Data: Not Just Playing Defense Anymore

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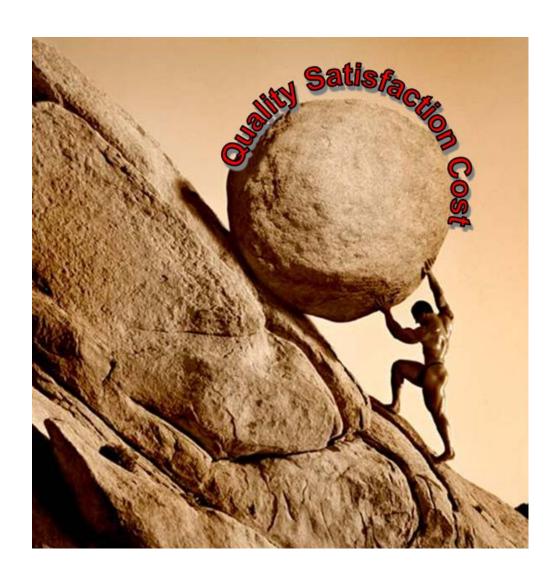




Objectives

- 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

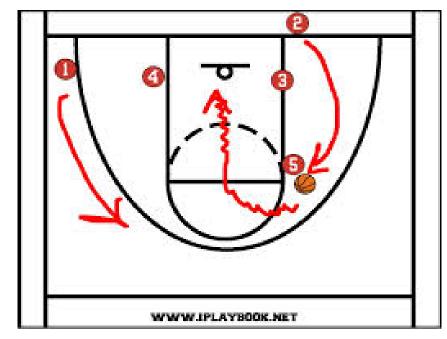
Past: Data was used defensively to submit claims and for regulatory certification, etc. It wasn't a player, it wasn't the ball, but it may have been the whistle.

Current: Data becomes insight and is the basis for strategic

decisions. Now, it is your

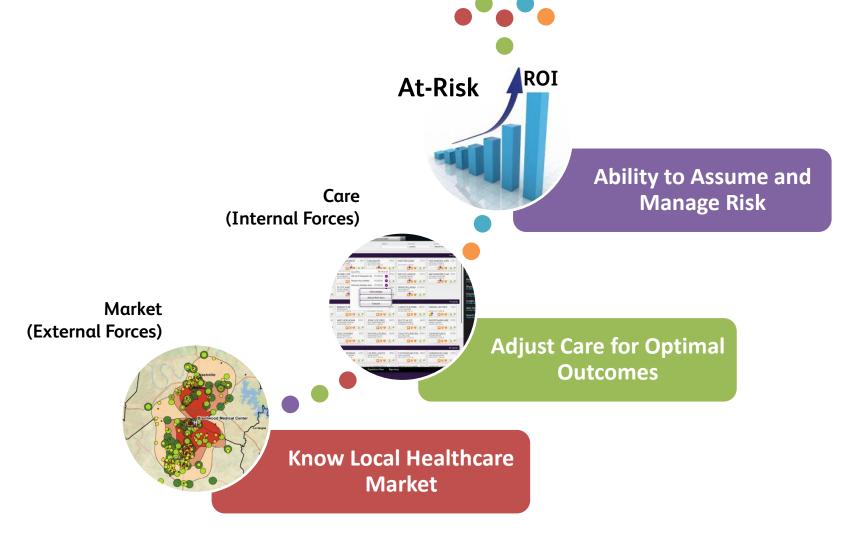
Playbook.

What is your game plan?



Why Does It Matter?

