

Welcome to the

ACCOUNTABLE CARE
EXPO

What is Accountable Care?

Simply put “Accountable Care” is the concept of holding providers accountable for the care they deliver; both clinically and financially.

Its initiatives were defined by the Patients Protection and Affordable Care Act (PPACA).

Why the Expos?

Collaboration

Who are we?



Cardiopulmonary disease
accounts for a significant
portion of healthcare
resource utilization

Twelve of the top 25 DRGs
(measured by number of discharges)
are Cardiopulmonary related

Possible Post Acute Interventions

- Pulmonary Rehabilitation Programs
- Cardiac Rehabilitation Programs
- Lung Disease Management Programs
- Heart Disease Management Programs
- Wellness Programs
- Patient Education
- Behavior Modification

Possible Settings

- LTACH
- Hospital Outpatient
- Physician Office
- Skilled Nursing Facility
- CORF
- OPT
- Home Health Care
- Hospice
- HME
- Home Care
- Wellness Center
- Telemedicine

Success of Programs

Example: Pulmonary Rehabilitation Programs

The year following the rehab program patients experienced:

- 44% reduction in exacerbations
- 63% reduction in hospitalizations
- 55% reduction in hospital days

“Effectiveness of pulmonary rehabilitation in reducing health resources in COPD”
Physical Medicine Rehabilitation – March 2010
www.ncbi.nlm.nih.gov/pubmed/20298825

Lack of Availability

- While Pulmonary Rehabilitation is recommended by the Global initiative for chronic Obstructive Lung Disease (GOLD) as a standard treatment option for patients with Moderate to Sever COPD, a lack of availability exists in many geographic areas, and PR is often under utilized even where programs are available.

Programs are Cost Effective

- Minimal capital outlay
- Low operational cost
- Many represent billable services under existing FFS coverage
- In many cases utilize existing resources
- Short term ROI and possible positive cash flow
- Recommended standard of care

Example Business Model

- Reduce avoidable readmissions
- Generate positive revenue
- Minimal investment
- Achieve shared savings
- Address the root causes of chronic disease
- Utilizes evidence-based medicine

ACO Center of Excellence

Senior fitness
Maintenance
Support Group
Weight loss

Wellness
Center

Patient
Education

Smoking
cessation
Diabetes
Nutrition

Pulmonary
Cardiac
Physical
Occupational
& Speech
therapy

Rehab
Programs

Physician
Offices

PCP visits
Specialists
Supervision



ACCOUNTABLE CARE

EXPO

2013 Expo Schedule

- Ft. Lauderdale, Florida February
- Houston, Texas May
- Cincinnati, Ohio August
- Las Vegas, Nevada November