

Can an Independent Multi-Specialty Physician Group be Successful as an ACO?

Overview of the Atrius Health response

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CMO and EVP

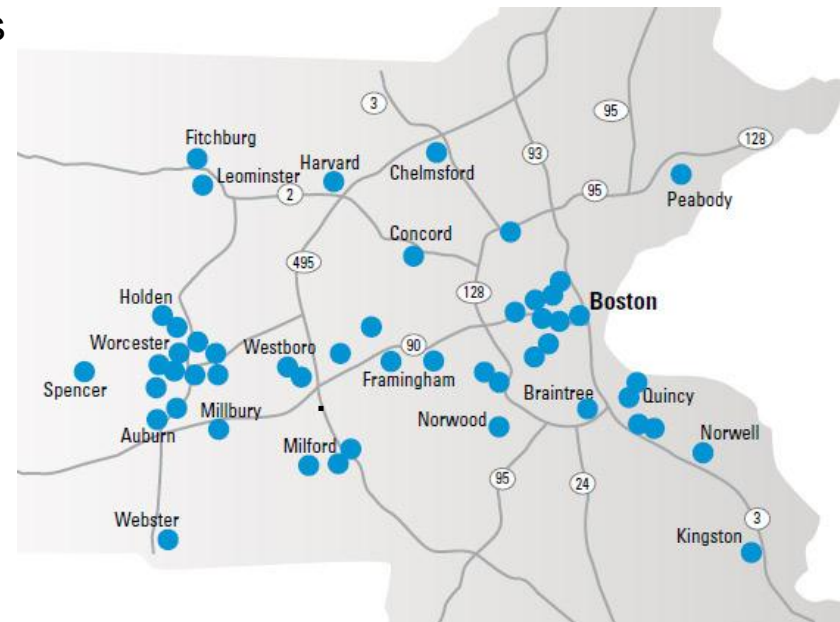
Harvard Vanguard Medical Associates

An Affiliate of Atrius Health

October 22, 2012

Who is Atrius Health

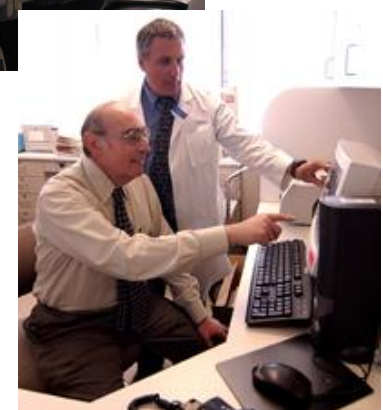
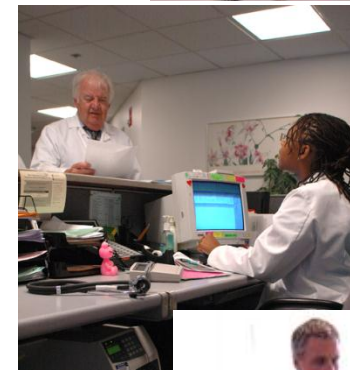
- Non-profit alliance of six leading independent medical groups in Eastern Massachusetts
 - Granite Medical
 - Dedham Medical Associates
 - Harvard Vanguard Medical Associates
 - Reliant Medical Group
 - Southboro Medical Group
 - South Shore Medical Center
- Providing care for ~ 1,000,000 adult and pediatric patients with 1000 physicians, 1450 other healthcare professionals across 35 specialties