Providers Looking to Assume Risk for Potential Greater Returns



Insights to Risk

Market
Performance Platform

Care
Performance Platform



By Population & Patient Episode

Provider Network Analytics

Patient & Population Analytics

Cost & Reimbursement Analytics

Quality & Outcomes Analytics

Case & Utilization Management

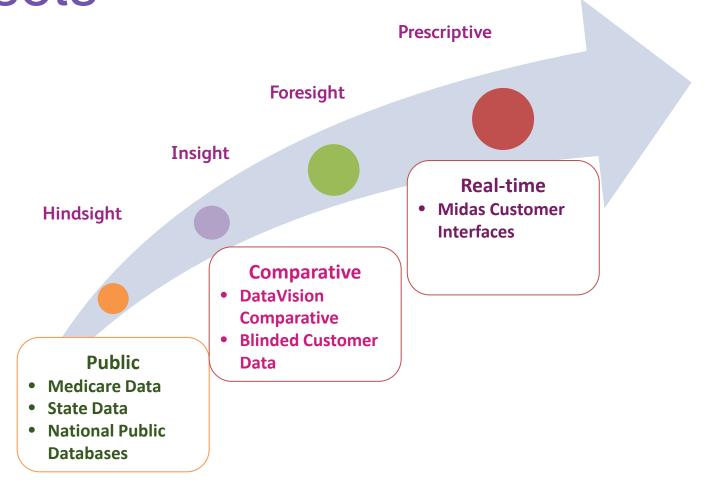
Quality & Care Improvement

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

77 year old Female Fell at home had hip fracture	Ambulance Emergency Department Operating Room - confirm privileged surgeon - partial hip replacement	Ortho Unit - SCIP monitor - Aspirin - No other DVT Prophylaxis - Temperature Elevated - Respiratory Rate Elevated - Blood Pressure drastically low	Pulmonary Embolism - Central Live resulting in HAC Central Line Infection	Ortho Unit - Patient complains to RN about pain management issues - 3:30pm Discharge Order written	SNF - Develops C-Diff - Readmitted	Post Final Discharge
Care Management -Case Manager -Quality -Infection Control -COI -Patient Safety -Risk -Patient Advocate -Patient Relations	Case Management - Medicare Important Msg Case Management - ED LOS	Case Management - Location History tracked - Auto updated/reassigned - Alert: Transfer Notification - Appropriate CM notified of transfer - 48 hours MIM process Infection Control	Case Management - Central Line Days Focus Study (Remote Data Entry) - 48 hours MIM process - request additional admit time from health plan	Case Management - discharge order processed timely - links to eDischarge system to SNF - if discharge order NOT processed timely entry of Avoidable Delay Patient Advocate	Case Management - Alert: Readmitted less than 72 hrs	Case Management - PSO Toolkit - RAC Toolkit - CLASSI Toolkit - CLASSI Toolkit - SSI Toolkit - Employee Exposure Tracking Rpting
	- Alert: too long in ED	- Alert - Follow patient through stay	- Worklist - NHSN Focus Study (% auto populated)	- RN communicates to PA - PA creates staff coupon	- episode created	
		CDI - begins monitoring and engagement	CDI - confirming if non-Present on Admission	Patient Relations - Event auto created - Service Recovery Alert		
				Risk Management - referral for peer review for Pulmonary Embolism and no DVT - Alert: Service Recovery		
Midas+ Live -Clinical Engagement specialist -Concurrent Core Measure specialists -Infection Surveillance -Hospitalists		Clinical Engagement Specialist - Sepsis Warning sent to house supervisor who kicks of Rapid Response Team - Alert:No VTE Prophylaxis prescribed	Clinical Engagement Specialist - Alert: Central Line Infection	Clinical Engagement Specialist - Alert: Central Line Infection	Clinical Engagement Specialist - Readmit View - Readmit Notification	Meaningful Use Clinical Quality Measures (CQM) - ED throughput measure set
		Concurrent Core Measures Specialist - SCIP Core Measures kicked-off				Concurrent Core Measures Specialist - SCIP Core Measures transfer to DV
DataVision/CPMSVP QualityCore Measure Abstractor						VP Quality - Platinum Scorecard - CMS HAC Measures - HAC Financial Predictor - Value-based Purchasing (WP) - SCIP outcomes - HIP Complication - APRDRG PPR (3M) - HHR Q Patients Safety Measures - MS DRG Coding Complications
						Core Measures Abstractor - SCIP abstraction completion - SCIP harvest - SCIP submission
Statit PPR -CMO -MDs						CMO and MDs - Patient Satisfaction - \$'s by MD/Specialty/Group - readmits - Quality Event on Profile
Statit piMD -CMO -C-Suite and Leadership						CMO - LOS - COR Measures - Blood Stream Infection Event - readmits
Comply -Compliance Officer						Compliance Officer - Core Measures Processes - Medical Records Review - Corrective Action Plans

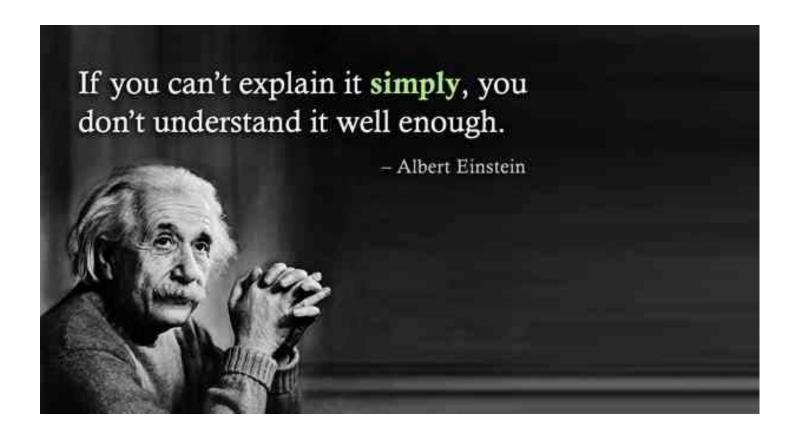
Sometimes we got here....

