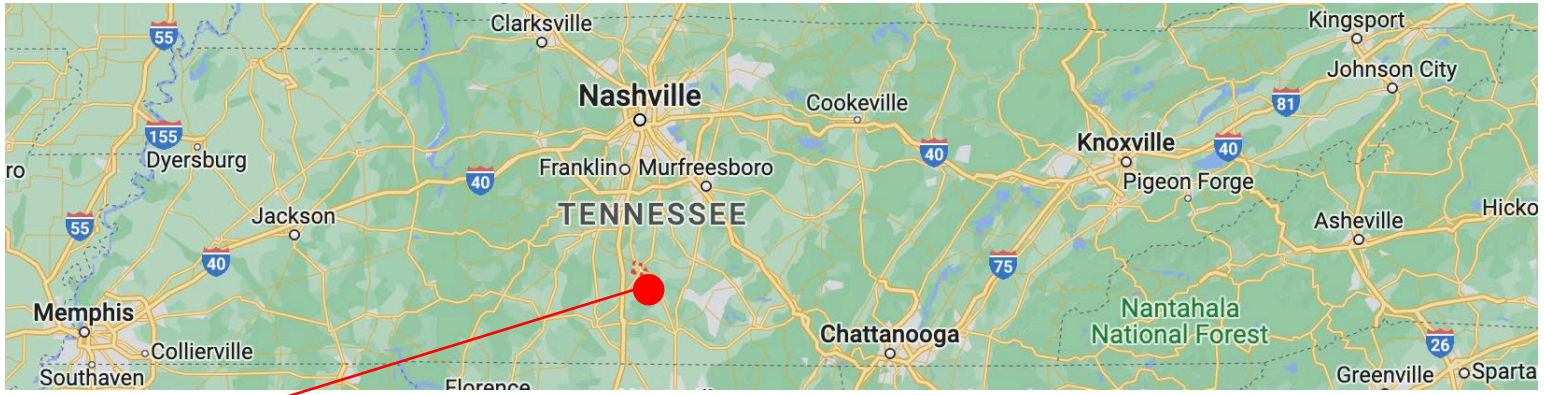
i2i POPULATION HEALTH

Preparing for Value Based Care Now with Population Health Technology NOT More Labor

2023 VCHA Annual Conference

by Justin L. Neece, CEO
September 29, 2023

Background and Intro - Justin Neece



- Lewisburg, TN
  - Small, rural town - 6-7k
  - Mother immigrant from Japan, right after Pearl Harbor
  - Father was in WWII and Korean War (Yokohama, Japan)
  - Both worked in factories entire life
  - Healthcare - 1 critical access hospital & 1 FQHC
  - Care Manager for both parents, over 20 years
  - Father had Alzheimer's for about 7-8 years
  - Mom is 97

- Left Lewisburg to attend Tennessee Technological University - self-funded myself thru school with help from parents - Engineer
- Career in three industries -
  - Automotive manufacturing
  - Retail - Dollar General
  - Healthcare
- Graduate school (wild hair) - University of Chicago, Booth School of Business

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Define Value Based Care - What does the mean?

The **GOAL** of value-based care (VBC) is to link health care payments to the quality-of-care patients receive.

WHY IS THIS DIFFICULT?

The primary challenge is changing the financial incentives from a dominant fee-for-service system that pays more for more encounters rather than more for better results (performance).

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Background on Value Based Care

- 2010 Centers for Medicare and Medicaid Innovation (CMMI) invested to launch Vale Based Care Models, increase quality **and** lower costs

- Physicians, clinics, and hospitals throughout the nation have piloted VBC models, investing their time and resources into fulfilling the goal of providing the right care, to the right patient, at the right time.

- Over $100B to date invested for these new programs and pilots where PROVIDERS extended their hours, hired new staff, implemented new technology, tracked outcomes in registries, and linked their own finances to the success or failure of the quality of care they provide.

What is the Return on Investment?

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Mixed Reviews - Are we progressing?

