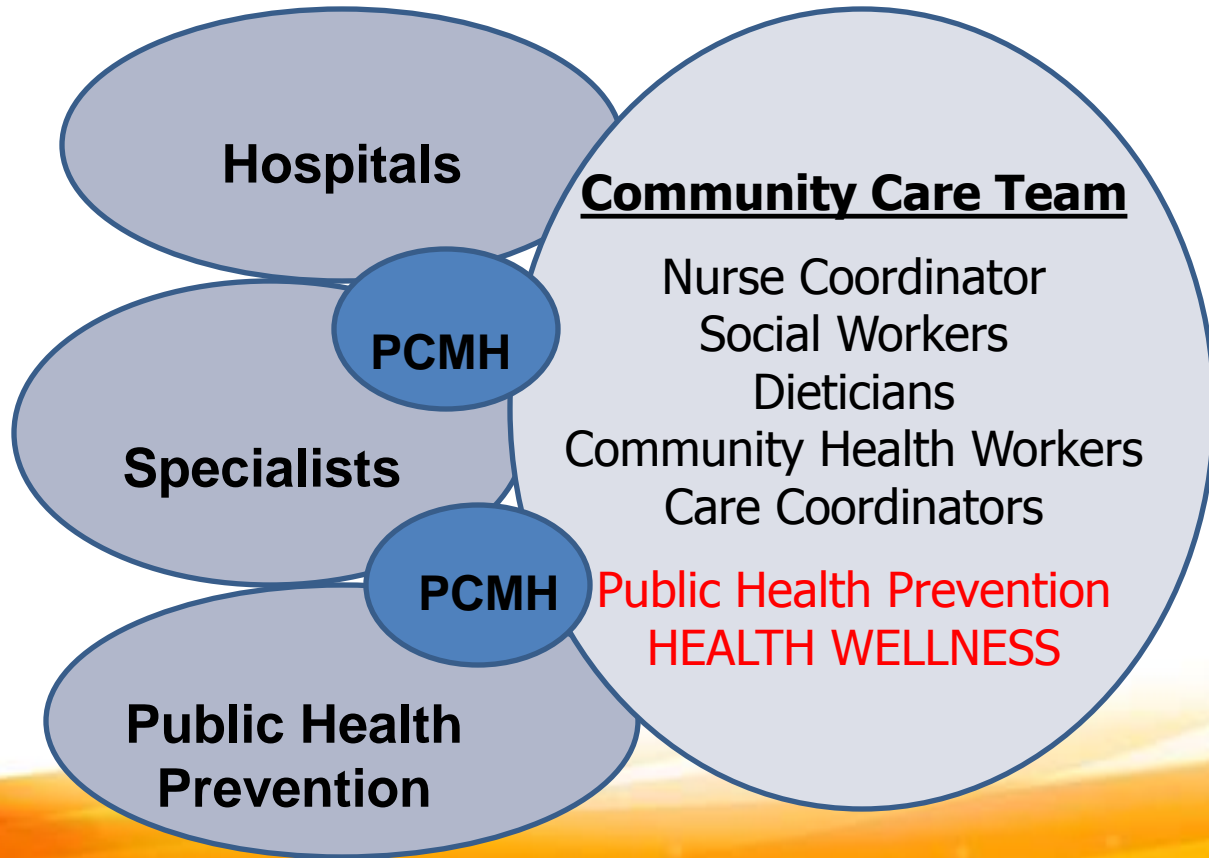
**Outcomes of Implementing Patient Centered Medical
Home Interventions:** A Review of the Evidence from
Prospective Evaluation Studies in the US - PCPCC Oct 2012





PCMH Growth

PCMH in Action



**A Coordinated
Health System**

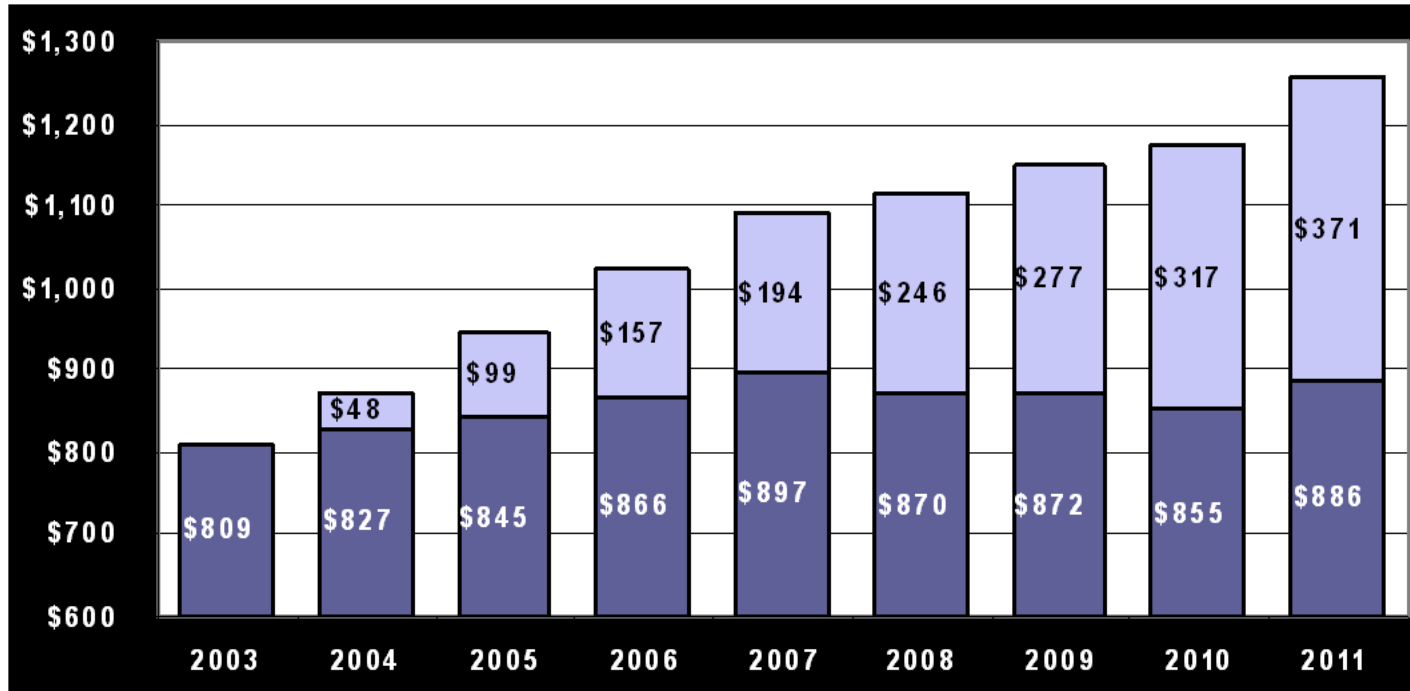
**Health IT
Framework**

**Global Information
Framework**

**Evaluation
Framework**

Operations

IBM US saved **\$1.7B** over the past eight years



■ Estimated Savings in Millions

■ Actual IBM Cost in Millions

Patient Centered Medical Home

