



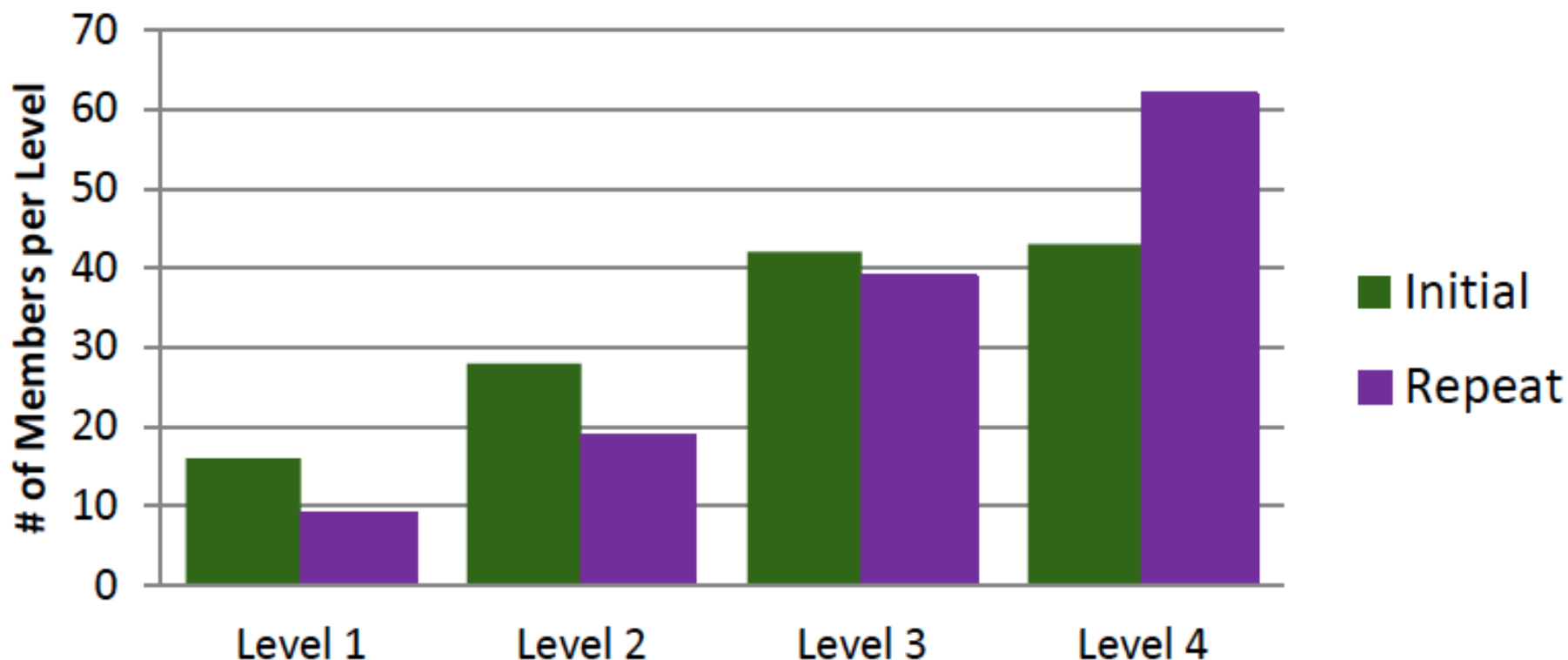
# Five Key Behaviors to Increase Activation

---

- **Emphasizing patient ownership**
- **Partnering with patients**
- **Identifying small steps**
- **Scheduling frequent follow-up visits to cheer successes, problem solve, or both**
- **Showing caring and concern for patients**

