

Alternative Models for Family Physicians

Matt Oettinger, MD, MBA ('13)

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Agenda

- A Winding Journey
- Alternative Models
- Pearls for Family Physicians

A Winding Journey

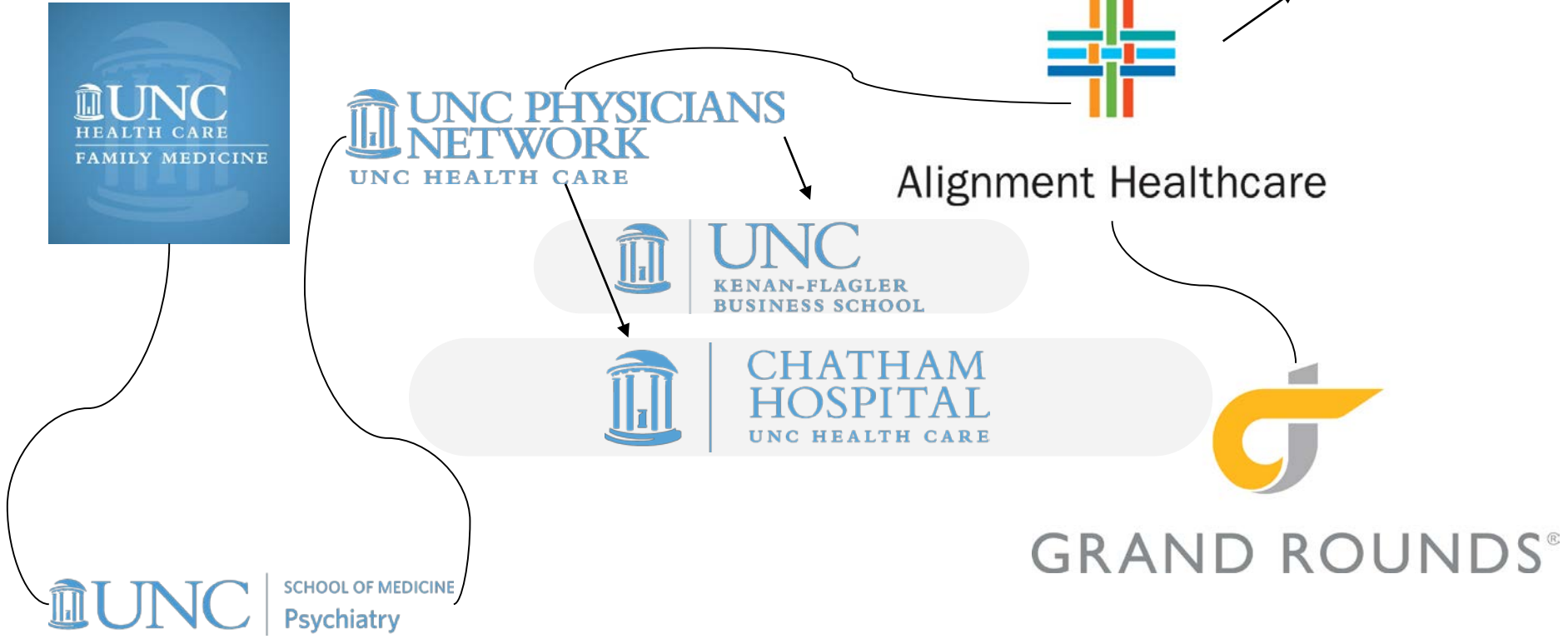
A Winding Journey



Alignment Healthcare



GRAND ROUNDS®



Alternative Models

Medicare Advantage: Risk

Employee Health Benefits



Alignment Healthcare

Medicare Advantage: Risk



Medicare Advantage: Risk

Figure 1
Enrollment in Medicare Advantage has nearly doubled over the past decade

Total Medicare Advantage Enrollment, 1999-2019 (in millions)

