

Data: Not Just Playing Defense Anymore

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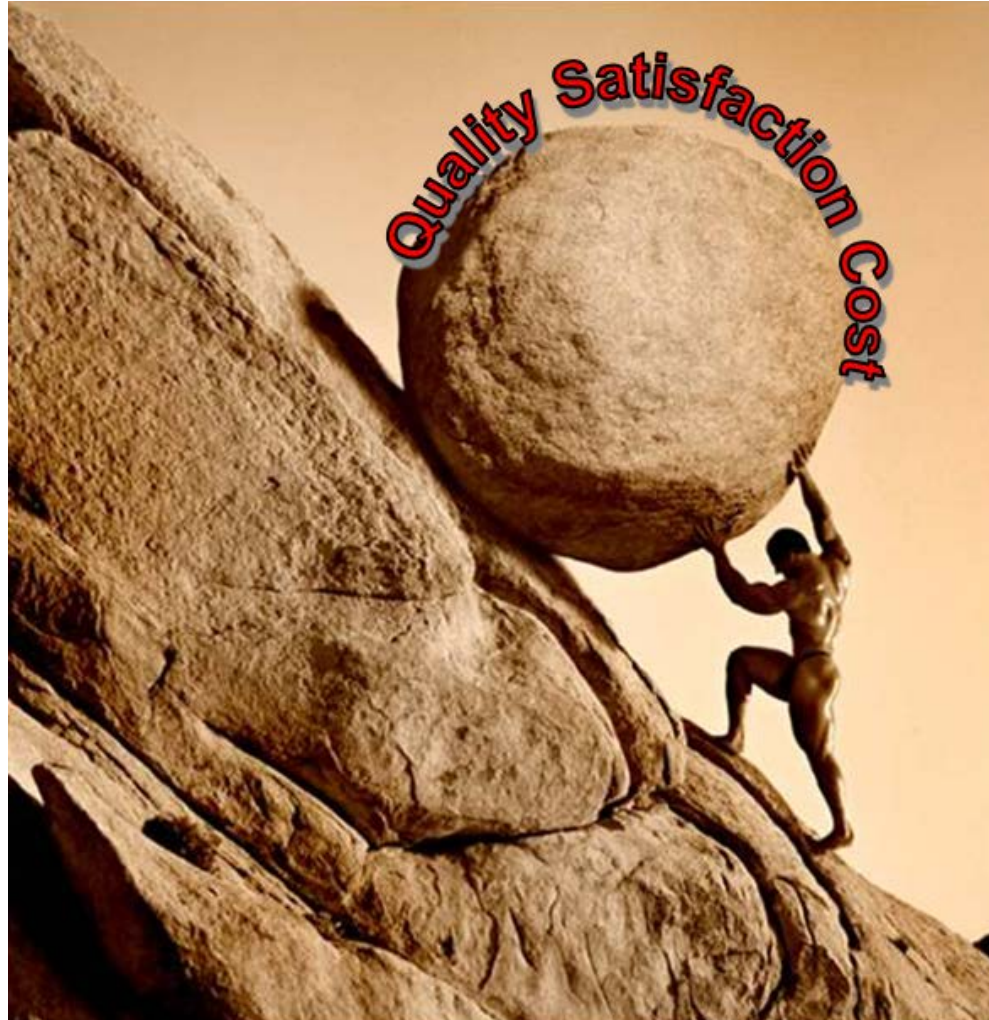
2015 Midas+ Annual Symposium
"Insight-Driven Transformation"



Objectives

- Participants will learn how to utilize valuable data and analytics to go beyond generating reports and regulatory compliance.
- Participants will be able to describe new process improvement offerings that focus on topics such as risk management, readmission reduction, and corporate quality strategy.

It doesn't have to be so hard...

