

IT'S TIME!

PRIMARIS: YOUR GUIDE TO VALUE-BASED HEALTHCARE

The healthcare industry's progression from fee-for-service to value-based payments has created some unique challenges for care providers. For one thing, physicians, hospitals and others that have previously only operated under a volume-based payment model are now having to figure out how to survive the transition to outcome-based payments and thrive financially.

What many providers are finding is that value-based models require organizations to make significant

changes to how they approach patient care, how they use technology to manage data, the ways in which they work with others in the healthcare community, and the attention they give to quality management.

As a result, a large number of medical providers are teaming with partners that have expertise in areas like quality improvement and data management.

Primaris helps healthcare providers find ways to meet cost, quality and outcomes measures that are the basis of value-driven care models. Primaris does this by working with providers to make improvements to areas like:

EHR Usage: Primaris helps providers use EHR data to make informed decisions about patient care, and also earn incentives for meeting meaningful use requirements.

Care Coordination: Primaris works with providers to smooth transitions, reduce errors, and create positive patient experiences across the care continuum.

Population Health Management: Primaris helps primary care physicians identify, assess and manage the needs of entire patient populations.

Evidence-Based Practice: Primaris directs organizations on how to use evidence-based guidelines to meet quality and efficiency goals.

Primaris serves physicians, hospitals, long-term care facilities and other providers. From teaching physicians how to use data for better population health management, to designing quality improvement processes that reduce hospital readmissions, Primaris leads efforts that result in better clinical and financial outcomes for healthcare organizations of various shapes and sizes. Here are two examples of Primaris' quality-focused work with physicians and hospitals:

Physicians & Medical Groups: For more than ten years Primaris has effectively driven adoption of electronic health records systems (EHRs) in small practices and large medical groups across the country. Primaris' EHR record speaks for itself.

Hospitals & Health Systems: Primaris brought together a coordinated group of 15 hospitals in a major metropolitan area and helped them reduce readmissions by 20 percent. Primaris helped the hospitals achieve this goal by directing collaboration with more than 30 downstream providers and implementing quality improvement tasks surrounding care transitions.

The above points highlight Primaris' methodology and some of the different ways they are helping healthcare providers achieve value-based care success. Primaris can help your organization identify its opportunities and find solutions to challenges that arise during your volume to value transition. Additionally, Primaris can help you implement best practices that have been tested and proven by early value-based care adopters.

If decades of experience in quality and data management, along with years of involvement helping healthcare organizations meet their value-based care goals appeals to you then contact Primaris today to learn more.

TIME, the Primaris Healthcare Improvement Model

TIME, the Primaris Healthcare Improvement Model, comprises four areas of focus proven to improve patient-centered medical homes:



1. Thresholds for Success

Under the first part of the TIME model Primaris identifies success thresholds that need to be met. Most organizations are uncertain about how success is measured under value-based payment models. Quality measures and success metrics are not always defined. Primaris brings clarity to this. They also perform a program review to determine each provider's current operational baseline – so future progress can be measured.

2. Improvement Strategies

With a baseline in place and goals in sight Primaris moves the focus onto developing improvement strategies. These are the tailored plans that guide process, staffing, technology, and other changes.

3. Measures for Goal Attainment

The next step is to put a timeline in place for achieving success thresholds. Primaris sets short-term and long-term goals for transitioning to value-based care. These goals follow the incremental changes in requirements put in place by Medicare and others leading the industry's shift.

4. Execution and Evaluation

Finally, strategies are put in motion and measured simultaneously. Primaris combines implementation with ongoing evaluation to drive measureable healthcare improvements and cost reductions.

TIME, the Primaris Healthcare Improvement Model

When you partner with Primaris, we will put our methodology to work as we design an effective Value-Based Care Solution for your health system that incorporates the following services:

THRESHOLDS FOR SUCCESS

Chart abstraction	Record data that reflects the health information documented in medical record by providers.
Chart review	Measure quality of care and look for opportunities to make improvements.
Program review	Baseline/situational analysis to gather baseline data about existing programs to see if they are optimized.
Data analytics	Analyze available data and summarize into useful information that can be used to increase revenue, cut costs, and improve outcomes.
Patient stratification	Grouping of patients based on key clinical and demographic criteria.
Thresholds report	Summary of what is found.
Security risk assessment	Analyze security vulnerabilities under the Health Insurance Portability and Accountability Act (HIPAA) Security Rule.
Financial assessment	Evaluate business, projects, budgets or other finance-related entities to assess current state and identify potential areas of waste.

IMPROVEMENT STRATEGIES

Root cause analysis	Identify root causes of faults or problems.
Gap analysis	Identify organizational gaps in between organization's practices and identified best practices.
Program Development and Improvement	Primaris will develop a customized program for your organization to lead and collaborate with other health care professionals to deliver quality safe care in the least expensive environment, while achieving desired outcomes.
Clinical workflow analysis	Review standard processes around clinical care of patients to identify inefficiencies and recommend improvements.
Technology considerations	Identify technology solutions that could help reduce inefficiencies and streamline clinical and business processes.