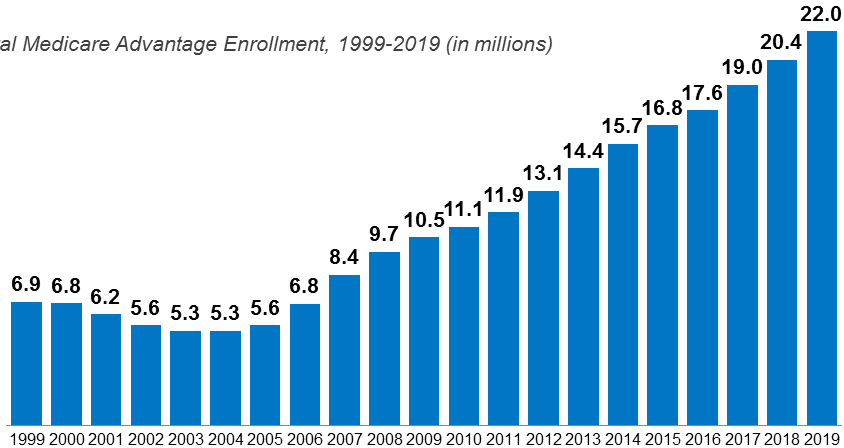
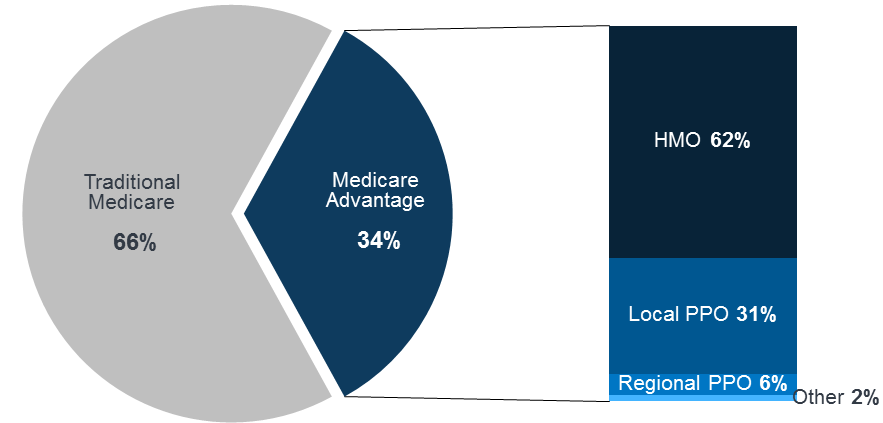


Figure 3
Almost two in three people enrolled in Medicare Advantage plans are in HMOs in 2019