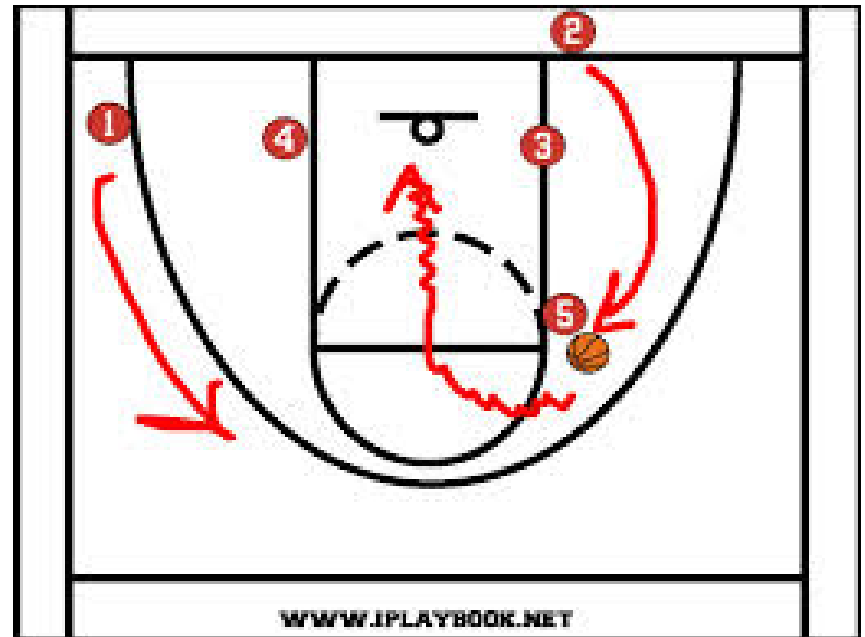


Transformation: From Defense to Offense

Past: Data was used defensively to submit claims and for regulatory certification, etc. It wasn't a player, it wasn't the ball, but it may have been the whistle.

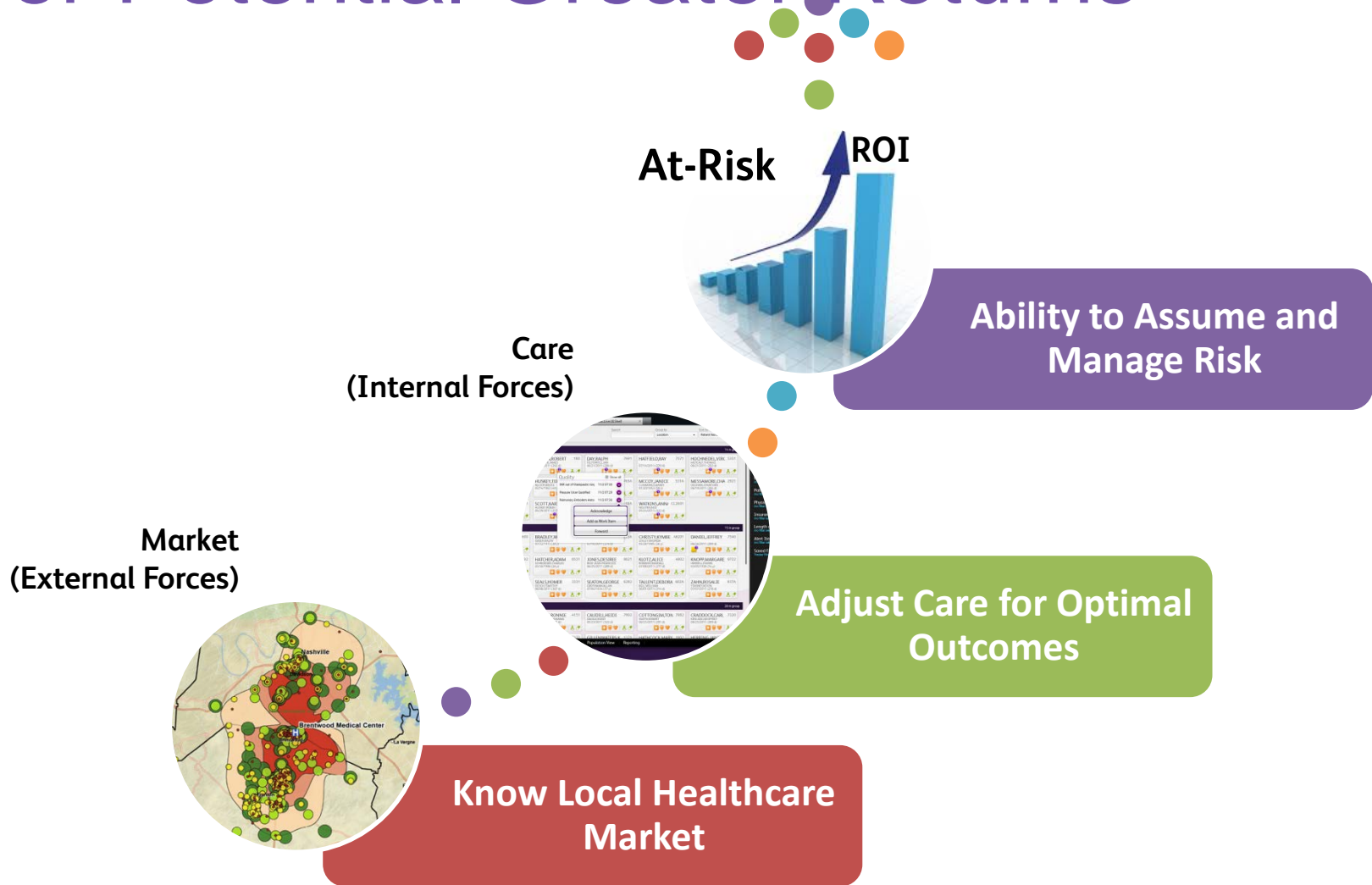
Current: Data becomes insight and is the basis for strategic decisions. Now, it is your Playbook.

