



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**