

36TH ANNUAL **AHA RURAL** | LEADERSHIP
HEALTH CARE | CONFERENCE

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JW MARRIOTT SAN ANTONIO HILL COUNTRY

Value-Based Care: What's Working & What Isn't

Sarah Chouinard MD, Scott Cohen MD,
Tamara Moore, Matt Sells, Rita Urbanek

Moderator



Sarah Chouinard, MD

Chief Medical Officer, **Main Street Health**
Clinical Advisor, **Community Care of WV**

Panelist



Matt Sells

President and Chief Executive Officer
Shenandoah Medical Center, Shenandoah, IA



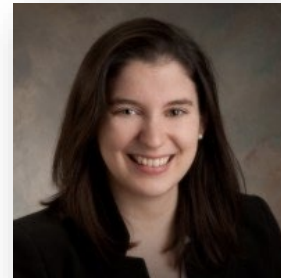
Scott Cohen , MD

VP, Chief Medical Informatics and Innovation Officer
Bassett Healthcare Network, Cooperstown, NY



Tamara Moore

Director of Quality
West Tennessee Healthcare, Jackson, TN



Rita Urbanek

Administrative Director of Population Health
Hill Country Memorial Hospital, Fredericksburg, TX

Problems with the US Healthcare System are Well Documented

US Healthcare is Expensive

2.0x spend per capita

*Health consumption expenditures
vs. other developed nations*

17% of GDP

*Compared to ~9% of GDP at other
developed nations*

US Healthcare has Poor Outcomes

6+ year gap

*US life expectancy vs.
other developed nations*

5x+ gap

*Maternal mortality rate
vs. other developed
nations*

5.0 HAQ gap

*Healthcare access and
quality index vs. other
developed nations*

Poor Experiences are prevalent in the US Healthcare system

>40%

Physician Burnout Rate

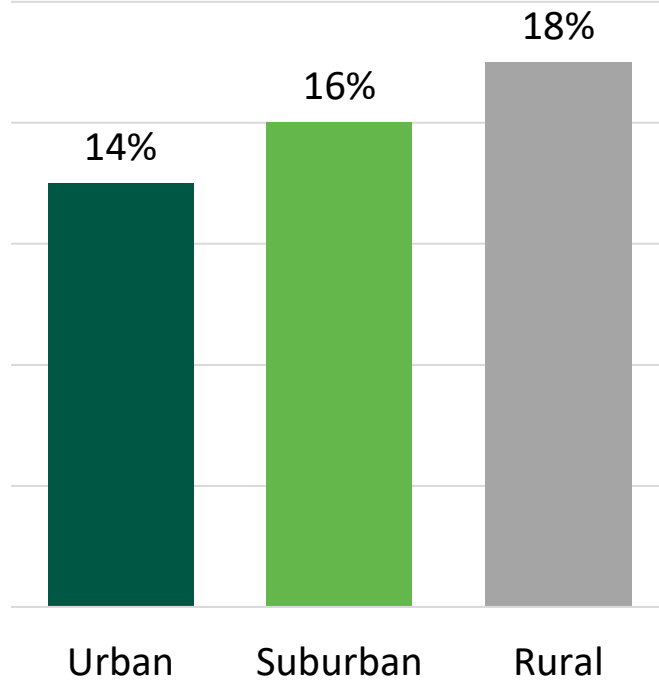
23M in Debt

*Americans owe > \$195B
in medical debt*

Problems with US Healthcare are Exacerbated in Rural Settings

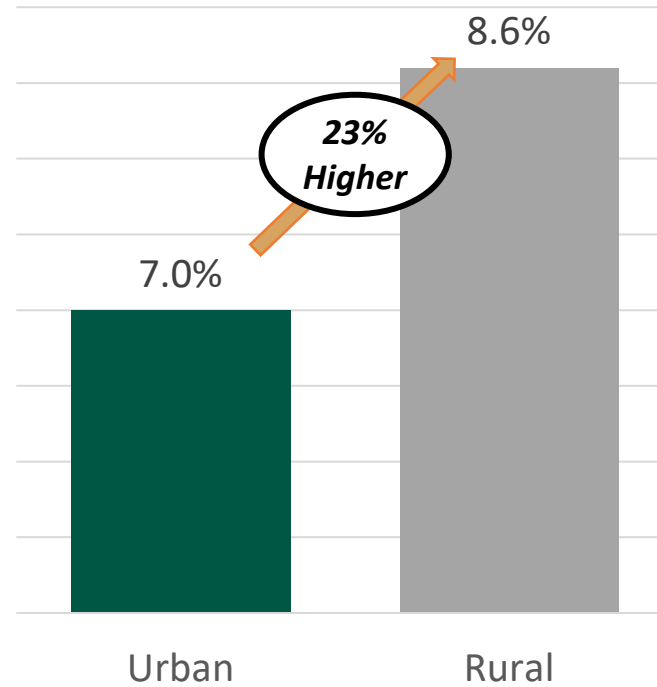
Rural Residents are Older...

Population Over 65



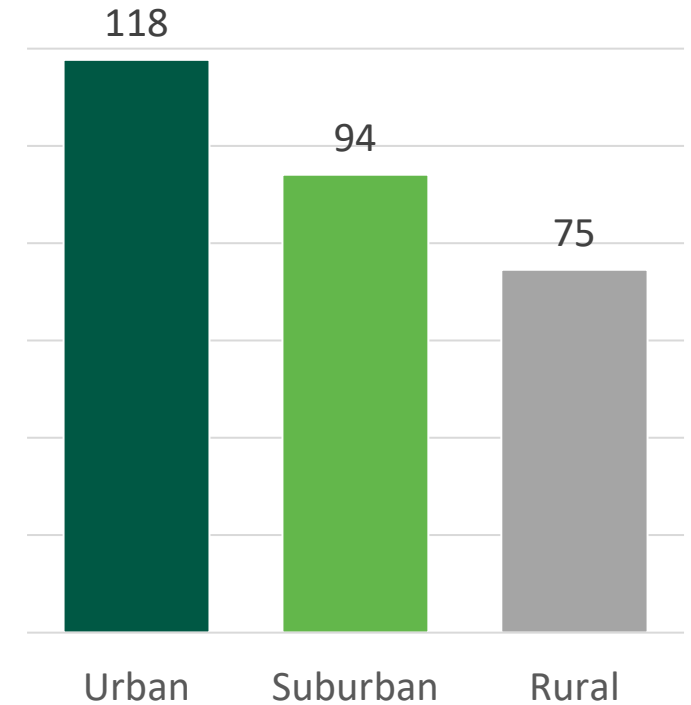
...Sicker...