What is your game plan?

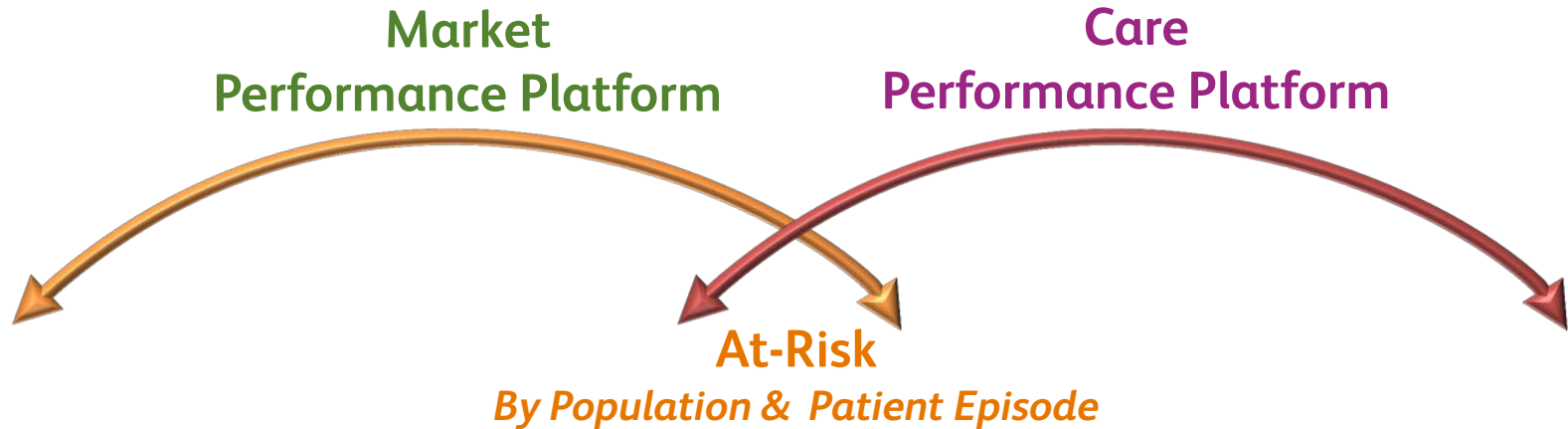


Why Does It Matter?