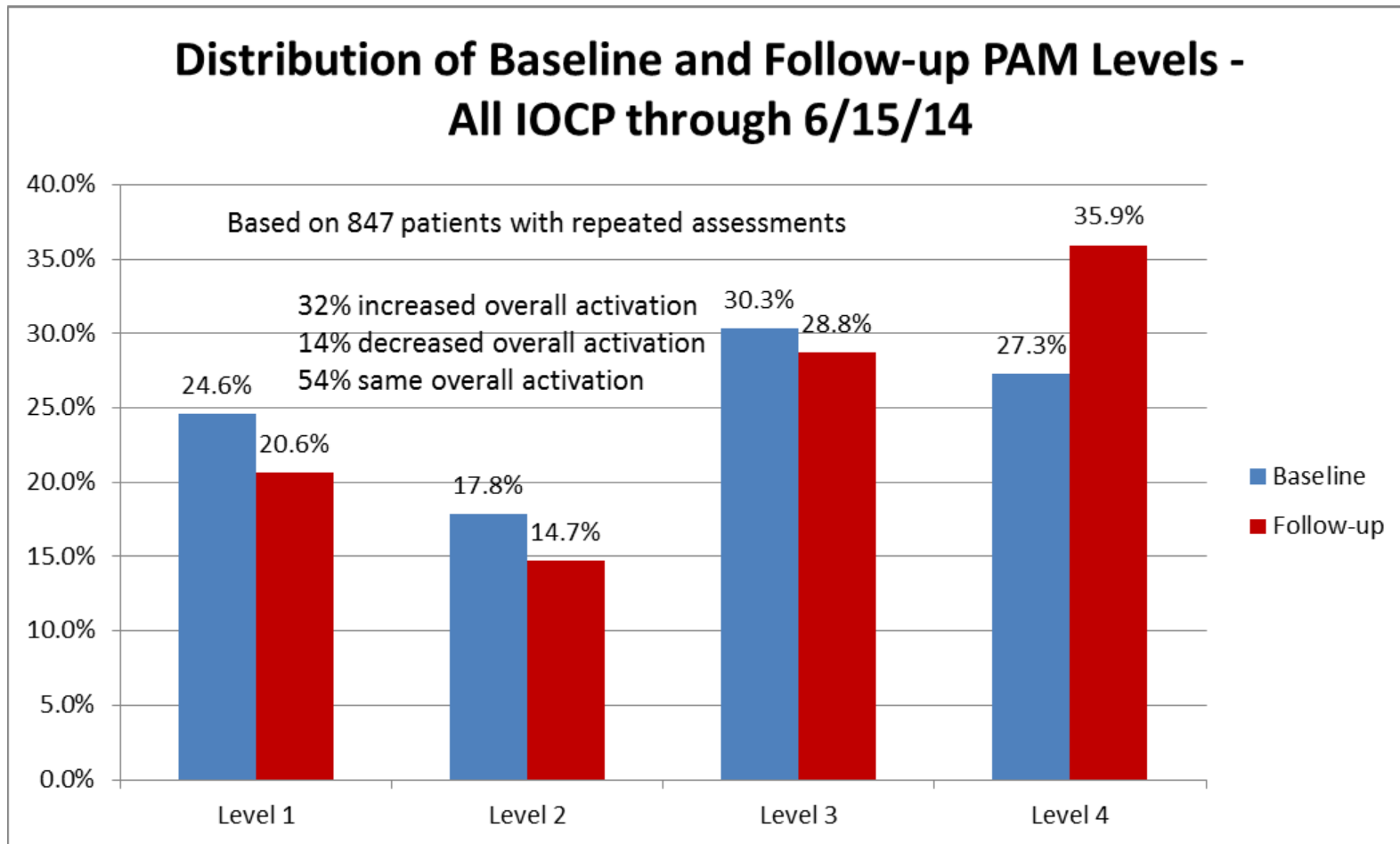
***Pretty obvious list. What gets in the way?***