- VBC originally seen as a **silver bullet** for both quality and cost, but rigorous evaluations over the past decade have shown that VBC's results are fuzzy
- Only a few large-scale VBC **(Medicare)** models have demonstrated **reduced** health care costs
- However, many did IMPROVE **quality** — which is arguably more important to patients and their loved ones and the clinicians that care for them
- However, most policymakers and health plans have **prioritized** the potential for **cost savings** rather than **quality improvement** **or** **population health**

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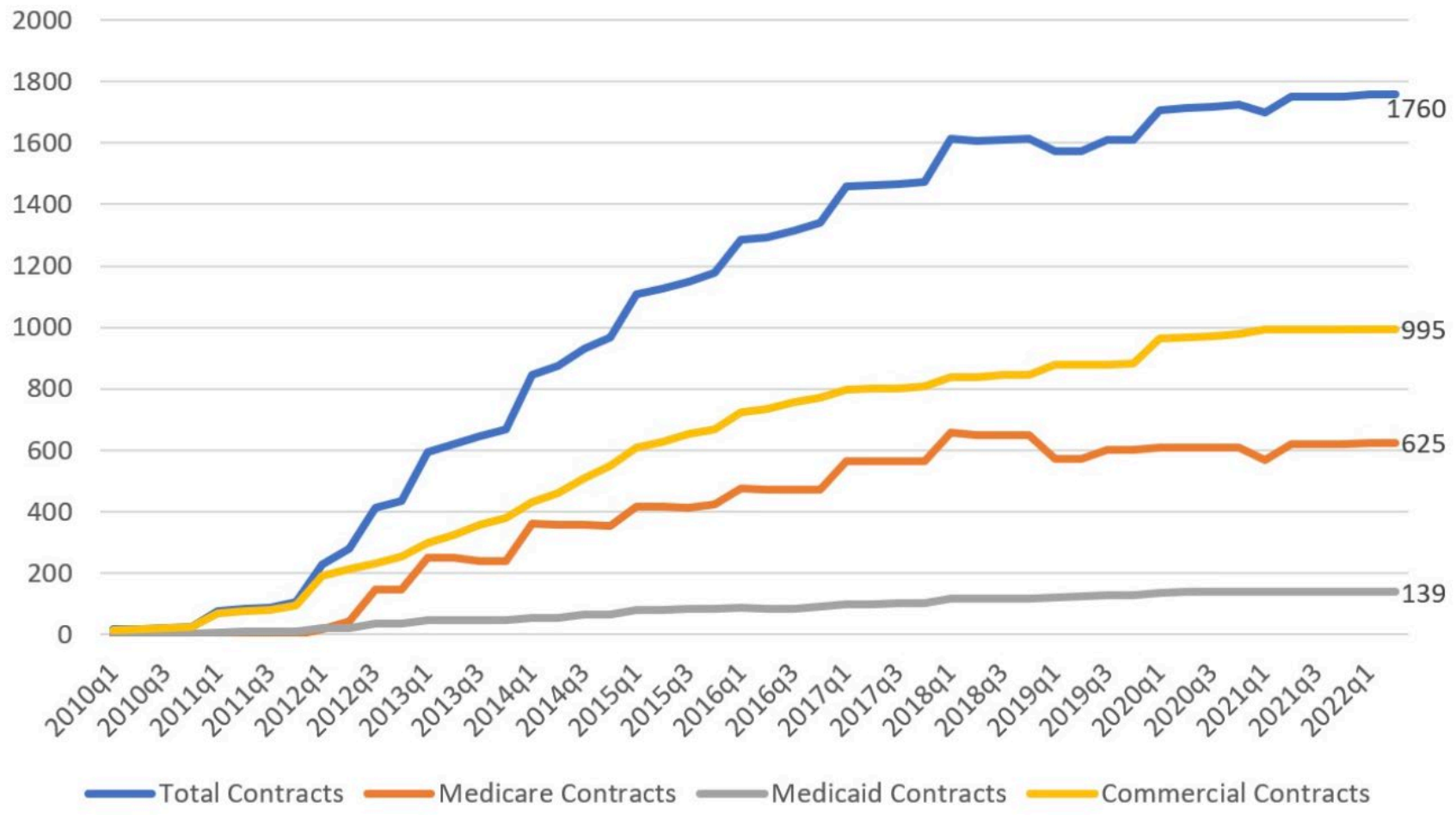
VBC contract growth by PAYER type over time, 2010 to Q1 2022



Source: Milliman Torch Insight.