Providers Looking to Assume Risk for Potential Greater Returns



Insights to Risk



Provider Network Analytics

Patient & Population Analytics

Cost & Reimbursement Analytics

Quality & Outcomes Analytics

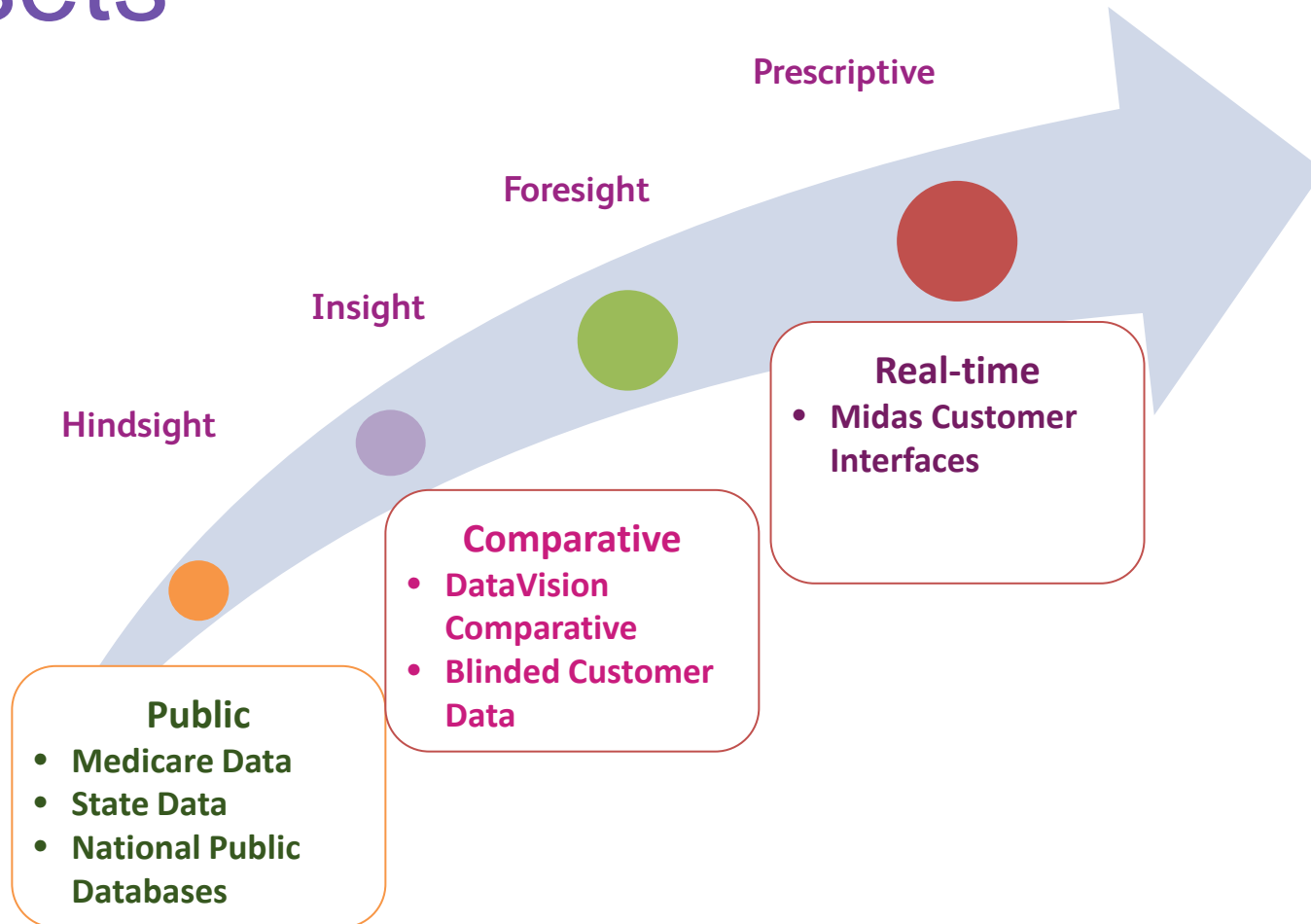
Case & Utilization Management

Quality & Care Improvement

Advanced Clinical Surveillance

Advanced Analytics
Care, Cost, Quality and Value

Value Curve For Combined Data Assets

