

Transforming from Volume to Value:

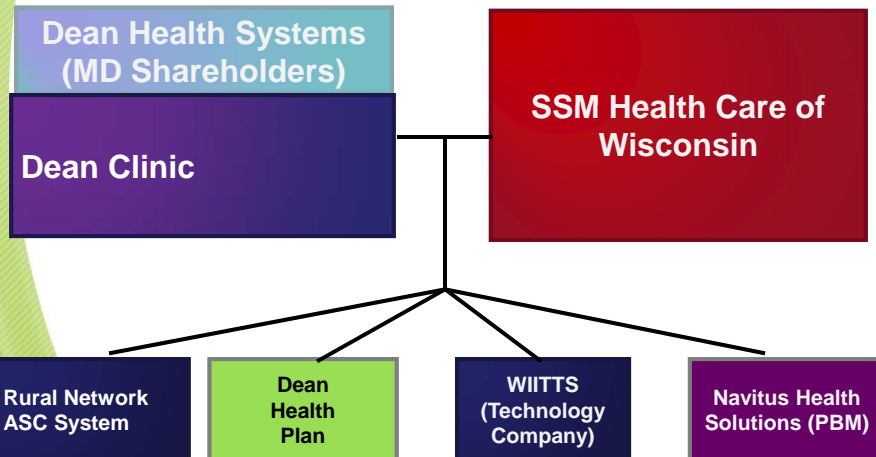
**The Power and Potential of
Health IT and Informatics**

Craig E. Samitt, MD, MBA
President & CEO, Dean Clinic
Alliance for Health Reform Briefing
September 28, 2012

Our Structure

Introducing Dean and our Vision for Transforming Healthcare

An Introduction to Dean: A Virtually Integrated System



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

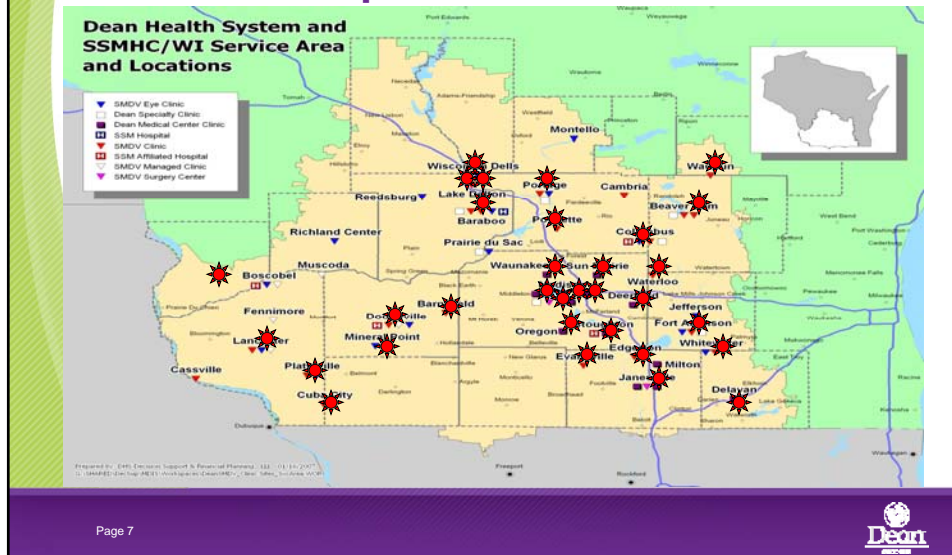
The Power of HIT and Analytics

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

Care Everywhere Outside Records

Request Summary Update

Summary Encounters Lab Results Other Results

From: **Dean/St. Marvs**

Information displayed in this activity will not trigger automated decision support such as interaction warnings or alerts.

