Transforming from Volume to Value:
The Power and Potential of Health IT and Informatics
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Alliance for Health Reform Briefing
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Our Structure
Introducing Dean and our Vision for Transforming Healthcare
An Introduction to Dean: A Virtually Integrated System

Dean Health Systems (MD Shareholders)

Dean Clinic

SSM Health Care of Wisconsin

Rural Network ASC System

Dean Health Plan

WIITTS (Technology Company)

Navitus Health Solutions (PBM)

A Vision to Transform Healthcare

- Our Vision: “We are passionate about keeping our patients healthy, exceptional at caring for them when they are sick, and efficient in providing them with the best value and service.”

- Our Focus: Let the rest of our industry focus on Volume. We’re focusing on Value.
  - Delivering Effective Care
  - Delivering Patient-Centered Care
  - Delivering Efficient Care
The Power of HIT and Analytics
The Top 10 Ways Health IT and Analytics are Transforming our System

Impact 1: “Meaningful Use” has been a necessary focus, with “Optimal Use” being our ultimate goal
Impact 2: EHR throughout our system (and community) enables us to focus on Population Health

Impact 3: Health Information Exchanges (Care Everywhere and WISHIN) have enabled us to reduce waste and improve safety
Impact 4: Comparative EHR and Claims has allowed us to benchmark our performance

Impact 5: Transparent reporting of EHR data to providers has catalyzed rapid performance improvement
Impact 6: Analytics on Efficiency and Effectiveness have enabled us to profile providers and study practice variation

![Efficiency and Effectiveness Grid](image)

The peer group mean efficiency and effectiveness index is 1.00.

Impact 7: Availability of performance data has allowed us to shift incentives from volume-based to value-based

![Performance Data Chart](image)

<table>
<thead>
<tr>
<th>Year</th>
<th>Option A</th>
<th>Option B</th>
<th>Future?</th>
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<tbody>
<tr>
<td>2009</td>
<td>98%</td>
<td>100%</td>
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<tr>
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<td>60%</td>
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</tr>
<tr>
<td>Future?</td>
<td>40%</td>
<td>60%</td>
<td>60%</td>
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</tbody>
</table>

- **Efficiency**: 100%
- **Quality**: 100%
- **Service**: 90%
- **Panel Size**: 90%
- **Value Incentive**: 60%
- **RVUs**: 60%
- **Salary**: 40%
Impact 8: Health IT and Analytics have enabled us to measure what we want to change

Aspect 9: Health IT has been a critical component of Quality Improvement via Lean
Aspect 9 continued: The Power of Health IT to improve Population Health and Quality

Impact 10: Information has allowed us to mine for opportunities to both improve quality and “bend the trend”
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