Mortality Rate

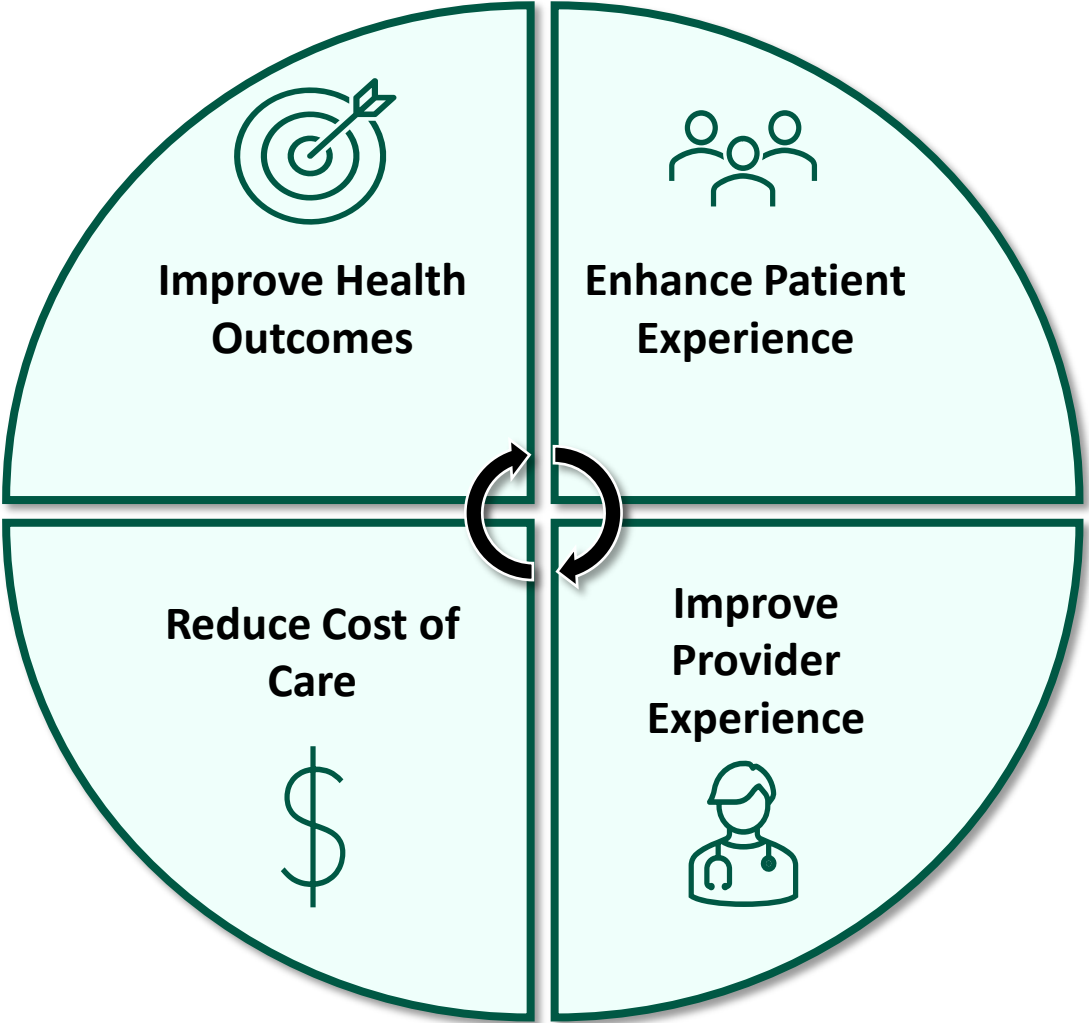


...and have Less Access to Care than other Americans

PCPs per 100k Residents

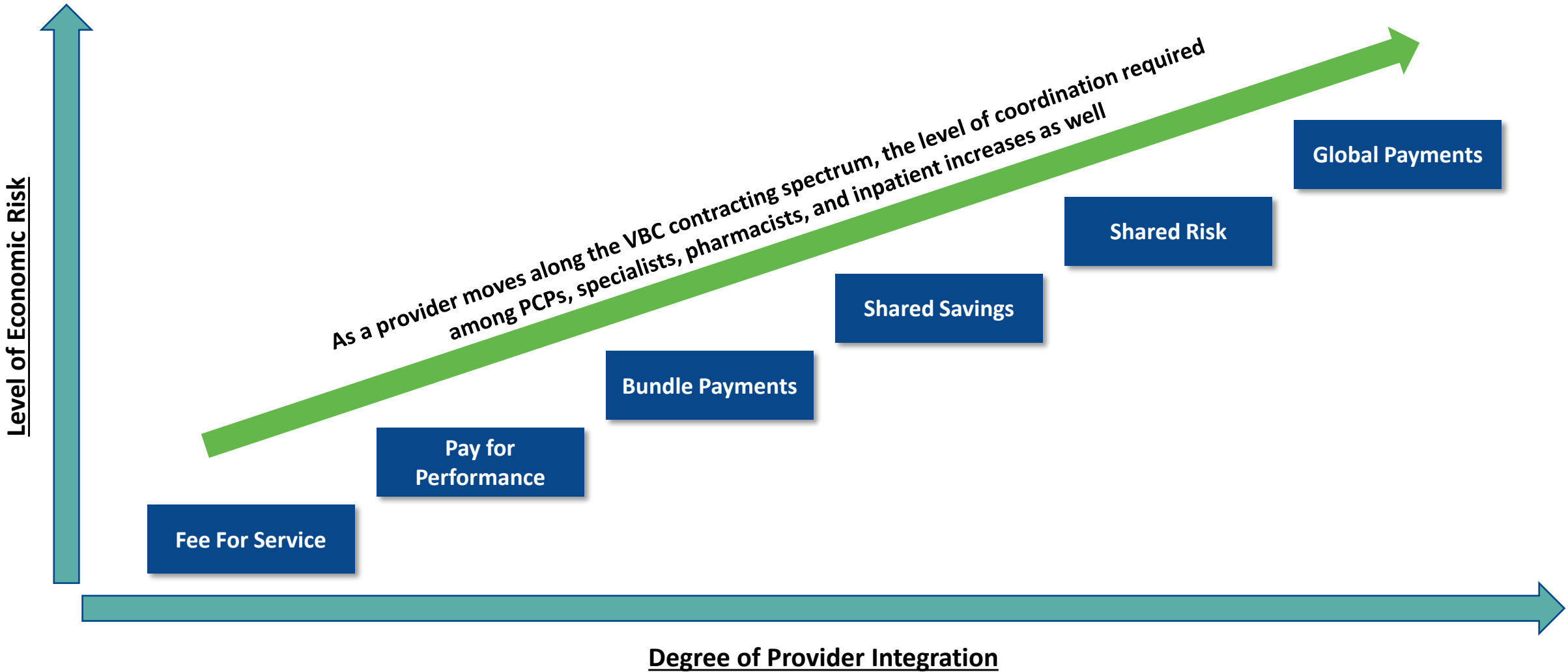


Value-Based Care Focused on the Quadruple Aim



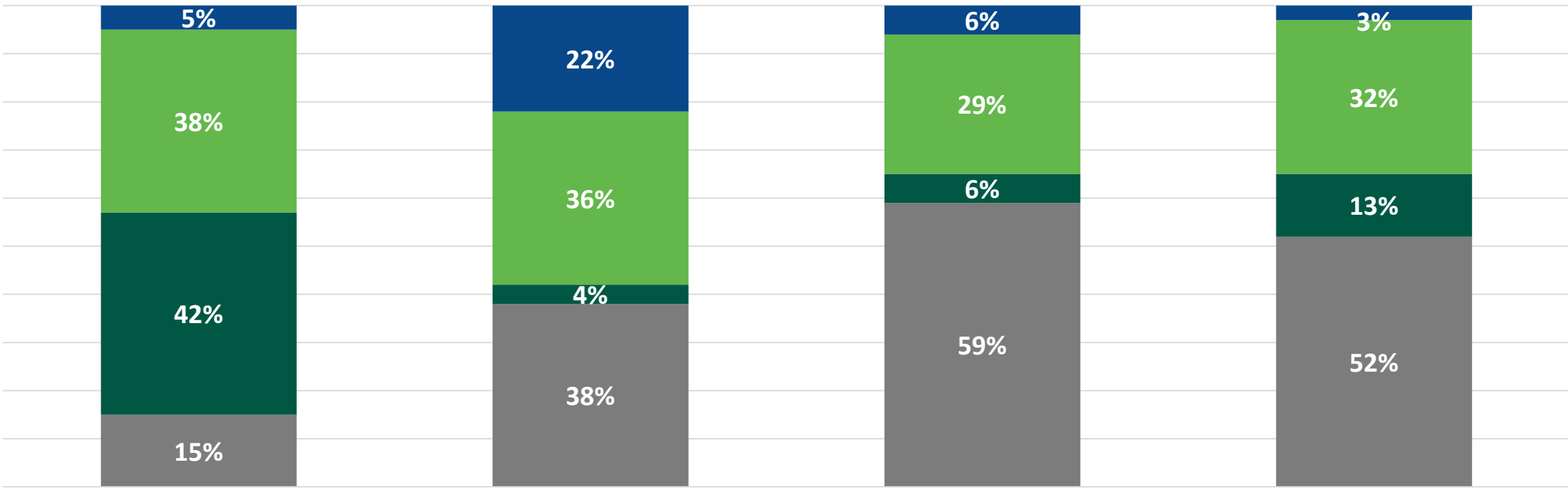
Spectrum of Risk Participation

VBC Risk Contracting Spectrum



