Learning from New Leaders in the Value of Health Care

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Commonalities Among New Winners' Care Methods

- Emotionally and readily connect with the most clinically unstable patient quartile
- Use care coordination, teams + simple technology to prevent costly health crises economically
- Use conflict-tolerant PCPs to shield patients from unjustified optimism of medical specialists
Replicating Success After Initial Proof of Concept

- Don't compromise what works to accommodate local clinical norms
- Invest in selecting, training and ongoing measurement-based coaching of staff in new locations
- Assure power balance between collaborative clinicians and methodical managers
Implications for Policy-making to Safely Bend U.S. Health Spending Trend

- Harmonize public and private measurement of, and financial rewards to, all components of US health system
- Reward health care providers for high annual health gain per dollar per capita (a bundled unit of value assessment)
- Prioritize rewarding value with more enrollees – whenever politics and market competition permit