



R . E . A . L . S O L U T I O N S

RESULTS AND
EVIDENCE FOR
ACTION-BASED
LEARNING



R.E.A.L Solutions (*Results and Evidence for Action-Based Learning*)

Eliminating Low Value Care

Content Lead – Louise Probst, Executive director of the St. Louis Area Business Health Coalition (BHC) and the Midwest Health Initiative (MHI)

Case Presenter – Vinita Bahl, Vice President of Analytics and Data, Center for Improving Value in HealthCare

October 30, 2019

A few reminders

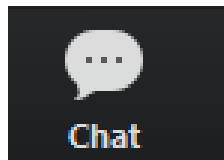


Please **mute / unmute** when not speaking

Please **share your video** if you are able!



When you want to speak up, please give a little **wave or chat** that you'd like to speak and the facilitator will call on you



Please **chat in your name and organization now** (if you are sitting with a group of people, chat in the name of everyone in your group)

Today's agenda

- Introduction
- Didactic presentation- *Eliminating Low Value Care*
- Questions for the didactic
- Case presentation
- Questions and Recommendations for the case
- Summary of recommendations
- Closing announcements

Objectives

- Increase member connections
- Explore topics of shared member interest
- Provide opportunity for shared learning and problem solving

Today's Speakers

Content Lead

Louise Probst,
Executive director of
the St. Louis Area
Business Health
Coalition (BHC) and
Midwest Health
Initiative (MHI)



Case Presenter

Vinita Bahl, VP of
Analytics and Data,
Center for Improving
Value in Health Care



Today's didactic

Eliminating Low Value Care

What are you trying to achieve?

1. Improved adherence to evidence-based guidelines (improved quality)
2. Reduced harm to patients from over diagnosis and treatment
3. Reduced spending on low value care, more money for American families
4. Physician leadership in achieving sustained and meaningful progress
5. Multi-stakeholder partnership, each aligning the levers available to them toward shared goals

**Unnecessary care
brings unnecessary risk**

**Overuse consumes
more \$\$\$ annually than
is spent on K - 12
education**

**Physician engagement
is essential**

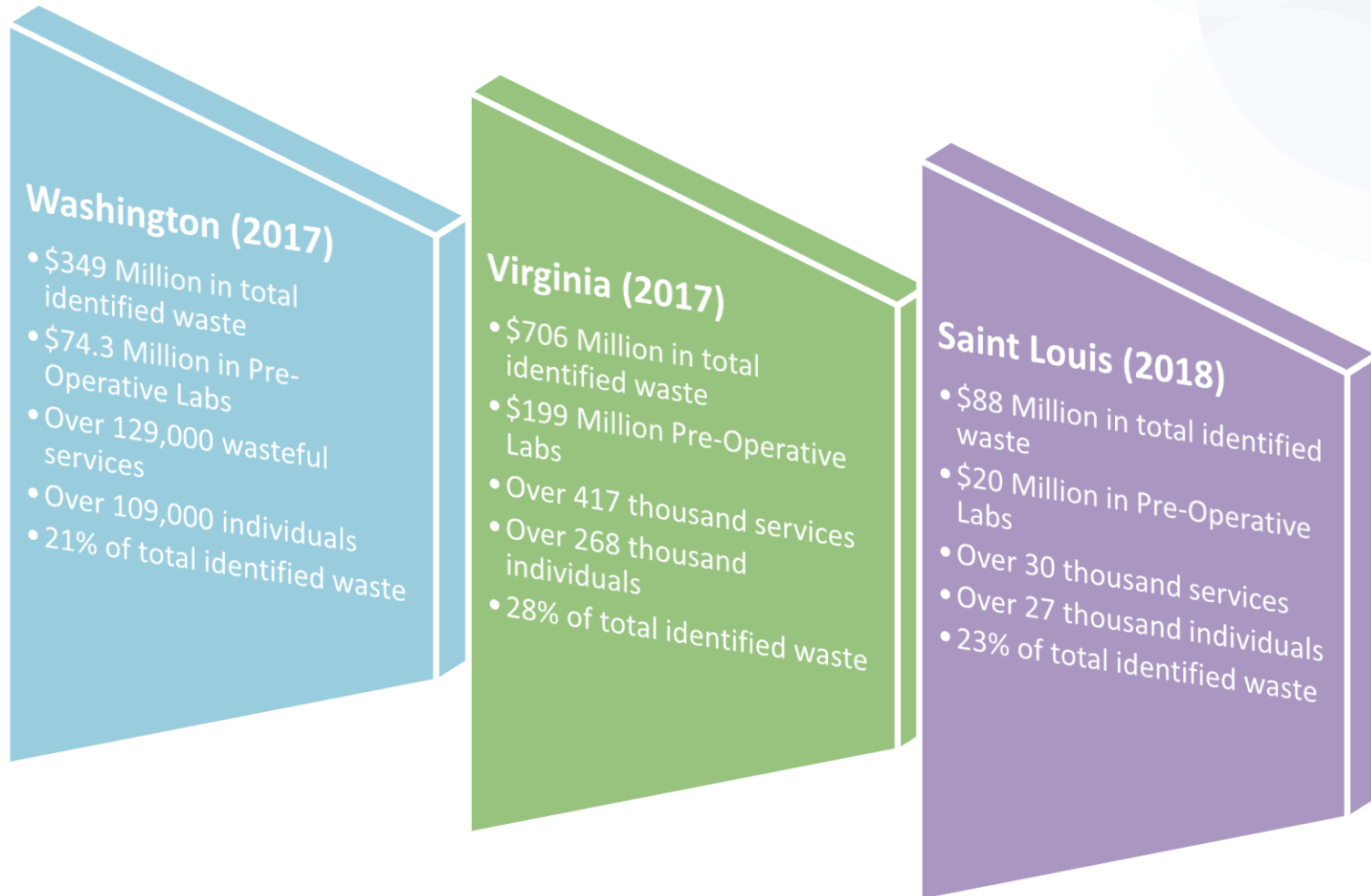
How Did We Engage Our Partners?