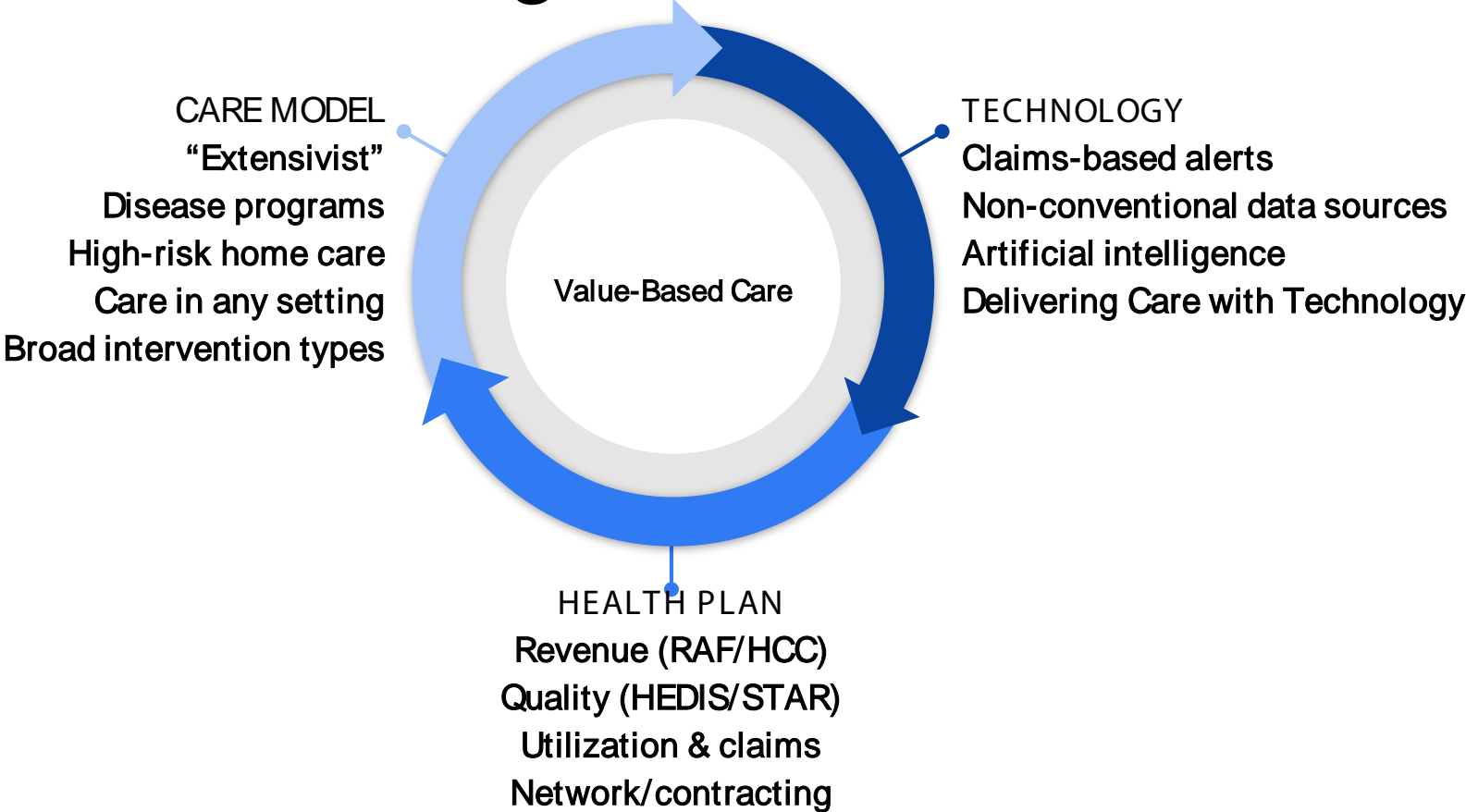


Total Medicare Advantage Enrollment, 2019 = 22 Million

NOTE: PPOs are preferred provider organizations and HMOs are Health Maintenance Organizations. Other includes Private Fee-for-Service plans, MSAs, cost plans, and demonstration plans. Includes enrollees in Special Needs Plans as well as other Medicare Advantage plans. Numbers may not sum due to rounding.

SOURCE: Kaiser Family Foundation analysis of CMS Medicare Advantage Enrollment Files, 2019.

Medicare Advantage: Risk



Medicare Advantage: Risk

Do we create **value**?

Do we truly **innovate**?

How do **patients / doctors / systems** view MA?

What are the true **outcomes/goals**?



GRAND ROUNDS®

Employee Health Benefits



Employee Health Benefits

Getting You to The Right Care

We are not your insurance company. We are your personal healthcare assistant. We are a free employee health benefit that gets you to high-quality doctors and top-rated medical facilities in your insurance network. Our award-winning care team knows the health system inside and out and are here to make healthcare easier for you.

Start with us if you need help understanding your health benefits, want to connect with trusted doctors perfectly matched to your needs, or need personalized support. We partner with employers like yours to provide this great health benefit at no cost to you. Click below to see if your employer has Grand Rounds.

