



## IT'S TIME

UTILIZE DATA TO MEASURE  
PATIENT SATISFACTION

REDUCE THE COST OF  
DELIVERING CARE AND  
POTENTIALLY EARN SAVINGS

DEVELOP PATIENT  
ENGAGEMENT STRATEGIES  
THAT WORK

TRANSFORM HOW  
HEALTHCARE WORKS

# IT'S TIME TO CHART A COURSE TO OUTCOME-BASED SUCCESS

## PRIMARIS CAN HELP YOU IDENTIFY OUTCOME-BASED OPPORTUNITIES

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.

## Primaris helps care providers navigate the transition to an outcome-based payment model

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.

## IT'S ALL ABOUT TIME

**Under value-based models providers are paid (or penalized) for the quality of care they deliver. Primaris' Value-Based Care Solution uses TIME, the Primaris Healthcare Improvement Model, to help providers meet quality requirements and earn financial benefits.**

### 1. Thresholds for Success

The first step in our healthcare improvement model is to identify the success thresholds – or the minimum acceptable performance standards you must achieve – in order to receive your monetary incentives for improving and coordinating healthcare. We also gather baseline performance data to evaluate how you align with the often pre-determined success thresholds. How much improvement is required to meet and exceed the success thresholds?

### 2. Improvement Strategies

Once we've determined where you stand, we focus on developing improvement strategies that will enable you to close the gaps in the quality and efficiency of care across your healthcare organization. We use this knowledge to devise a strategy tailored to address your specific challenges, drive quality improvements and cost reductions. Our goal is to help you achieve all of the thresholds for success in today's performance-driven healthcare system.

### 3. Measures for Goal Attainment

Most healthcare organizations have a lot of work to do, and success doesn't happen overnight. We focus on multi-year goal setting that enables healthcare organizations to drive incremental improvement over time to achieve all success thresholds. Our measures for goal attainment help you increase achievement and close gaps so you can cross the success threshold, avoid penalties and increase monetary incentive revenues.

### 4. Execution and Evaluation

From processes and procedures, to workflows, to training, to documentation, to office design, to technology or any other improvement strategy, we combine implementation with ongoing evaluation to drive measurable healthcare improvements and cost reductions.



## LET OUR EXPERTISE GUIDE YOU

**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 hand-in-hand with providers to make improvements to areas such as:

**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' EHR RECORD SPEAKS FOR ITSELF.

585

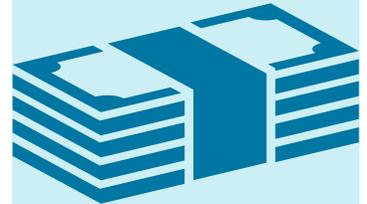
The number of medical professionals that Primaris has worked with at more than 140 medical offices, with clinics in more than 270 locations.

547

The number of providers that Primaris has helped receive incentive funding for implementing an EHR solution.

345

The number of Primaris-assisted providers that attested for meaningful use stage one, and garnered additional financial incentives.



**\$14 million:**

The amount that Primaris has helped medical providers receive as a result of implementing an EHR program. Over the next four years, those clients could receive an additional \$12 million by continuing to attest for meaningful use.

**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.

**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.