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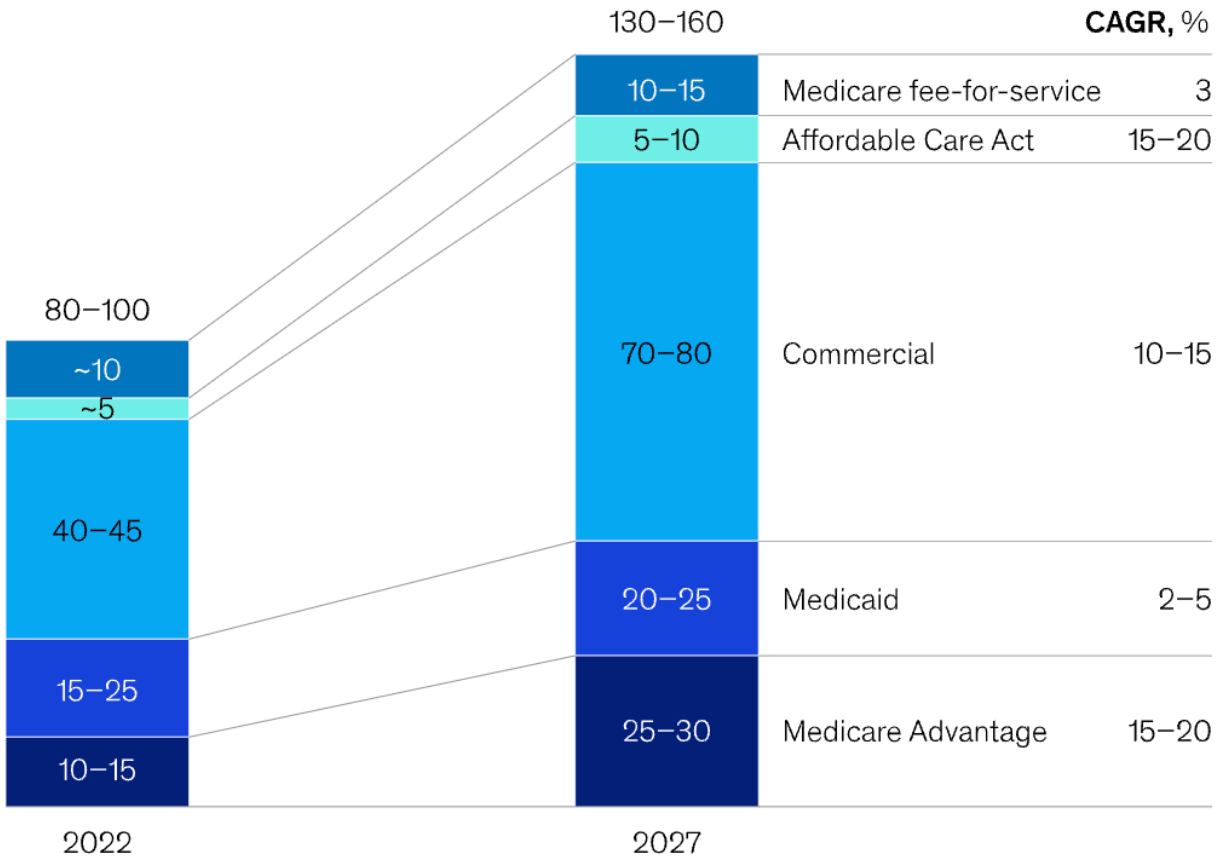
Value Based Care Models will grow over 60% the next five years

Value-based care models are expected to grow across all lines of business.