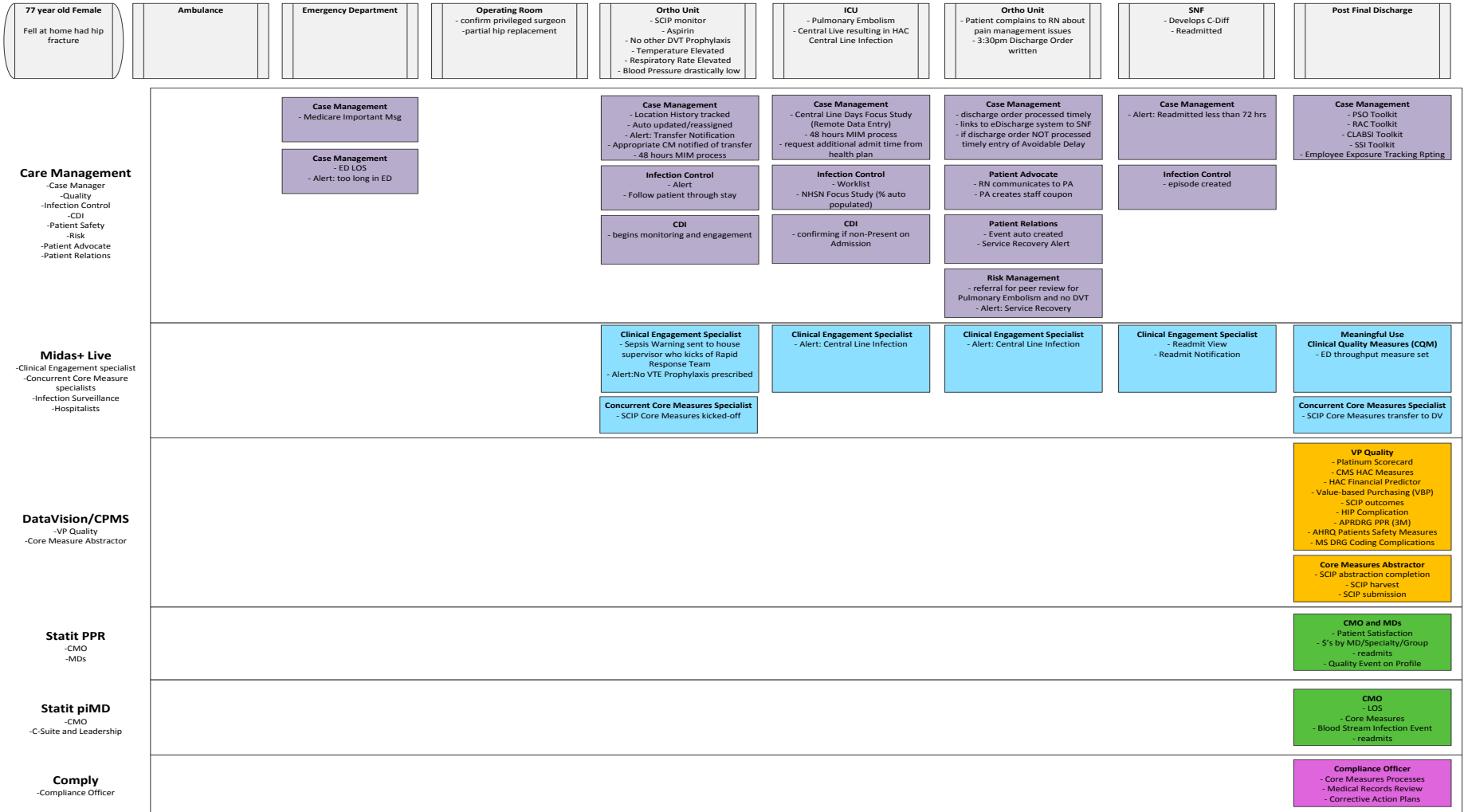


The Past is a Great Foundation

Traditional

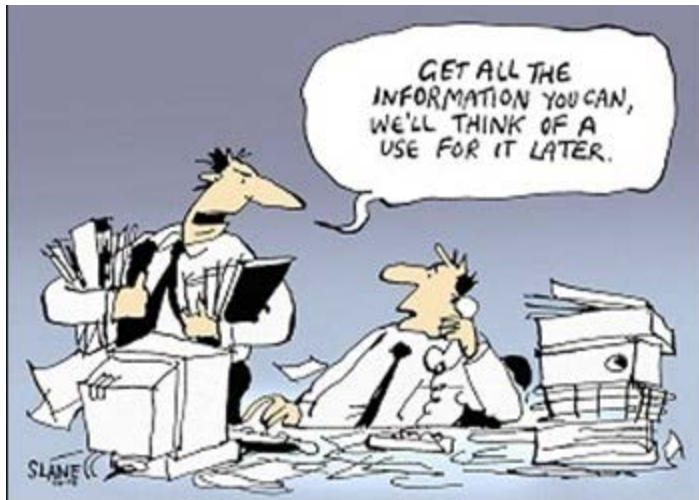
- **Workflow Management**
 - Help individuals perform tasks
- **Quality Management**
 - Structure the data to track quality performance
- **Regulatory Management**
 - PSO, CMS, NHNDI, ABC and XYZ!
- **Analytics & Data Management**
 - Help to understand data in real-time and comparative ways

Patient Story



Sometimes we got here....