Source Comments | Recent Encounters | Allergies | Medications | Active Conditions | Resolved Conditions | Immunizations | Surgical Hx | Medical Hx | Family Hx | Social Hx

Clinical Summary - Wexler, John (58 y.o. male) As of Feb. 22, 2007

Source Comments - Group Health Cooperative

GHC-Madison is fully rolled out on EpicCare at all of its 6 clinics. Most Monona Medical Center inpatient units are fully rolled out, including CPOE. The exceptions are the Pediatric specialty units, which are not yet using EpicCare.
Last edited: 12/3/06

Recent Encounters

Date	Type	Specialty	Providers	Description
08/01/2006	Office Visit	Family Medicine	Seeger, Marty E	Essential Hypertension, Hypercholesterolemia, Hypothyroidism
07/24/2006	Appointment	Physical Therapy	Shaw, Timothy R	
01/17/2006	Orders Only	Family Medicine	Seeger, Marty E	Essential Hypertension (Primary Dx)

Allergies

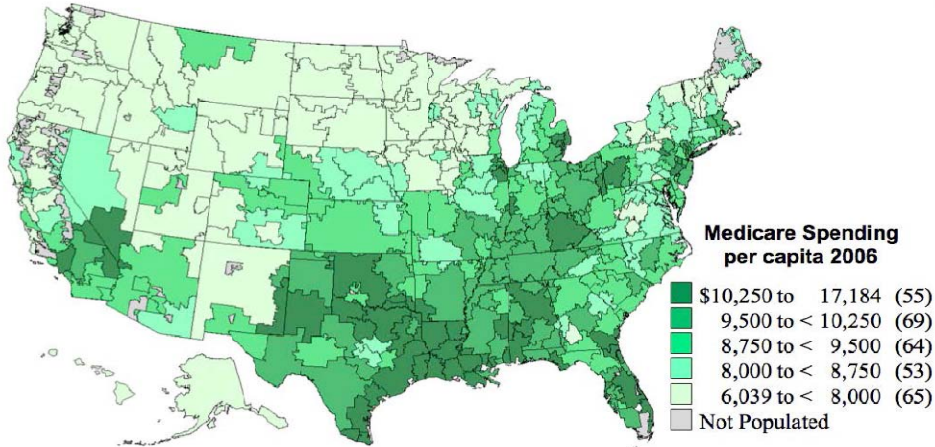
Allergen	Noted Date	Severity	Reactions	Comment
PENICILLINS	08/05/1995		Hives	Confirmed by exam

Medications

Prescription	Sig.	Disp.	Refills	Start Date	End Date
SIMVASTATIN 40 MG PO TABS	Take 1 tablet by mouth once a day in the evening.	30	12	01/17/2006	
DILTIAZEM COATED TABLETS 30 MG	Take 1 tablet by mouth once a day	30	12	01/17/2006	

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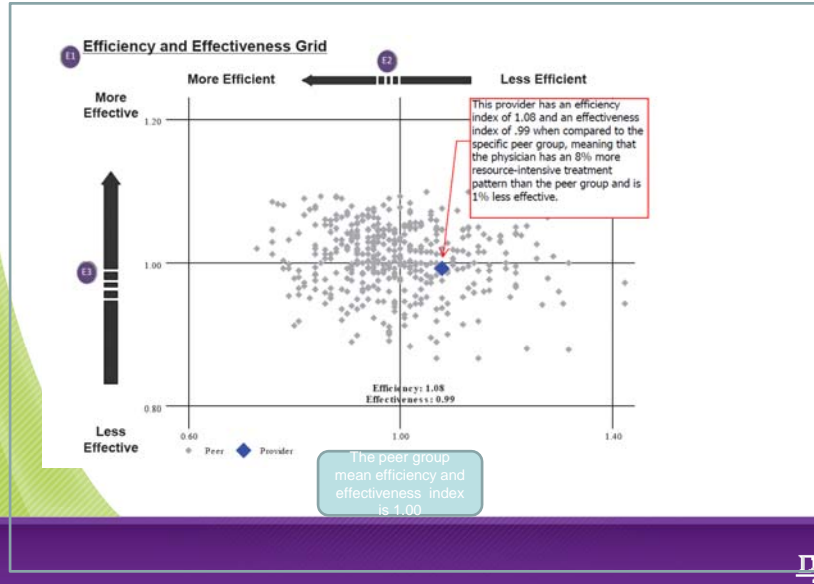
Impact 4: Comparative EHR and Claims has allowed us to benchmark our performance



