

COLONNADE
Healthcare Solutions

www.colonnadehealthcare.com

Avoid getting derailed by an ineffective post-acute strategy:

Three key initiatives to effective post-acute programs to ensure ACO success.

National Accountable Care Expo

Las Vegas, NV

November 15 & 16, 2012

Questions for today

- Why is post-acute vital for success in an ACO?
- What are three key initiatives to effective post-acute programs that ensure ACO success?
- Where do you start?



What about ACOs?

- ACOs are envisioned to incentivize freestanding hospitals and physicians to organize into virtual organizations
 - Accountable for the cost and quality of the full continuum of care delivered to their patients.
- 32 Pioneer ACOs are expected to save Medicare \$1.1B over the next five years
- Eight private health insurance plans have entered into ACO agreements through the Medicare Shared Savings initiative



Eight factors which drive ACO success

1. Leadership and cultural change - ACOs are a team sport
2. Match the organizational readiness for change
3. Invest in a population health and proactive care management systems
4. Clinical integration to facilitate significant changes in transitions in site of care and delivery mechanisms
5. Aligned incentives that drive value
6. Embrace technology
7. Gain buy-in and leverage PCPs
8. Evolve the ACO model to be adopted across payers



Post-Acute has the tool box required for ACO success

Breadth of Post-Acute

- Home Care – skilled and private duty
- SNF - Rehabilitation Units
- Transitional Care
- Telehealth/remote monitoring
- Geriatric Assessments
- House Call Programs
- Palliative Care
- Hospice Services

Benefits ACOs

- The “un-acute” perspective
- Improve margins via reduced expenses and shared savings
- Lower ALOS
- Ensure fewer re-admissions/admissions
- Reduce “leakage”/Improved downstream
- Lessen pressure on ED
- Provide a resource for ACO physicians