Lives in all value-based care models,[1] million lives



How should you begin to prepare?

Population Health Management

the process of improving clinical health outcomes of a defined group of individuals through improved care coordination and patient engagement supported by quality and financial care models.

Source: McKinsey Research

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Why Population Health Technology?

All Data, All Lines of Business - Control your Future!

Capabilities beyond the EHR

Data Activation

- Disparate data systems, unified
- Longitudinal patient record
- Single source of data truth
- Get access to your data to leverage for analytics

Competent

Quality Management

- Manage multiple quality programs
- On-demand, dynamic reports
- Quality measure vault with user design capabilities
- Drill-down from enterprise to patient

Comprehensive

Care Management

- Unlimited, real-time patient searches & registries
- Care gap closure with 360 views
- Automate outreach directly from any Quality Report
- SDOH Analytics

Configurable

Advanced Analytics

- Actionable dashboards by site, by provider & by programs
- Explore, identify, and drive performance improvement actions
- Eliminate unnecessary third-party BI tools with a dynamic platform

Coordinated

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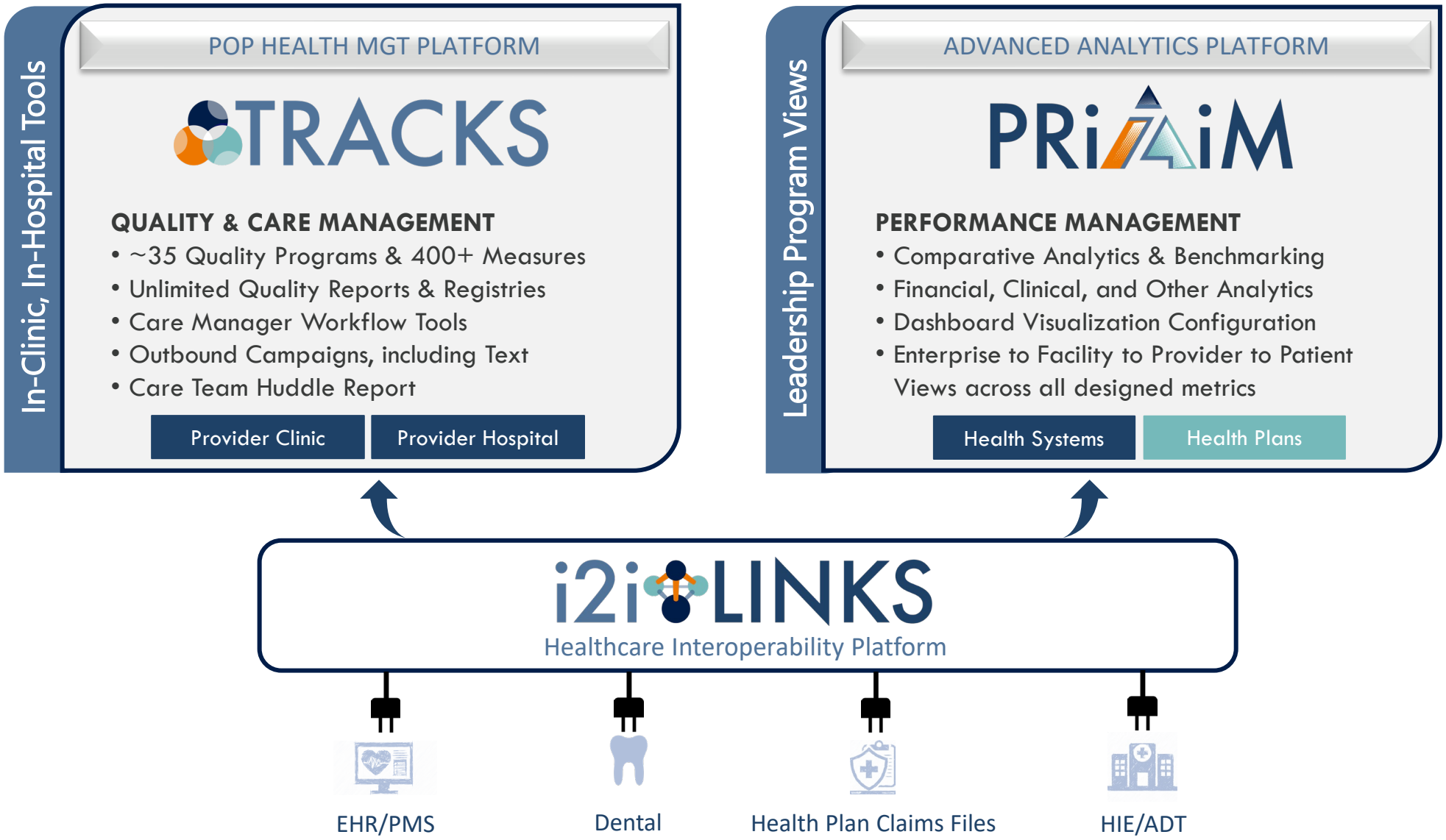
i2i Technology Solutions