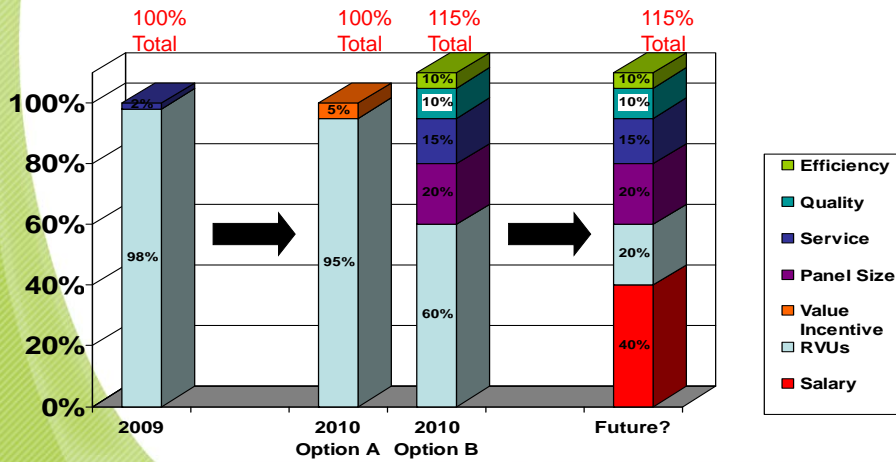
Impact 5: Transparent reporting of EHR data to providers has catalyzed rapid performance improvement

Physician Name	Specialty	LDL	LDL < 100	A1c	A1c < 7	Eye BP < 130	No Top	ASA	Ostin	ODOM
Physician Name	Specialty	70%	74%	51%	90%	80%	97%	80%	90%	80%
Physician Name	Specialty	73%	82%	50%	83%	80%	92%	84%	84%	82%
Physician Name	Specialty	75%	71%	50%	84%	71%	88%	80%	82%	83%
Physician Name	Specialty	65%	66%	58%	71%	87%	81%	88%	83%	69%
Physician Name	Specialty	71%	68%	74%	89%	81%	72%	81%	87%	90%
Physician Name	Specialty	81%	81%	50%	88%	80%	74%	70%	71%	92%
Physician Name	Specialty	90%	82%	82%	87%	89%	91%	89%	70%	93%
Physician Name	Specialty	90%	65%	70%	80%	88%	88%	71%	84%	88%
Physician Name	Specialty	72%	57%	70%	70%	80%	69%	84%	87%	94%
Physician Name	Specialty	74%	71%	50%	85%	84%	81%	88%	80%	90%
Physician Name	Specialty	88%	82%	91%	80%	79%	83%	81%	84%	87%
Physician Name	Specialty	87%	85%	89%	80%	80%	90%	84%	82%	91%
Physician Name	Specialty	84%	88%	51%	74%	77%	77%	74%	80%	74%
Physician Name	Specialty	70%	80%	87%	75%	89%	89%	85%	72%	72%
Physician Name	Specialty	58%	80%	87%	74%	58%	90%	83%	84%	74%
Physician Name	Specialty	72%	89%	91%	82%	82%	81%	81%	87%	80%
Physician Name	Specialty	47%	68%	74%	88%	72%	68%	80%	69%	71%
Physician Name	Specialty	73%	74%	88%	80%	90%	88%	90%	82%	81%
Physician Name	Specialty	90%	90%	68%	78%	86%	88%	81%	84%	84%
Physician Name	Specialty	93%	80%	87%	72%	87%	82%	88%	82%	86%
Physician Name	Specialty	88%	80%	84%	84%	90%	89%	71%	85%	81%
Physician Name	Specialty	89%	82%	90%	81%	80%	89%	84%	71%	90%
Physician Name	Specialty	70%	81%	86%	70%	80%	80%	81%	72%	70%
Physician Name	Specialty	72%	80%	72%	89%	80%	80%	80%	87%	80%
Physician Name	Specialty	74%	81%	77%	64%	81%	70%	87%	84%	80%

Impact 6: Analytics on Efficiency and Effectiveness have enabled us to profile providers and study practice variation