Atrius Health as a System of Care

- **STRENGTHS**

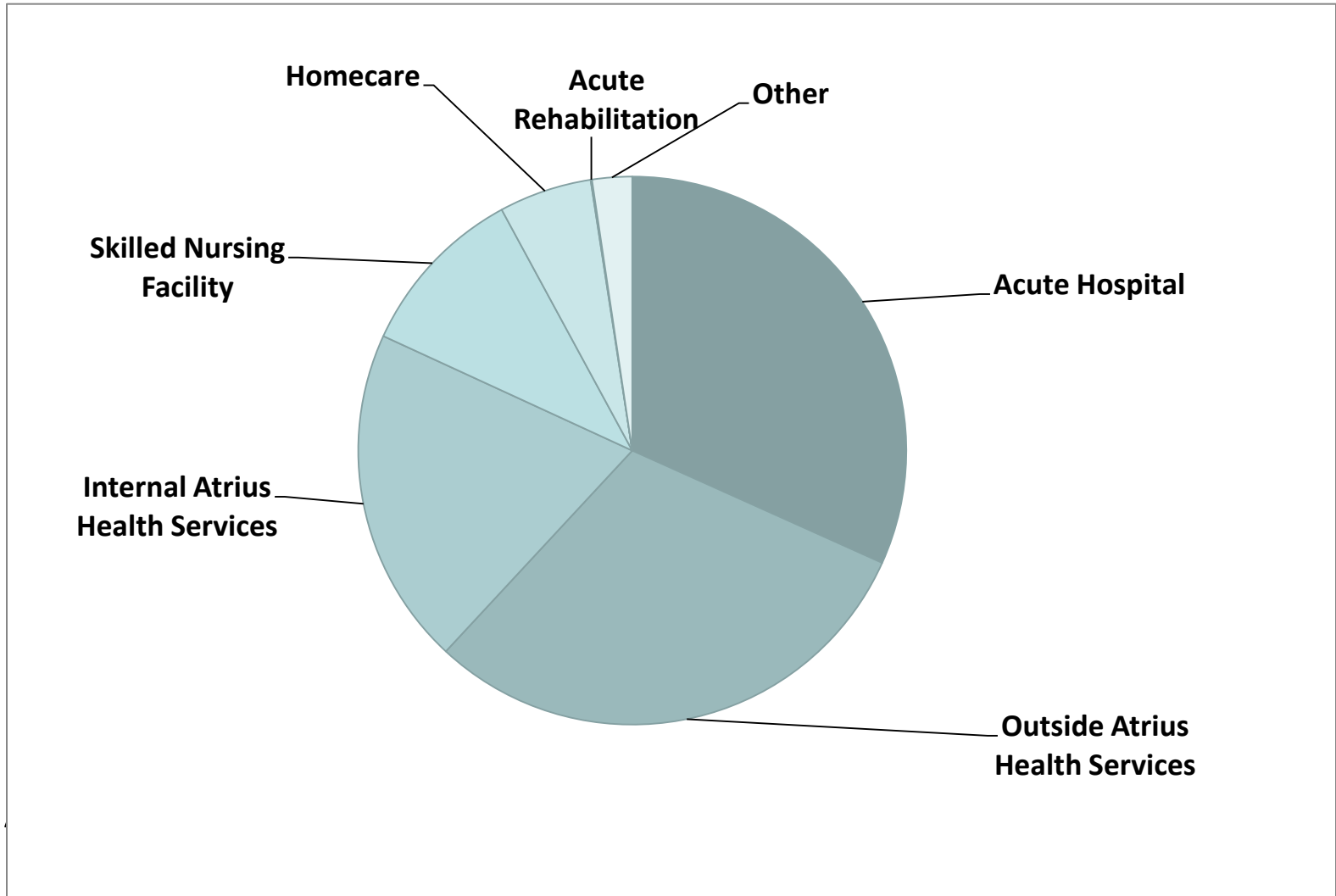
- 100% on an EMR & corporate data warehouse
- Long history with global payments
- History of quality measurement and reporting
- NCQA Level 3 Medical Home at over 30 sites
- BCBSMA Alternative Quality Contract
- Medicare Pioneer Accountable Care Organization experience