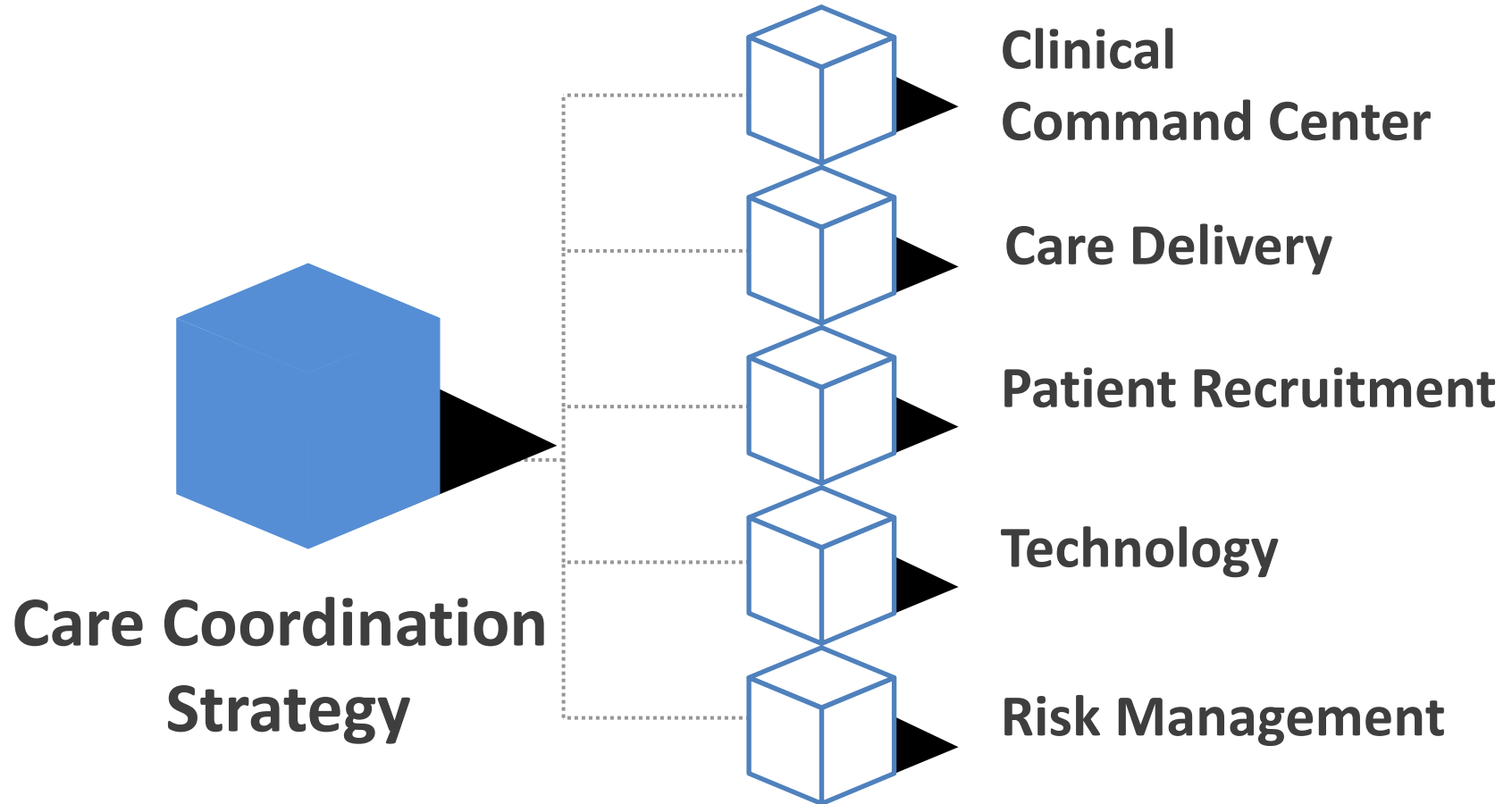
Evaluate Your Management Team

- Are they the leaders for the new environment?
- Can they reach across and into other organizations with credibility?
- Have you given them the political clout positioned as equal partners across the leadership spectrum of the ACO?