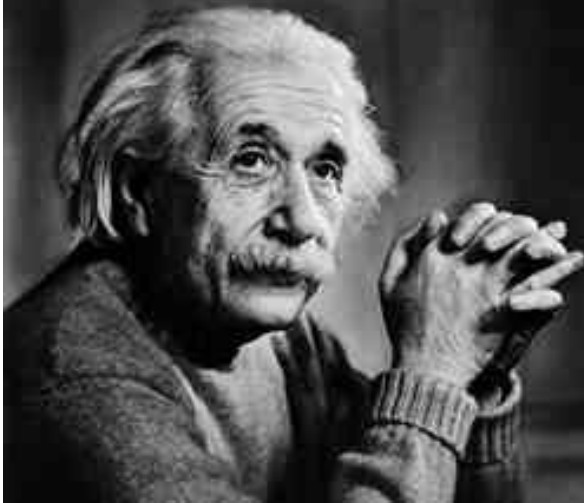
- Crowded dictionaries: 47 types of “fall”, 172 “states”, 14 types of “expired” ...really?
- Reporting frenzy: 13,000 reports in Care Management alone
- Corporate Dashboard = 50+ tab Excel file



So, how do get to simple...and effective?

If you can't explain it **simply**, you don't understand it well enough.

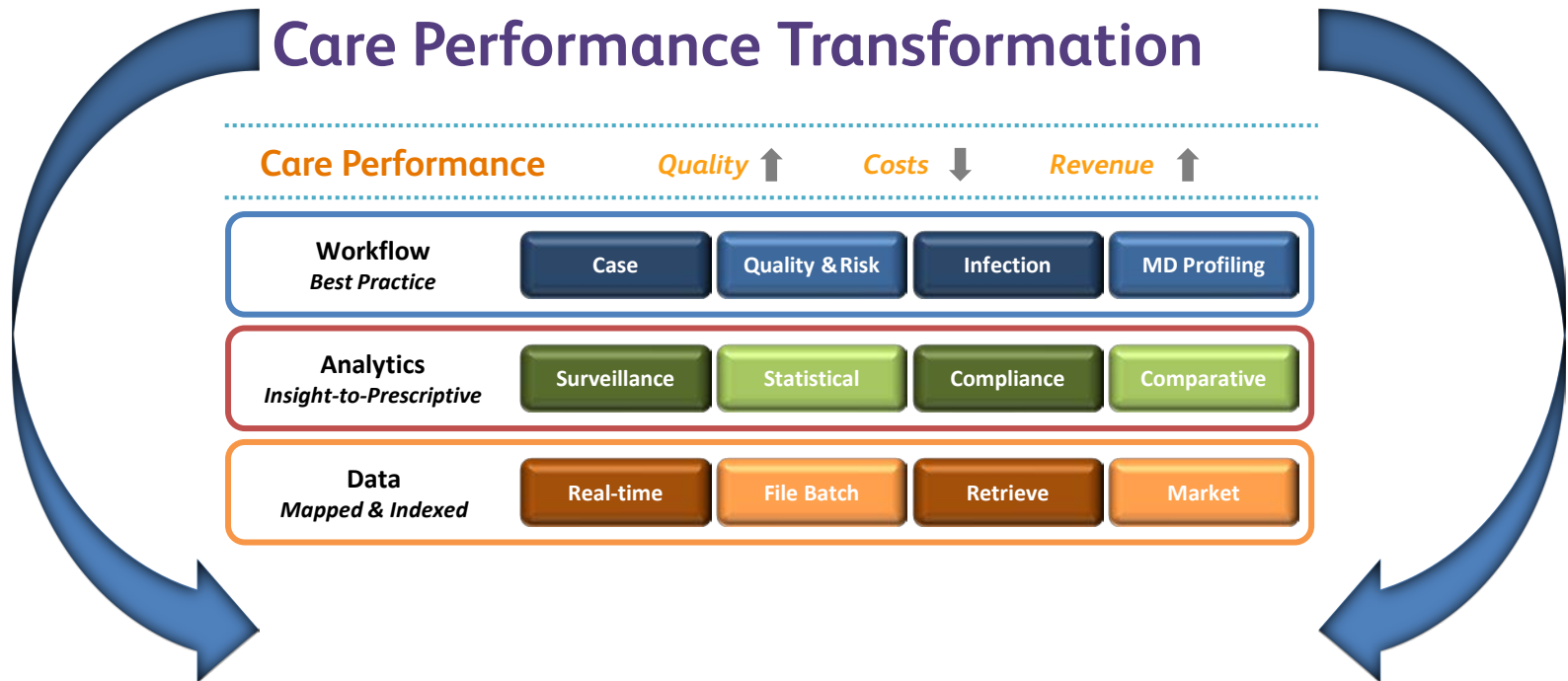
– Albert Einstein



Midas+ Important Client Trends

	History	Past 5 years - Present	Today - Immediate Future
Primary Buyer	<ul style="list-style-type: none"> Quality Department Manager or Team Lead 	<ul style="list-style-type: none"> VP Quality, CMO, CIO 	<ul style="list-style-type: none"> full C-Suite, Chief Quality Officer, Strategic Planning
Primary Sale	<ul style="list-style-type: none"> Hospital Inpatient Case Management/Utilization Review 	<ul style="list-style-type: none"> Hospital Inpatient Comprehensive Quality Suite of Solutions 	<ul style="list-style-type: none"> Continuum of Care - Care Performance Suite On-demand Analytics Clinical Excellence and Change Mgt Consulting/Services
Demographics	<ul style="list-style-type: none"> 150-300 bed hospitals Small hospital systems (2-5 hosp.) 	<ul style="list-style-type: none"> 50-550 bed hospitals Medium to Large hospital systems (20 to 165 hosp.) 	<ul style="list-style-type: none"> Health Systems (acute, ambulatory, health plan, PBM, etc.) Mega Health Systems (established sys buying other sys) Health Plans (Commercial and Government) Insurance Companies (Liability and MedMal) Banking (Financing: Facility and Patient)
Priorities	<ul style="list-style-type: none"> Track and Accurately Communicate Patient Activity to Health Plans for approved reimbursement 	<ul style="list-style-type: none"> Meet Meaningful Use Requirements Manage Patient Length of Stay Manage/Measure/Improve Required Regulatory Outcomes 	<ul style="list-style-type: none"> Track and Manage Patient Across Continuum Communicate Across Continuum Manage Costs Manage Reimbursement Manage and Measure Change Data/Analytics Manage/Measure/Improve Required Regulatory Outcomes

