


A BETTER CARE DELIVERY MODEL

Collaborative Accountable Care

Chris Blanton
Cigna PNM
April 4, 2013

GOYOU™ 


TRANSFORMING THE CARE DELIVERY MARKETPLACE:







TRANSFORMING THE CARE DELIVERY MARKETPLACE:

The world has shifted where Nike simply providing a stylish, comfortable workout shoe is no longer the future. The future is the **information** from that shoe and how a runner/user can use that information to change their life.






If you are getting this type of information from your shoe.....



you should be getting more from your payer.

Collaborative Accountable Care (CAC) is about providing information.



©2013 Cigna. Unpublished property of Cigna. Do not duplicate or distribute. Use and distribution limited solely to authorized personnel. © 2013 Cigna

**TRANSFORMING THE CARE DELIVERY MARKETPLACE:
MOVING FROM VOLUME TO VALUE**



VOLUME

VALUE


Consumers Health Care Professionals Employers Carriers

Passive Volume Benefits Discounts
Active Outcomes Health and Productivity Balanced Value Proposition



©2013 Cigna. Unpublished property of Cigna. Do not duplicate or distribute. Use and distribution limited solely to authorized personnel. © 2013 Cigna

REALIGNING INCENTIVES AND COLLABORATION TO DRIVE IMPROVED OUTCOMES AND SAVINGS




Employers

Health Care Professionals
Provided with:
• Incentives for improved outcomes
• Share actionable information
• Clinical collaboration

Consumers
Empowered with:
• Plan design
• Incentives
• Cost and quality tools
• Coaches and wellness programs

Carriers



©2013 Cigna. Unpublished property of Cigna. Do not duplicate or distribute. Use and distribution limited solely to authorized personnel. © 2013 Cigna

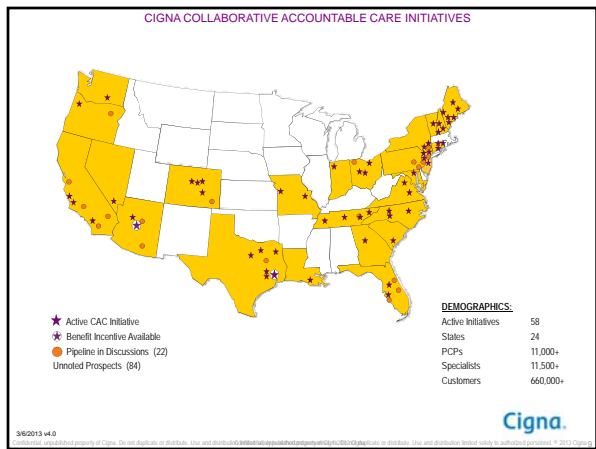
EVOLUTION OF COLLABORATIVE ACCOUNTABLE CARE



- Patient-Centered Medical Home**
 - NCOA Recognition
 - Organizes care around the patient
- Accountable Care Organization**
 - Rewards for health outcomes
 - Incorporates integrated hospital delivery system with primary care model
- Cigna Collaborative Accountable Care**
 - Accelerates improvement through collaboration
 - Leverages Cigna's health services solutions and real-time clinical and claim data


Cigna.










CIGNA COLLABORATIVE ACCOUNTABLE CARE INITIATIVES


<p>Arizona Banner Health Cigna Medical Group</p> <p>California Brown & Toland Physicians HealthCare Partners Palo Alto Medical Foundation</p> <p>Colorado Colorado Springs Health Partners The Integrated Physician Network (IPN) MedSouth New West Physicians Group</p> <p>Connecticut New Haven Community Medical Group Physician Services of NE Connecticut ProHealth Physicians, Inc.</p> <p>Florida BayCare Physician Partners Orlando Health Physician Partners</p> <p>Georgia Piedmont Physicians Group</p> <p>Indiana St. Francis Health Network</p> <p>Maine Central Western PHO InterMed Physician Association Kennebec Region Health Alliance Martin's Point Health Care Mercy Health System Penobscot Community Health Care</p>	<p>Maryland Greater Baltimore Medical Center</p> <p>Missouri Mercy Clinic Meritas Health</p> <p>Louisiana Ochsner Clinic</p> <p>Nevada HealthCare Partners</p> <p>New Hampshire Dartmouth-Hitchcock Clinic Derry Medical Center Granite Healthcare Network</p> <p>New Jersey Atlantic Health System Partners in Care Summit Medical Group</p> <p>New York Mt. Kisco Medical Group West Cornell Physician Organization WESTMED Medical Group</p> <p>North Carolina Cornerstone Health Care Key Physicians Novant Health</p>	<p>Ohio Central Ohio Primary Care Physicians Cleveland Clinic Foundation Mount Carmel Health</p> <p>Oregon Legacy Health</p> <p>South Carolina Palmetto Primary Care Physicians</p> <p>Tennessee Health Choice, LLC Holston Medical Group Synergy Healthcare, LLC The Jackson Clinic</p> <p>Texas HealthTexas Provider Network Kelsey-Seybold Clinic Medical Clinic of North Texas Renaissance Physician Organization St. Luke's IPA Village Health Partners</p> <p>Vermont Fletcher Allen Health Care</p> <p>Virginia Bon Secours Medical Group Fairfax Family Practice Centers</p> <p>Washington Northwest Physician Network</p>
---	--	--


3/8/2013 V4.0




CIGNA COLLABORATIVE ACCOUNTABLE CARE RESULTS

 Medical cost trend	 Total ER Costs	 Quality	 Physician Referrals	 ER visits
<p>4%</p> <p>lower per-patient annual medical cost trend than traditional care methods*</p>	<p>7%</p> <p>lower total ER costs than traditional care methods*</p>	<p>5%</p> <p>better than market adherence to evidence-based medicine*</p>	<p>11%</p> <p>higher utilization of high-performing specialists*</p>	<p>12%</p> <p>lower avoidable ER visits than traditional care methods*</p>

* Each result is for a single initiative and all results based on Cigna Informatics reporting, 2011.



REWARD SPECTRUM

 Option I Reward through increased Care Coordination Payment for achieving the triple aim	 Option II Reward through increased patient volume resulting from tiered network product	 Option III Reward through increased patient volume resulting from customized network
--	--	---