IMPROVEMENT STRATEGIES

Security Plan	Primaris will develop a plan to ensure your patient data is secure as you analyze and send patient data to physicians and caregivers, reducing the frequency of office visits while improving patient oversight. We will ensure your organization is HIPAA-compliant to protect patient privacy while handling a variety of tasks including care and treatment planning, patient/provider communication and patient-centered medical home.
Physician Engagement Strategies	Align physicians with organizational vision and goals.
Patient Engagement Strategies	Activate patients to collaborate with providers to manage health outcomes.
Change management plan	Transition employees, teams and organizations into a desired future state to achieve business strategy.
Quality improvement plan	Identify processes and outcomes of care that can be improved through the Plan Do Study Act process.
Patient experience design	Create customer touch points to improve patient experience and create loyalty.
Process review, alignment and standardization	Resolve differences between business and clinical processes.
Financial Plan	Primaris will work with you to develop a financial plan that estimates revenues, expenses, and profits (or losses) under VBP metrics. The financial plan will be reflective of services that can be strengthened and maintained, and those that can be reimbursed.

MEASURES FOR GOAL ATTAINMENT

Goal Statement	Primaris will work with you to create a well-defined purpose that is real, practical, and shared. The goal statement will summarize the improvement you think can be made within a realistic timeframe.
Multi-Year Goal Setting	Primaris will work with you identify and commit to achieving specific, measurable goals. Our focus will be on setting multi-year goals that will enable your organization to drive incremental improvement over time to achieve all success thresholds.
Timeline Planning	Timelines for designing and implementing new programs can vary from six months to several years. Primaris will work with you to create a detailed timeline that maps to your organization's goals and program requirements.

MEASURES FOR GOAL ATTAINMENT

Resource Planning	Primaris will work with you to plan and identify resources across the organization required to coordinate care effectively. We will identify patients according to risk factor and clinical condition, and plan resources accordingly to ensure patients receive the right care at the right time in the right modality.
Budget Planning	Primaris will work with you to determine estimated revenues and expenses, looking at the total budgetary impact to your organization.
Prioritization	Once Primaris has identified gaps, we will focus attention first on the improvements that will substantially improve patient care and clinical outcomes. We will establish short- and long-term priorities that will enable you to achieve your goals.
Action Plan	Primaris will develop an action plan that includes a set of recommendations that address how to put recommended improvement strategies in place.
Goal setting across continuum of care	Bring together various care providers to help facilitate macro-level goal setting across all settings of care.
Goal-to-actual reporting	Track progress toward attaining established goals.

EXECUTION AND EVALUATION

Strategy Implementation and Execution	Primaris will take your value-based care plan from paper to day-to-day operation. We will help you implement changes in the delivery system required to achieve seamless care and the health outcomes you seek. We will help you strengthen the primary care team and develop multidisciplinary teams that can oversee the care of people over time. We will track progress with comparative information and performance benchmarking.
Project Management	Primaris will keep your patient-centered medical home project moving forward to meet expected results in a timely, cost-effective manner. Primaris will maintain transparency throughout the entire planning process to manage risk and achieve desired goals.
Facility marketing	Help your organization stand out in the crowd.
Facility positioning	Provide actionable recommendations to drive growth and improve your return on investment to reinforce your role in the market and grow key program areas.
Policies, Processes and Procedures	Primaris will ensure that you have structured and effective systems, policies, and procedures. Primaris will make sure that you've put a strong focus on analyzing and addressing VBP issues.
Process Mapping	Primaris will use process mapping to identify current workflows, identify existing barriers, and highlight potential areas for quality improvement.

EXECUTION AND EVALUATION

Staff Training and Education	When individuals work well together, everyone wins. Good teamwork creates a positive environment, fosters good relationships among coworkers, and lightens the load on all individuals. Most importantly, teamwork provides consistent, quality of care to clients. Research has shown, employees who feel part of a strong team are happier and more productive. Primaris Master TeamSTEPPS training will provide the evidence-based teamwork system to improve communication and teamwork skills.
Team Development	When individuals work well together, everyone wins. Good teamwork creates a positive environment, fosters good relationships among coworkers, and lightens the load on all individuals. Most importantly, teamwork provides consistent, quality of care to clients. Research has shown, employees who feel part of a strong team are happier and more productive.
Just-in-Time Analysis and Reporting	Primaris will help you create the structure, process, and outcome measures required to assess progress toward your goals, while enabling you to evaluate access, continuity, communication, and tracking of patients across providers and settings. Primaris will analyze this measurement data to prepare just-in-time reports that will help you make timely, informed decisions.

It's TIME to achieve Value-based Care success

Are you ready? Contact Primaris today to design an effective Value-based Care System that transforms the way you deliver healthcare services.



200 N. Keene St., Ste. 101, Columbia, MO
www.primaris.org | online@primaris.org
(800) 735-6776 | (573) 817-8300

15-XXX-MK