[Get Started](#)



Employee Health Benefits

Walmart to test new healthcare services for workers

Associated Press



TWEET



SHARE



SHARE



EMAIL



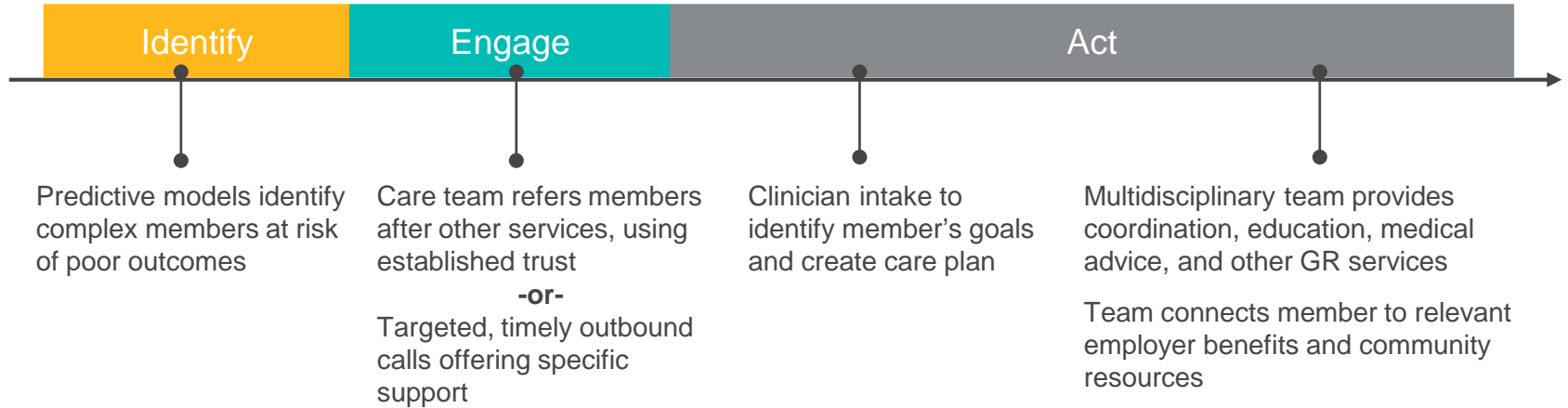
PRINT



Employee Health Benefits

Our Connected Care Program model

Consistent, clinician-led team coordinates a personalized care plan

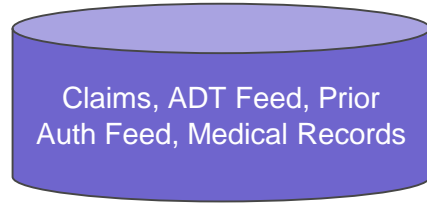


Employee Health Benefits

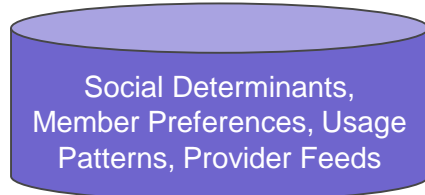
Our team turns unique data sources into actionable insights

Expanded Data Sources

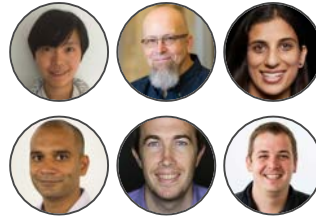
TRADITIONAL



ADDITIONAL



Industry-Leading Data Science and Clinical Team



Over 20 dedicated in-house data science researchers, collaborating with clinical team to build impactful predictive models