- Kyle Russel, Virginia Health Information, presented on Virginia's opportunity assessment and intentions. Resulted in consensus to use Milliman's Waste Calculator.
- Shared high level Milliman Waste Calculator findings for St Louis with MHI Board, Physician Leadership Council, BHC Board, and others to build interests and support.
- Leveraged Choosing Wisely's evidence base and ABIM's reputation to build support.
- Asked STL Metro Medical Society for its clinical leadership along with MHI's Physician Leadership Council.
 - Ensure clinical relevance of the measure results,
 - Guide selection of improvement opportunities, and
 - Help define and implement aligned cross stakeholder interventions
- A presentation by Daniel Wolfson, ABIM Foundation, on Choosing Wisely and the work underway elsewhere served to launched physician leaders' work.
- Continually emphasize the shared and multi-stakeholder benefit.

The Work Process

1. Review granular measure results to understand “true” baseline and guide development of interventions.
2. Identify high priority focus areas (e.g. pre-op, PPI Use, imaging low back pain, etc.). Develop action plan of aligned multi-stakeholder interventions.
3. Publish and share initial findings and aspirations with community, individual medical groups, and other partners.
4. Implement, measure and communicate impact, celebrate, regroup, and refine approach.

Early Comparison of Overall Health Care Waste



Washington and Virginia data was obtained from public reports. Their programs are statewide and included public and private payer data. St. Louis data is for the St. Louis MSA commercial population only.

Challenges and Lessons Learned

1. Keep the faith. Initial results may yield more questions than answers.
2. Balance “perfection vs. directionally correct” preferences.
 - *Waste Calculator is a filter to help find opportunities, not your true north. Test reasonableness of results, adjust filters as needed and proceed.*
 - *Making these adjustments up front makes interventions more actionable and progress more clearly understood.*
3. Don’t become too swooned by the really big savings opportunities, until you understand the difference between the episode versus line item savings opportunity.
4. Get started, even if the “specific” financial opportunity seems small. The benefits from the cultural change are rich.
5. Cast a wide net for partnership; there is something in this work for everyone.

Surgeries Flagged for Wasteful Pre-Operative Laboratory Testing

Total # of surgeries with wasteful pre-op labs

19,285

OR

10,457

46% (8,828) of the 19,285 look to be coincidental to the procedure.