Value-Based Care Present Across Healthcare Segments

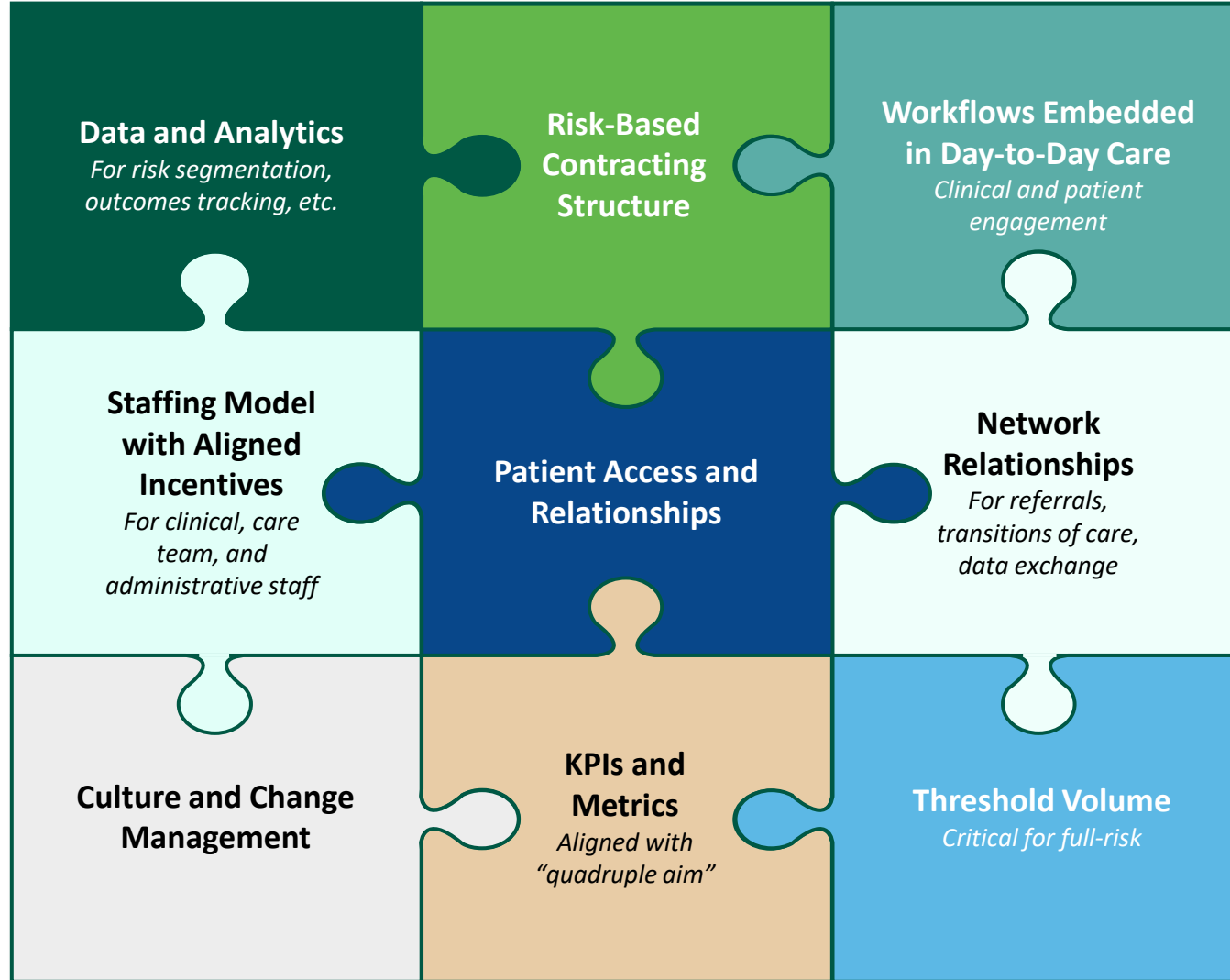
Share of Healthcare Dollars Spent in FFS vs. APMs (CY 2020), by Payor Segment:



Key:
 Fee-for-service
 Pay-for-performance & reporting
 Shared savings & bundles
 Full population-based risk & global capitation

Source: "Progress of Alternative Payment Models," HCP LAN, 2021.

Fundamentals of Success in Value-Based Care



Value-Based Model Design Principles



1. Design with simplicity in mind for both provider and patient



2. Meet patients where they are or prefer to receive care



3. Reduce the burden on clinic providers and staff