Craft a Comprehensive Care Coordination Strategy

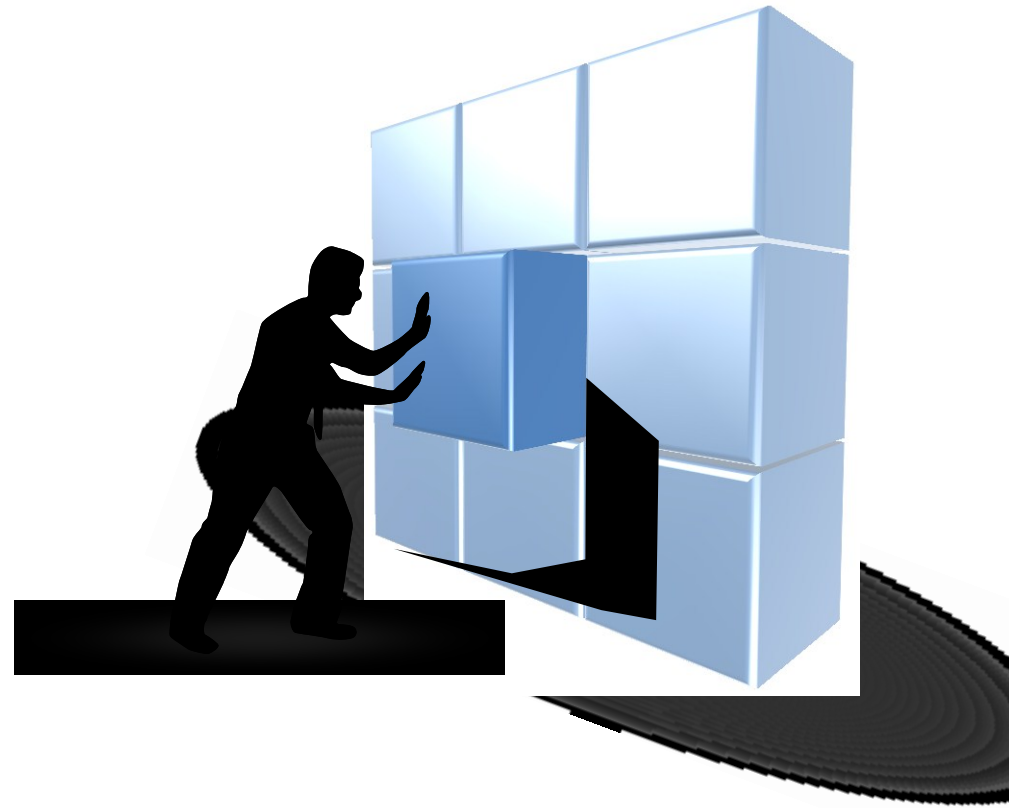
Guide and Integrate



Determine Build vs. Buy vs. Partner Criteria

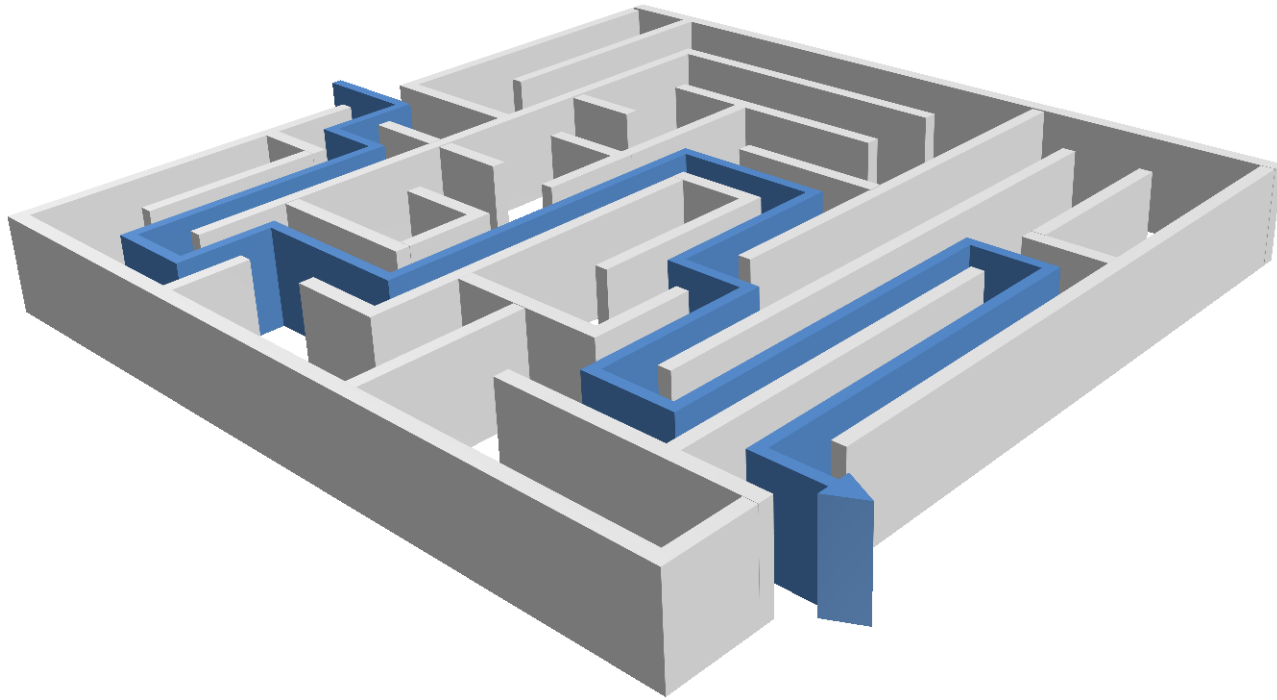
Decision Matrix

- **Assessment**
 - ✓ Operational
 - ✓ Talent
 - ✓ Competitor
 - ✓ Payer
 - ✓ Vendors
- **Access to investment capital**



Where to Start?

Don't be overwhelmed



Select Clients

- **Cleveland Clinic Foundation**
Cleveland, Ohio
- **Univ of California, San Francisco Medical Center**
San Francisco, CA
- **Trinity Home Health Services**
Farmington Hills, MI
- **Summa Health System**
Akron, Ohio
- **Kaleida Health**
Buffalo, NY

- **Amedisys, Inc.**
Baton Rouge, LA
- **US Medical Management, Inc. (VPA)**
Troy, MI
- **Montefiore Medical Center**
New York, New York (Bronx)
- **Riverside Health System**
Newport News, Virginia
- **University Hospitals of Cleveland**
Cleveland, Ohio



Colonnade Healthcare Solutions

How Can We Assist Your Organization?

Colonnade Healthcare Solutions is a post-acute care strategy consulting firm that assists clients to create highly valued positions in integrated care delivery models.

Colonnade has the experience and expertise to assist health systems to plan and implement post-acute and chronic care models that meet and enhance organizational strategic objectives, market positioning and financial performance.

Contact Brent T. Feorene, President today at 440-871-2756 or bfeorene@colonnadehealthcare.com to discuss your opportunity to change how care will be delivered in your community.