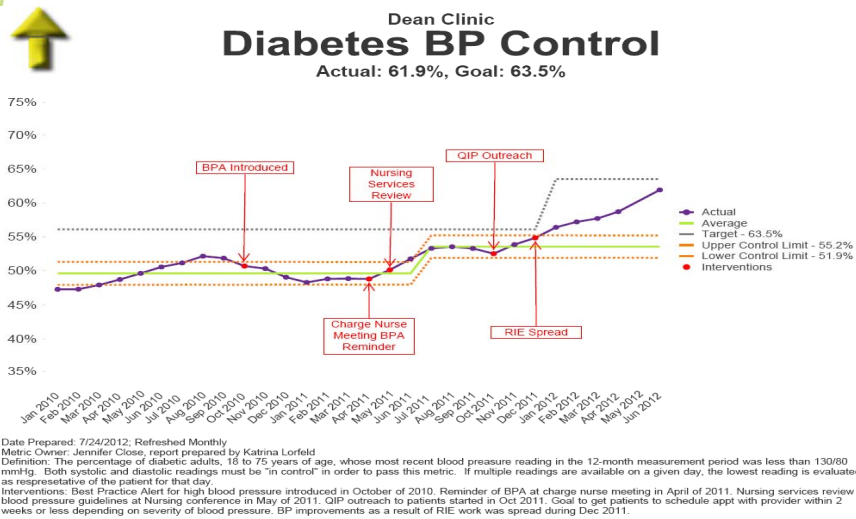
Impact 7: Availability of performance data has allowed us to shift incentives from volume-based to value-based



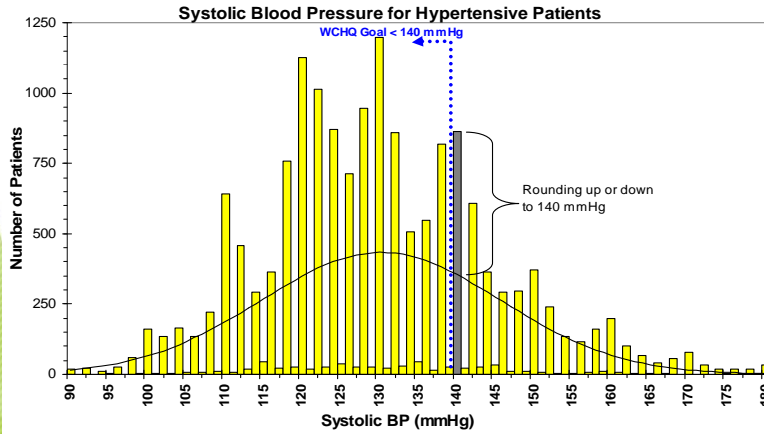
Impact 8: Health IT and Analytics have enabled us to measure what we want to change



Aspect 9: Health IT has been a critical component of Quality Improvement via Lean

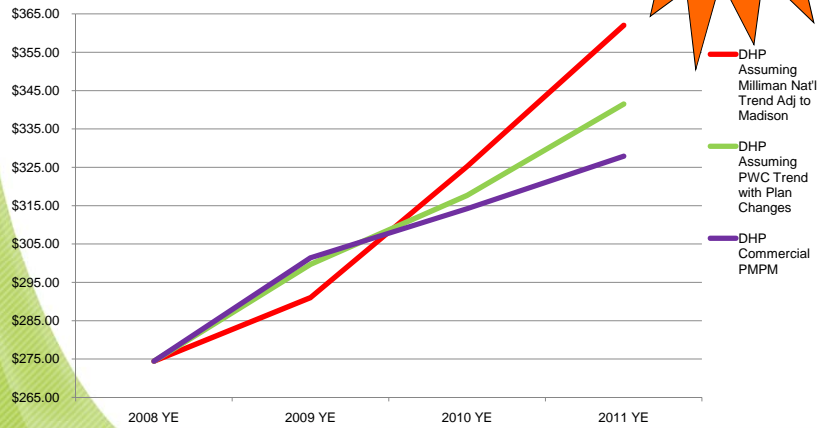


Aspect 9 continued: The Power of Health IT to improve Population Health and Quality



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

3-Year Trend at 60% of PWC National Trend



PMPM is for reference purposes only and is based on Commercial pool



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