

Making the Transformation to Patient-Centered Medical Homes

The concept of patient-centered medical homes is gaining momentum as a way to maximize patient care outcomes, control health care costs, and use resources more effectively. A medical home can be a physician, group of physicians, or a provider collaboration that offers continuous and coordinated care throughout a patient's lifetime. Currently, there are numerous demonstration programs and models being tested to improve patient care management through medical homes.

Placing the patient at the center of care is the fundamental goal of a medical home. However, two critical elements for implementing this concept are:

- 1) Payment systems that reward physicians for effective patient care coordination, and
- 2) A supportive technological infrastructure that can quantify both improved patient outcomes and the savings achieved.

Treo's Building Blocks for Success

Treo Solutions, a national leader in health payment system transformation, has designed an innovative, multi-faceted approach for implementing medical homes, which includes a number of inter-related building blocks for success.

Engaging Patients in Managing Their Care

- A patient assessment and feedback system helps to determine patient confidence in self-management, which assists in better targeting preventive resources and care.

Fostering Communication

- The Treo model relies on interactive communication and a strong partnership between providers, patients and families, and payers. It offers timely, actionable information for all stakeholders.

Setting and Measuring Performance Goals

- A clinically-meaningful (transparent and detailed) classification system is used to measure the sickness burden of the patient population. It groups patients into mutually exclusive categories of illness severity based on multiple comorbidities and conditions, each with a quantifiable expectation of future health usage.

Transforming Payment Systems

- The Treo model groups services into a single unit of payment based on a patient's diagnosis, which is then used as the classifying variable for medical visits. Historical data is used to prospectively adjust visits for the patients' overall burden of disease. This shifts the payment base from provider reported effort, volume and intensity of service to patient condition and outcomes from care.

Treo's Medical Home Building Blocks

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Fostering
Communication

Setting and
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Performance Goals

Transforming
Payment
Systems

The Treo Solutions' Approach to Implementing a Medical Home

Unlike other models, the Treo medical home approach:

- Focuses on the patient and patient engagement,
- Places improved quality at the forefront of the reimbursement process,
- Builds on current physician billing and payer claims processing systems,
- Achieves buy-in from physicians by offering flexible, incremental risk options and arrangements,
- Bundles complementary information technologies to help establish goals and monitor performance measures that translate to payment incentives,
- Attains transparency and leads to relevant, actionable, and timely information for primary care physicians who become medical homes, and
- Demonstrates quantifiable savings in care costs and patient outcomes.

Our approach can help plans achieve savings by:

- Reducing avoidable hospitalizations and preventable readmissions.
- Decreasing unnecessary, expensive routine ancillaries.

- Reducing unnecessary visits to the Emergency Room.
- Improving the value of care at the point of service.
- Enhancing patient self-management and behavior.

Treo Solutions' Powerful Partnerships

The Treo Solutions model for medical homes is built on a powerful partnership that combines the practical knowledge, talent, and experience of experts in medical/clinical service, finance, and information technology.

Treo Solutions brings years of experience in health informatics and data analytics that are used to improve performance and reimbursement and to build more effective payment systems that link quality and payment for services.

3M experts are international leaders in developing clinically-based systems that effectively bridge financial and clinical information.

How's Your Health, built on 20 years of research and development from experts at Dartmouth Medical School, engages patients in their care management.

For more information on Treo Solutions' Medical Home concept, contact Bryan Ness at bness@treosolutions.com or (800) 455-7338.