- 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





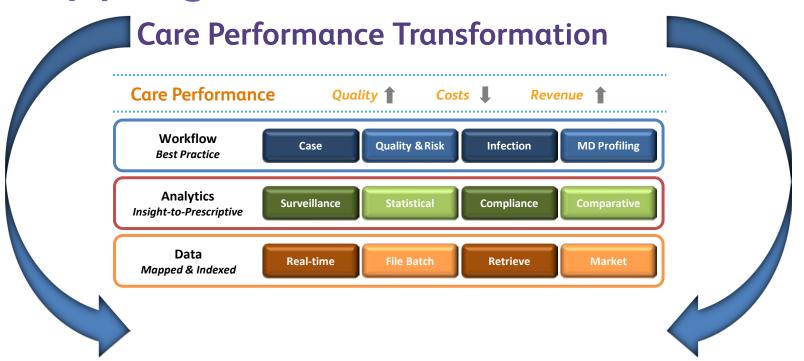
So, how do get to simple...and effective?



Midas+ Important Client Trends

	History	Past 5 years - Present	Today - Immediate Future	
Primary Buyer	Quality Department Manager or Team Lead	• VP Quality, CMO, CIO	• full C-Suite, Chief Quality Officer, Strategic Planning	
Primary Sale	 Hospital Inpatient Case Management/Utilization Review 	 Hospital Inpatient Comprehensive Quality Suite of Solutions 	 Continuum of Care - Care Performance Suite On-demand Analytics Clinical Excellence and Change Mgt Consulting/Services 	
Demographics	150-300 bed hospitalsSmall hospital systems (2-5 hosp.)	 50-550 bed hospitals Medium to Large hospital systems (20 to 165 hosp.) 	 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	 Track and Accurately Communicate Patient Activity to Health Plans for approved reimbursement 	 Meet Meaningful Use Requirements Manage Patient Length of Stay Manage/Measure/Improve Required Regulatory Outcomes 	 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

Evaluate change readiness and Assessment of data efficacy, design plan of action to engage reporting, and processes to clinicians and patients in streamline across improving outcomes and organization's continuum successful transition to value based care Change Management **Simplify** Standardize Stakeholder **Engagement Prioritize Best in Class Strategic Clinical Data Strategy** Partner with executives Guidance Review and managers to establish Review and assess Midas+ Solutions clinical outcomes with improvement programs particular focus on pay for that contribute to performance and mandated achievement of system reporting utilizing analytics and objectives 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

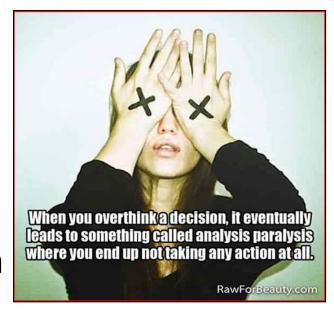
Vital Elements

- 1. Increased efficiencies to improve the bottom line
- 2. Improved reimbursement from both Medicare and commercial payers
- 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





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)

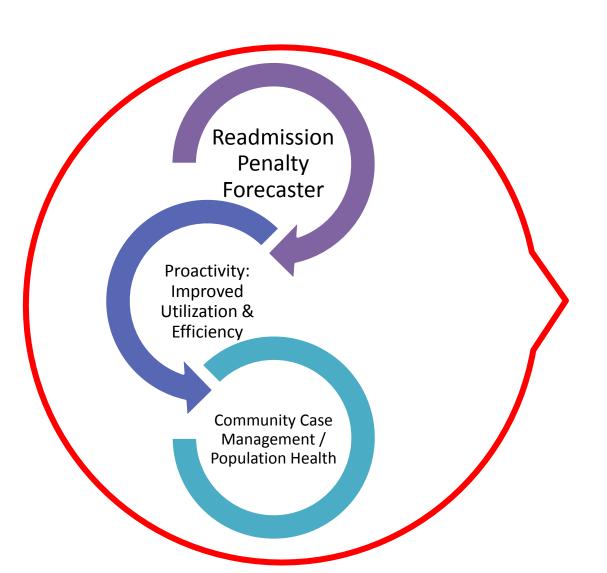
Focused Performance Improvement

- 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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