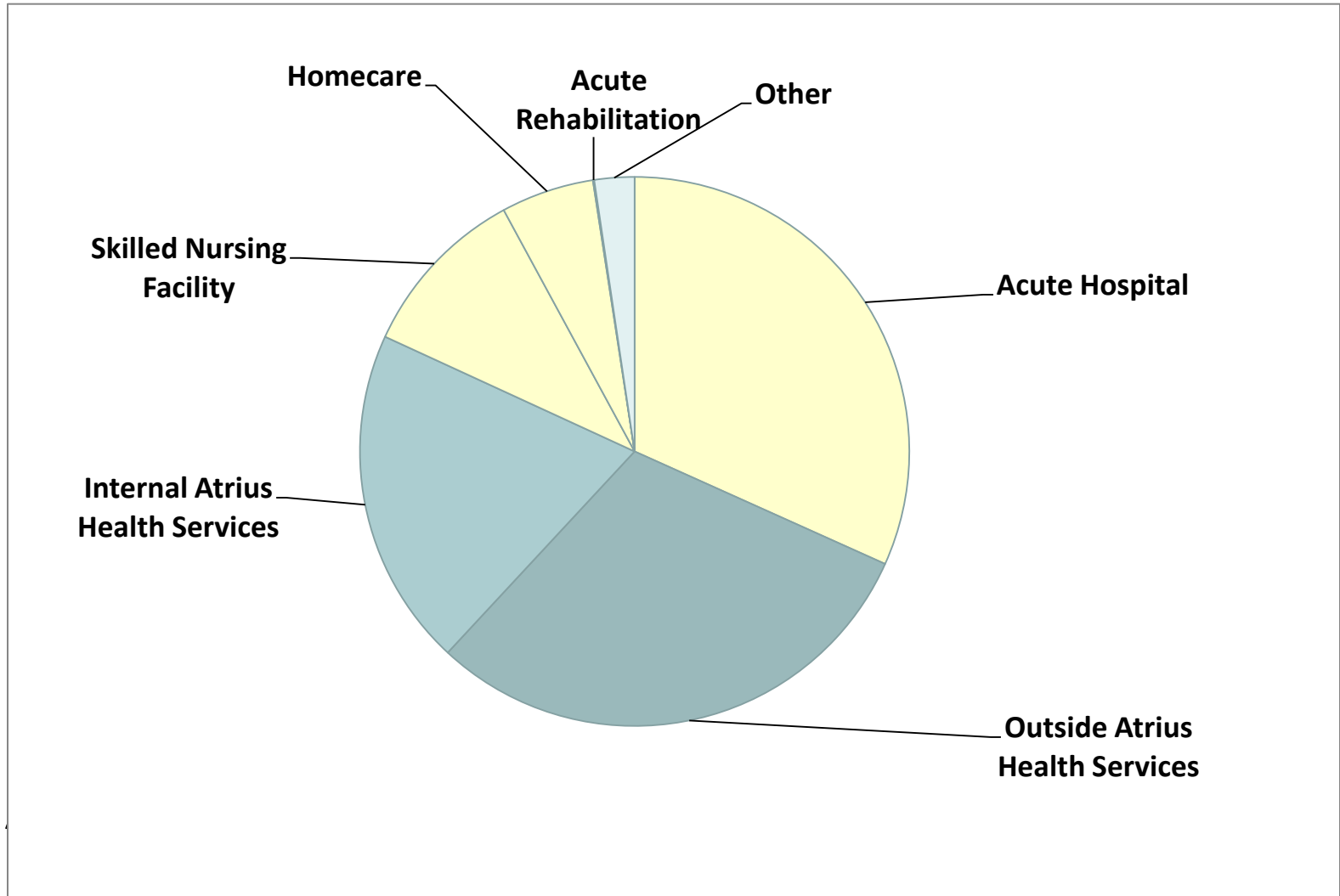
- **WEAKNESSES**

- Do not own hospitals or post acute care facilities

For Atrius Health, achieving the Triple Aim requires great collaboration across the continuum



For Atrius Health, achieving the Triple Aim requires great **collaboration across the continuum**



Strategic approach - alignment & collaboration

- Develop preferred network of Hospitals, ECF's, and Homecare Programs
- Hospitals
 - Interoperability and information exchange
 - Common expectations for communications and care transitions
 - Performance standards - reports cards
- ECFs
 - Limited Network & Preferred rates
 - Performance standards – report cards
- VNA and Home care

Report Cards: Some examples of reported items

- 30 Day readmission rate by disease (CHF)
- Patient satisfaction scores
- Complications and mortality issues
- Hospital Acquired infection rate
- Average time from ED to floor
- % referral to preferred ECFs & specialists
- Care mix adjusted admit rates
- Post discharge contact rate

Implementing on our strategy...

Case Study: The move to Beth Israel-Deaconess