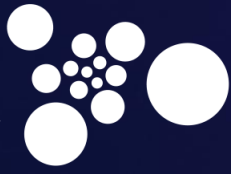
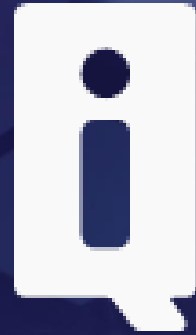


New Jersey
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NEW JERSEY
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Breakout Session 1B

Medical Neighborhoods for Specialists

Dan Fabius, DO, FACP

For CE Credits: Sign In at Registration

Fill Out the Survey Within 2 Business Days:

<https://www.surveymonkey.com/r/XDW9H8X>

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V2

The value of value based care: Specialist perspective

DAN FABIOUS

CONTINUUM HEALTH ALLIANCE

3/15/18

Overview

Define Value

Change to Value is driven by CMS

Outcome/quality must be better

\$ to the primary / referring provider

\$ to specialist

What is value based care?

Simple concept

Hard to change

Value	= $\frac{\text{Quality}}{\text{Cost}}$
Increase	Value
Reduce	Cost
Improve	Quality and outcomes
Must	Maintain status quo

Why? The Theory

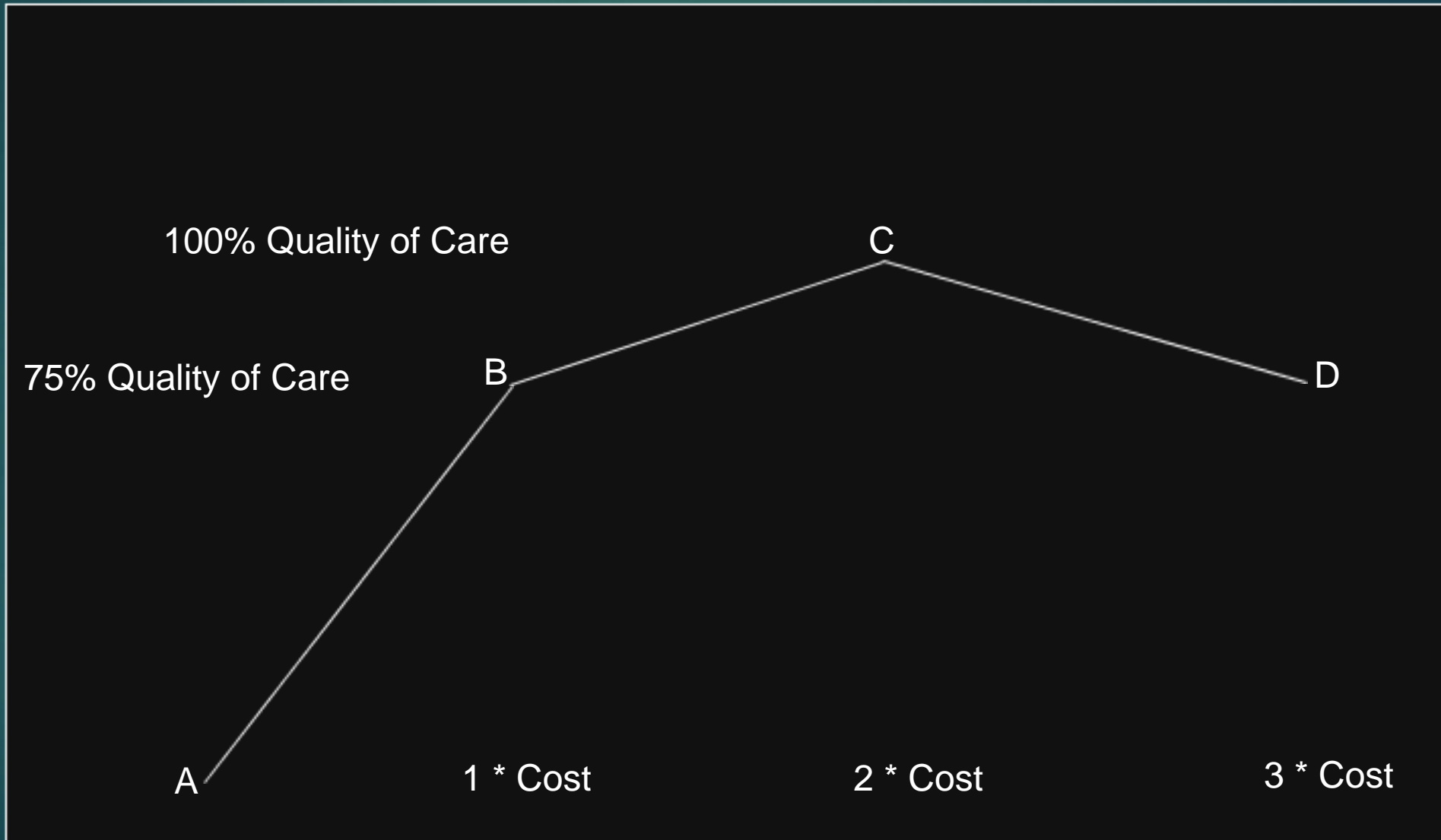
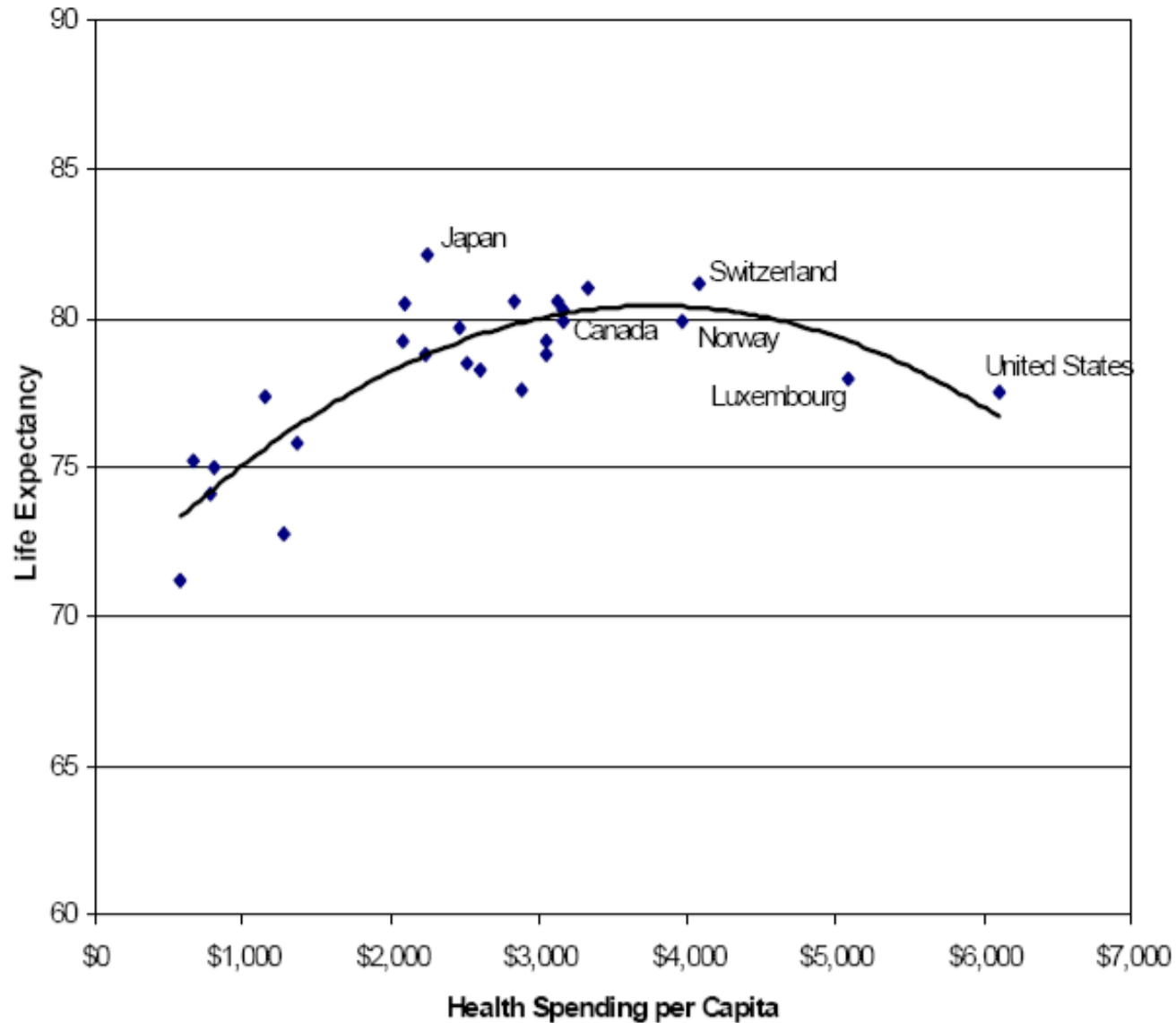
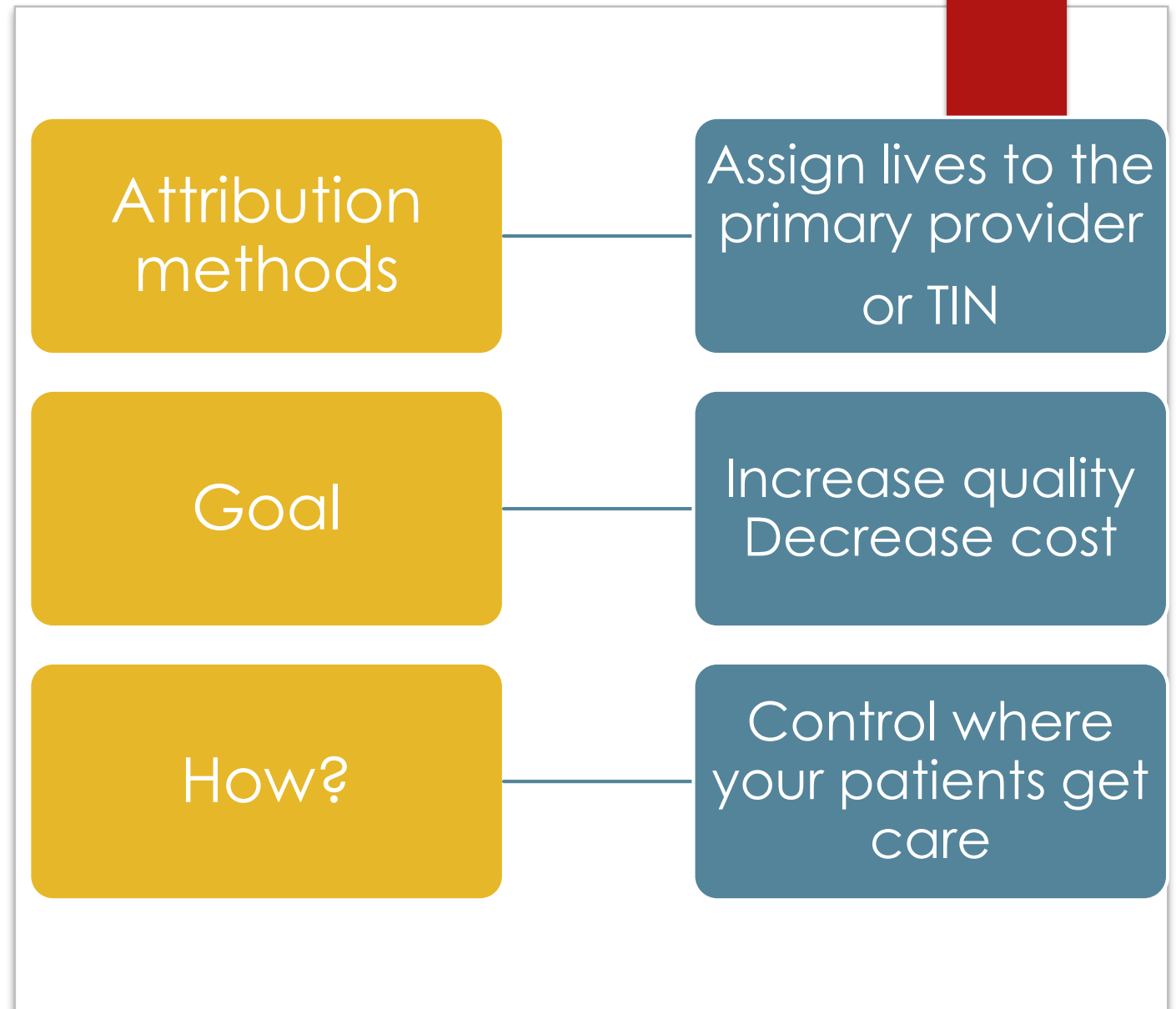


Figure 24. Health Spending per Capita and Life Expectancy, 2004



Old news
under
vs.
over

Referring provider's perspective



Dollars to the referring provider

- ▶ Patient benefits
- ▶ ACO payments
 - ▶ Quality reward programs
 - ▶ Shared savings
 - ▶ Baseline – self vs. fixed
 - ▶ Peer
 - ▶ Risk contracts
 - ▶ Back to the 90's

How does
this change
the
specialist
world?



**Don't be on
the outside
looking in**

er will align with
te value

– indirect VBC

n direct payments

Financial Results Orthopedic Group

(Horizon Health Care Patients Only)

4/2012 – 6/2015 Surgeries	TKR (168)	THR (105)	TOTAL
Average Budget for Total EOC	\$21,365 (now 19K –Primary Only)	\$22,580 (now 23k with revisions)	
Under Budget	143 (85.2%)	91 (86.7%)	234 of 273 (85.7%)
Total Savings In Comparison to 2011 Averages	\$ 720,706	\$ 637,806	\$ 1,358,512
Average Actual Spend (30 days preop-90 days postop)	\$ 19,597 per pt \$16,745 last 24 months	\$ 18,975 per pt \$14,751 last 24 months (w/o revis)	



Questions – 20 mins

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