Wrapping Platform with Services



- **Simplify, Standardize and Prioritize**
- Care Performance Best Practice
- Outcomes and Workflow Optimization
- Clinical Measures, Indicators, and Reporting Strategies

Care Performance Transformation

Assessment of data efficacy, reporting, and processes to streamline across organization's continuum



Evaluate change readiness and design plan of action to engage clinicians and patients in improving outcomes and successful transition to value based care



Partner with executives and managers to establish improvement programs that contribute to achievement of system objectives



Review and assess Midas+ Solutions clinical outcomes with particular focus on pay for performance and mandated reporting utilizing analytics and benchmarking



Connecting Needs of Your Strategy

Our Goal

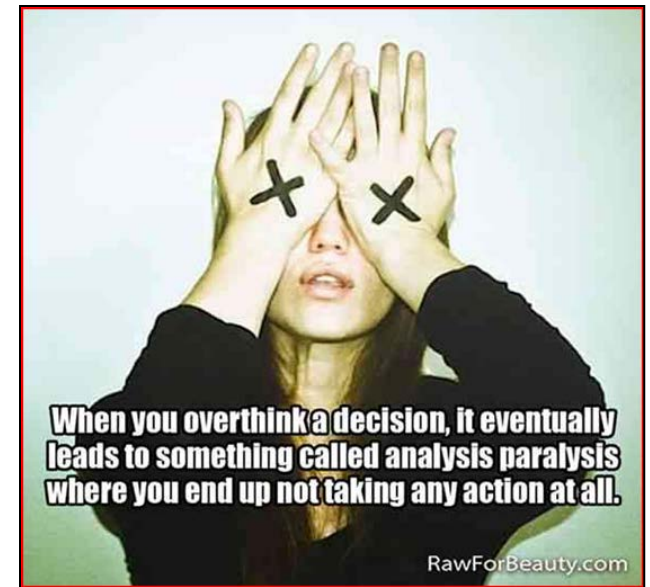
To contribute to the achievement of our clients' strategic goals and *improve the health and outcomes of patients*

Vital Elements

1. Increased efficiencies to improve the bottom line
2. Improved reimbursement from both Medicare and commercial payers
3. Focused PI efforts that allow providers of care to improve patient safety and outcomes
4. Innovative approaches to utilizing clinical and operational data for accountability in culture change and to drive market strategy

Increased Efficiencies

- Assessment of data efficacy, reporting, and processes to streamline across your organization's continuum
- Identify measures that reflect your organization's transition to a healthcare system focused on the delivery of value
- At a glance, *actionable* reporting



Improved Government Reimbursement

- Review comparative benchmarks and conduct research necessary to recommend appropriate targets for improvement
- Utilize Advanced Analytics to predict and then improve performance (e.g., Forecaster)