Skin lesion removals flagged wasteful;
Includes 1,174 viral wart removals

3,341,
17%

of flagged colonoscopy procedures

3,240,
16.8%

1,729 drain and injected major joint

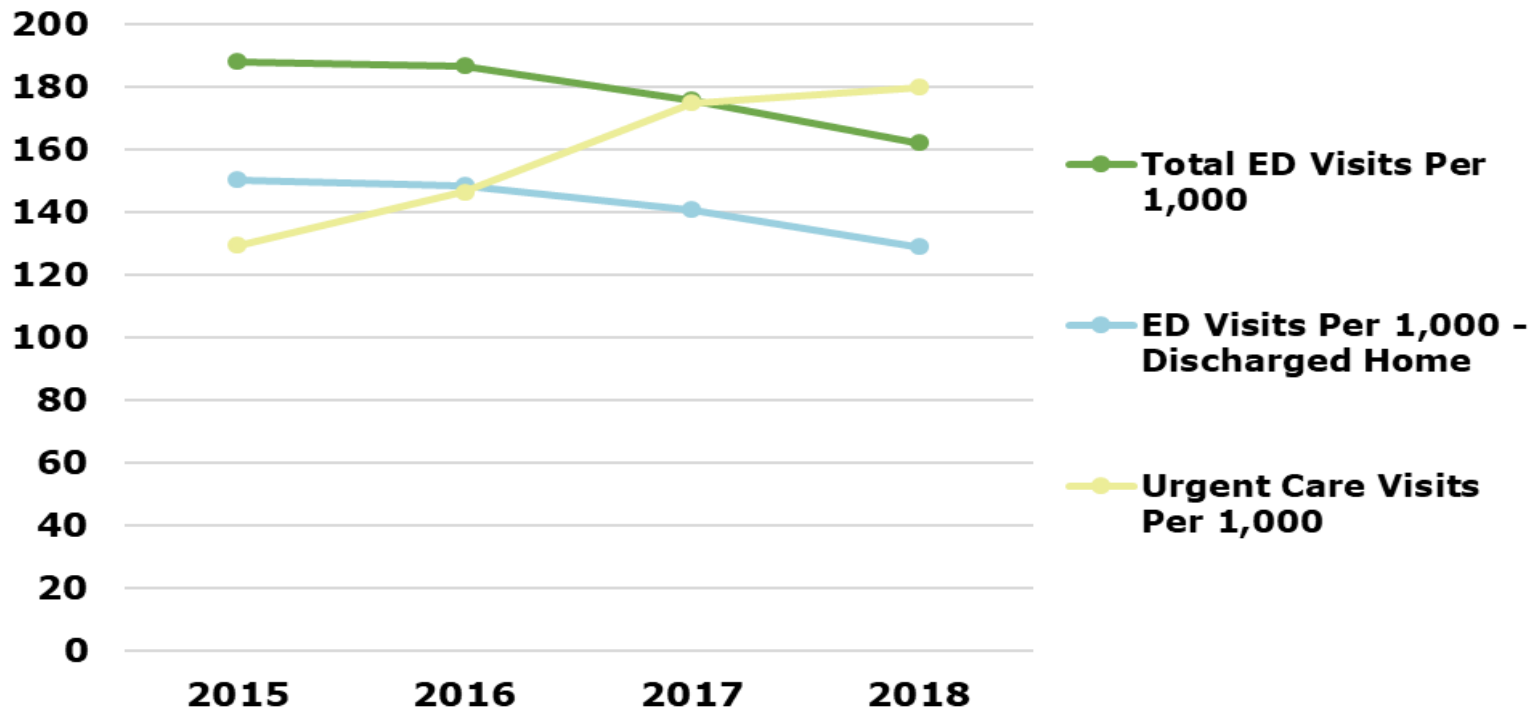
2,247,
12%

Yet, the annual savings opportunity is still in the millions of dollars.

How will Success Be Measured?

Utilization and spending trends will signal impact

Trends in ED and Urgent Care Utilization, St. Louis Commercial Population before and after aligned multi-stakeholder intervention



2018 Average cost of ED Visit Discharge Home was \$932 . Urgent Care Visit Average Cost was \$172. Primary Care Visits remained flat.

Questions?



Today's Case

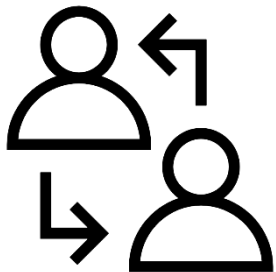
PROBLEM



Produced Milliman measures of low value care for Colorado



Discovered some problems with validity of measurement results

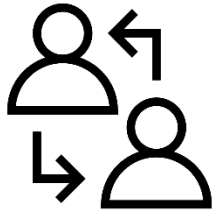


Want to engage providers and purchasers to discuss and then create a plan to improve results

STRATEGIES TRIED TO DATE

- Little tried to date
- Will be sending a report summarizing results to state officials
- Have presented high-level results to Colorado Business Group on Health; substantial interest and recognition of importance of provider role in improving results
- Discussed project with state medical society

DESIRED OUTCOMES



Engagement with providers



Valid measurement results



An action plan, developed in collaboration with providers and purchasers, to target specific low value services, create benchmark performance goals and intervention strategies

GUIDANCE SEEKING

1. How do we begin to engage providers? By leveraging purchasers?
2. How do we manage problems with the validity of some of the measures?

Questions and recommendations for the case

Summary of recommendations

Closing Announcements

Upcoming NRHI Member Events

- **Network News**

Tuesday, November 12th, 12-12:30 pm ET

Program Spotlight: Daniel Wolfson, ABIM's Building Trust Initiative

- **REAL Solutions**

Wednesday, November 20th, 2-3:00 pm ET

Getting the Community on Board: Public Reporting

- Meredith Roberts, Comagine Health
- Randa Deaton, Kentuckiana



THANK YOU!!!

Please take our survey!