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i2i by the Numbers

i2i's two-decades of experience has led to the development of extensive data acquisition and PHM capabilities which create a springboard for future growth opportunities.

350+
Total Provider Customers

100+ (Over 2,000 Interfaces)
EHR & Practice Management Interfaces

30M+
Patients/Members

2,600+
Care Facilities live with i2i Solutions

30
Health Plan Partners
Medicaid Managed Care

40 States with Clients utilizing i2i Population Health solutions

20 Virginia FQHCs Integrated with PRiZiM Data Warehouse (7 to go)

22M Medicaid Lives on platform + Other lines of business: Medicare, Commercial, Uninsured

5 Provider Segments: FQHC, Private Clinic, Hospital, IHS, and Behavioral Health

121 Bi-directional Data Exchange with Provider Organizations and Health Plan Partners

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Current Virginia Status - VCHA & i2i Partnership - Rollout

Health Centers	City	VBC	Tracks	PRiZiM	DSA
Central Virginia Health Services, Inc	New Canton	X	X	X	X
Clinch River Health Services	Dungannon	X	X	X	X
Community Access Network	Lynchburg	X	X	X	X
Community Health Center of The New River Valley	Christiansburg	X	X	X	X
Eastern Shore Rural Health System	Nassawadox	X	X	X	X
Hampton Roads Community Health Center	Portsmouth	X	X	X	
HealthWorks for Northern Virginia	Leesburg	X		X	
Healthy Community Health Centers	Harrisonburg	X	X	X	X
New Horizons Healthcare	Roanoke	X		X	X
Rockbridge Area Health Center	Lexington	X	X	X	X
Southeastern Virginia Health System	Newport News	X		X	
Tri-Area Community Health	Laurel Fork	X	X	X	X
Capital Area Health Network	Richmond	X		Implementing (eCW)	
Bland County Medical Clinic, Inc.	Bastian	X		implementing	X
Greater Prince William Community Health Center	Woodbridge	X		Implementing	X
Horizon Health Services, Inc.	Ivor	X		Implementing	X
Stony Creek Community Health Center	Stony Creek	X		implementing	X
Blue Ridge Medical Center	Arrington	X			
Daily Planet Health Services	Richmond	X			
Highland Medical Center, Inc.	Monterey	X			
Neighborhood Health	Alexandria	X	X		
Southwest Virginia Community Health Systems, Inc.	Meadowview	X			
Johnson Health Center	Lynchburg			X	
Stone Mountain Health Services	Jonesville		Implementing	X	X
PATHS	Danville			Implementing	X
Martinsville Henry County Coalition for Health and Wellness	Martinsville				
Southern Dominion Health Systems	Victoria				
	TOTALS	22	11	20	

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CUSTOMER EXPERIENCE

is not a GOAL
but a MUST

Patients to Customers

DATA INTELLIGENCE

is not an IDEA
but an IMPERATIVE

Pop Health is Powerful

PARTNERS IN ACTION

is not a TASK
but a STRATEGY

Health Plan Collaboration

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