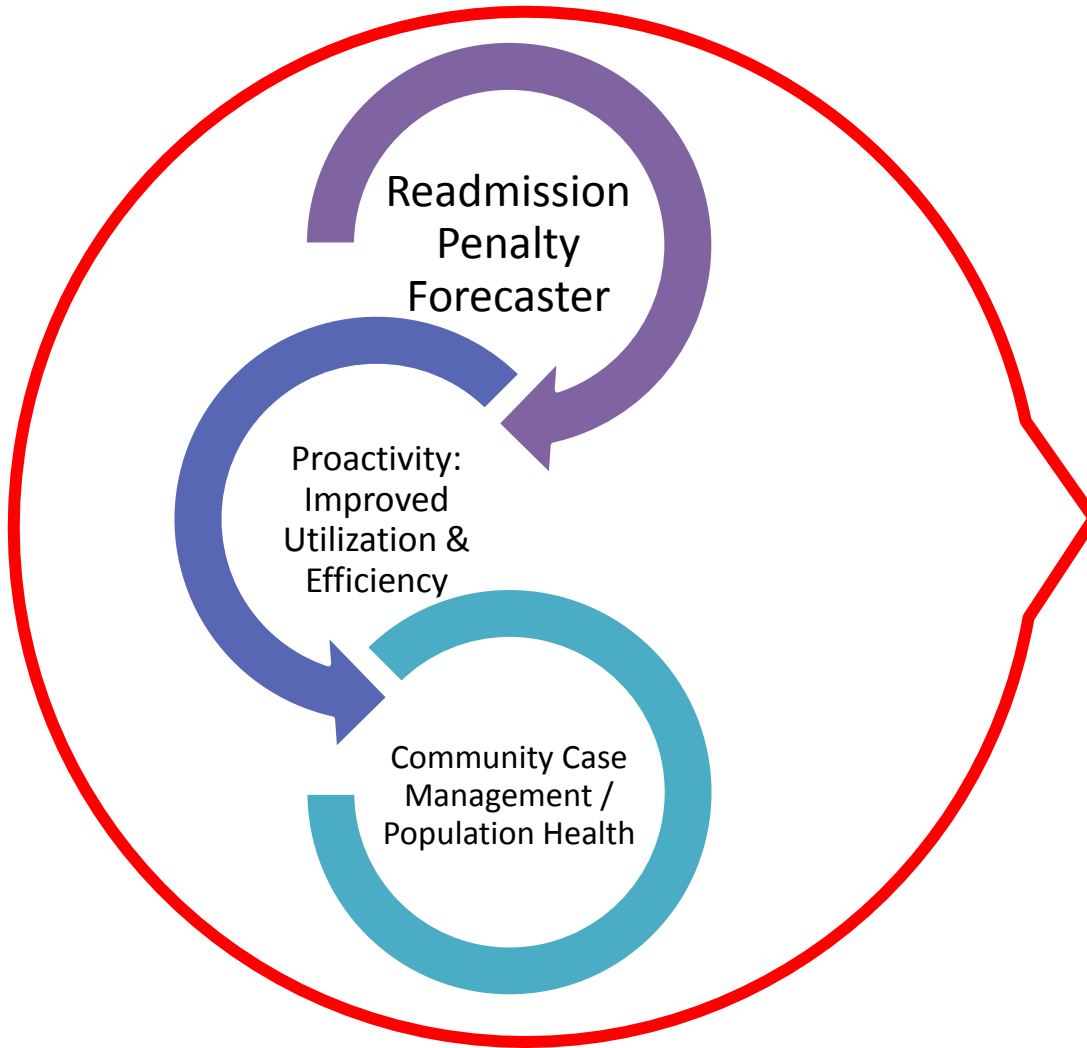
Focused Performance Improvement

- Obtain an explicit understanding of your organization's priority performance measures and the extent to which they need to improve
- Address the culture change required for transparency
- Provide clinicians with simple, visual, actionable insight (not raw data)

Innovative Market Strategy

- Perform an assessment of relationships among system goals, initiatives, and results
- Design a unique approach to capitalizing on your strengths (e.g., clinical trials)
- Proactively demonstrate your value to stakeholders and the community





STRATEGIC

Goals



Key Takeaways

- Simple is good
- Focus on action over analysis
- Drive your game...promote your performance



Thanks for attending. Are there any questions?

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