Opportunities to Identify & Engage Members



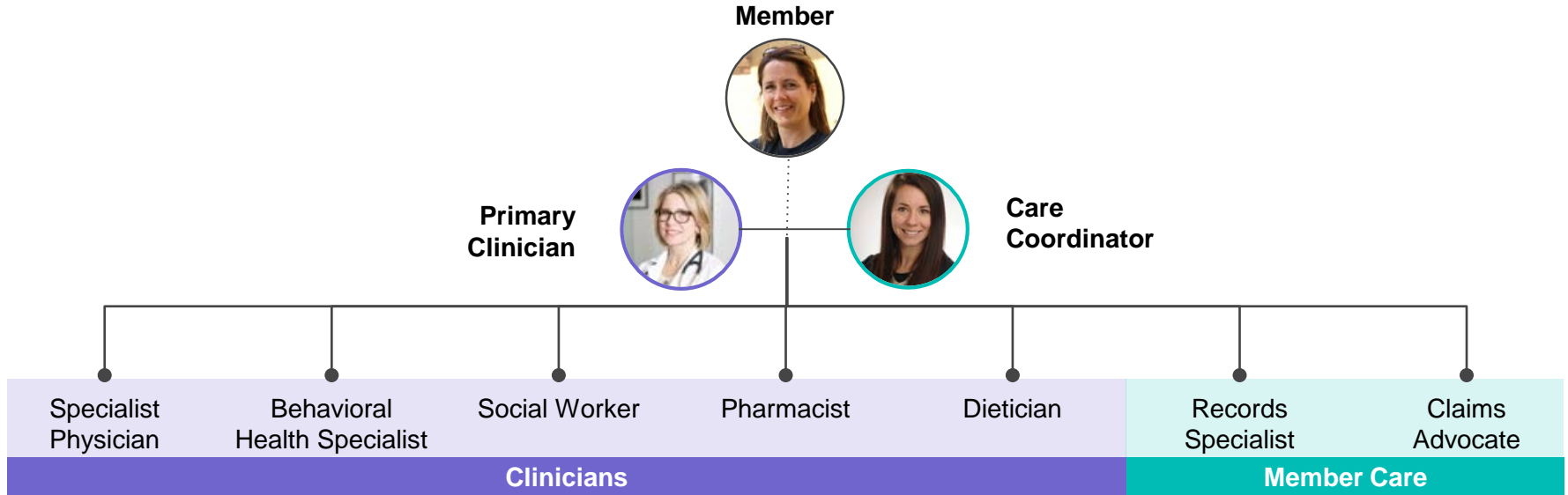
Outreach targeted at members with high risk and predicted rising risk



Personalized recommendations and rationale surfaced to care team

Employee Health Benefits

Multi-disciplinary team empowered to exercise real clinical judgment



- Primary clinician and care coordinator, supported by a **multidisciplinary team**
- Clinicians empowered to **practice medicine** and equipped with the latest medical knowledge to drive high quality care

Employee Health Benefits

Eliza's journey with Grand Rounds

Identify and engage

2. Eliza calls for advice managing her medication co-pays due to her financial struggles. Claims advocate helps enroll in co-pay assistance
3. Recognizes Eliza could benefit from CCP and warm transfers to clinician

Create goal-based care plan

4. Clinician conducts comprehensive assessment and works with Eliza to identify goals.
Clinician introduces Eliza to her care coordinator to facilitate care plan

Collaboratively support care plan

5. Staff physician conducts standardized anxiety screening, then refers to EAP.
6. SP identifies Eliza needs a PCP. Care team selects a high-quality PCP skilled in managing diabetes. Care coordinator sets appointment, sends history ahead, and ensures Eliza is prepared
7. Pharmacist helps reconcile Eliza's medications and educates her on side effect management
8. Dietician helps develop nutrition plan in line with her budget



Care coordinator continuously quarterback's Eliza's care

Coordinate care plan and employ motivational interviewing to improve capacity in managing her health

Pearls for Family Physicians

Pearl: Value...for Whom?

$$PV = \frac{FV}{\left(1 + \frac{r}{m}\right)^{mT}}$$

Pearl: Dive Deep



<https://www.nytimes.com/2016/05/03/sports/diver-breaks-record-for-deepest-plunge-into-ocean-then-does-it-again.html>

Pearl: The Train is Coming