## Comparative Values by PAM Levels



*How was this achieved?*

# PBGH IOCP PAM Results



Intensive Outpatient Care Program: 17,000 patients, 23 medical groups, 3 years

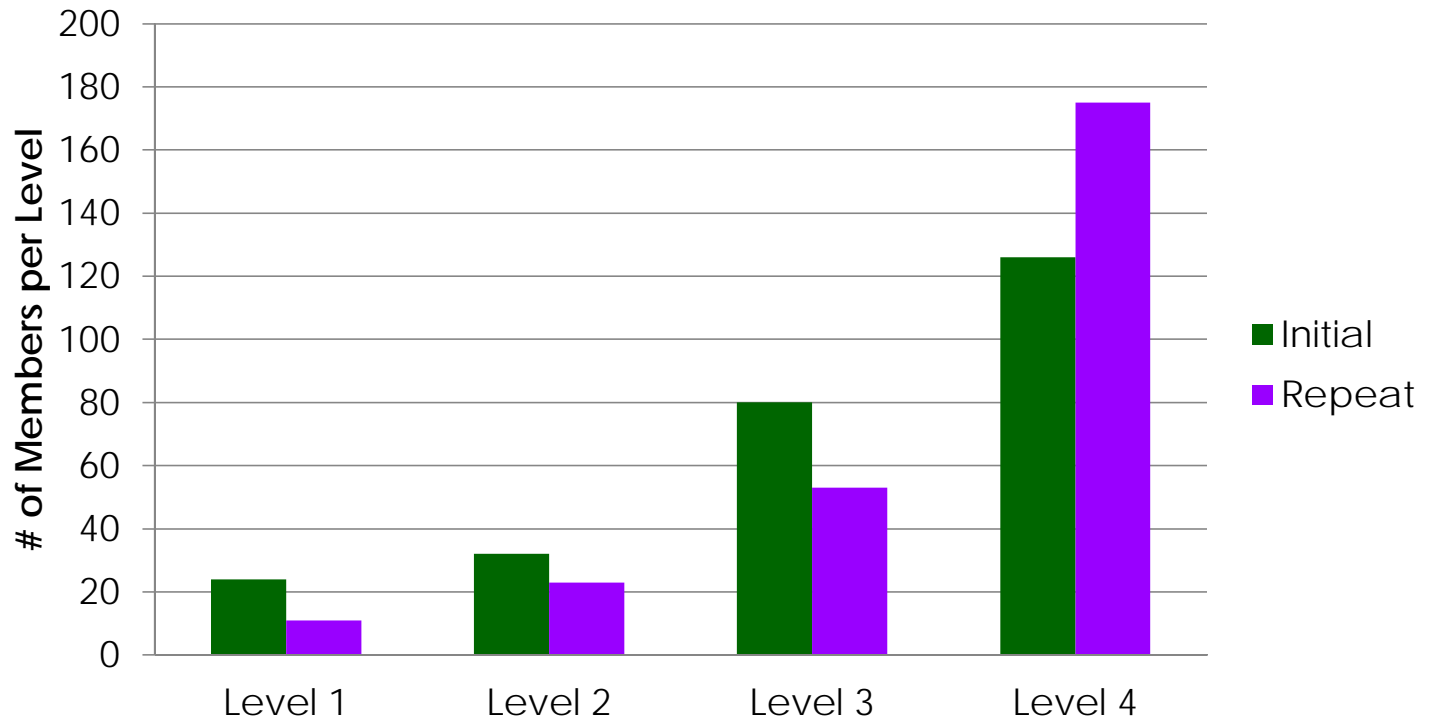


# PBGH IOCP Results

- 21% reduction in total cost of care
- 55% decrease in ED visits (3mo before enrollment compared with 6-9 mo post-enrollment)
- 33% improvement in depression scores
- CMS requires announcement that the analysis presented was conducted by the awardee. Findings might or might not be consistent with or confirmed by the findings of the independent evaluation contractor.

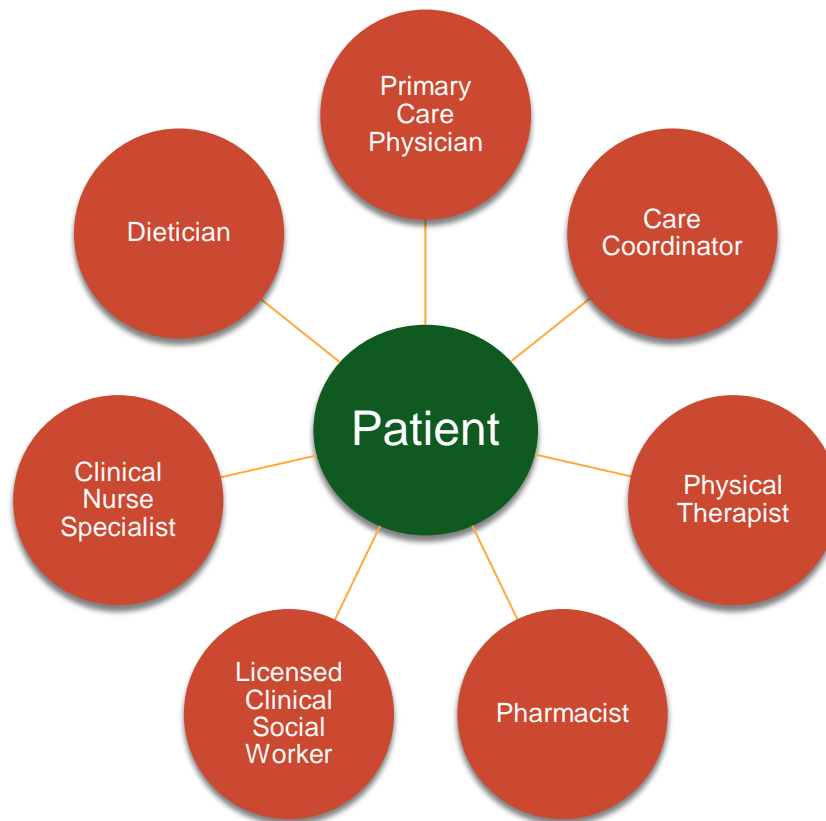


## Comparative Values by PAM Levels



## Services:

- No co-pays for SCC services
- 24/7 access to Primary Care Physician
- Coordination with specialists so everyone is on the same page
- Care transition planning at hospitalization with home visit if needed
- Contact with SCC staff once a week on average
- No charge to health plan for in-office lab, professional services
- Management of coagulation medication with home lab testing



# SCC Clinical Outcomes

Measures	Results
SF-12 (N=198)	Physical composite score: 64% with improvement [95%CI: 57-70%] Mental composite score: 50% with improvement [95%CI: 43-57%]
Systolic blood Pressure (N=34 : ≥150)	59% [95%CI: 42%-75%] with average follow-up SBP≤140 52% [95%CI: 48-56%] Control (N=317) Difference between SCC and Control group: 7% [95%CI: -10%-24%] (p value 0.030)
HbA1c (N=25 : ≥8%)	68% [95%CI: 45%-83%] with reduction of 0.5% or more in the follow-up period 69% [95%CI: 50-88%] Control (N=43) Difference between SCC and control 11% (p value 0.030)

## Comparison of 253 SCC Patients 6 months pre and post-enrollment (Crimson data)

- **ED visits: 59% reduction**
- **Hospital Admissions: 29% reduction**
- Excludes one heart transplant patient with \$2.5 million unavoidable cost after SCC enrollment





# Pre-Post Cost Savings for SCC Patients

