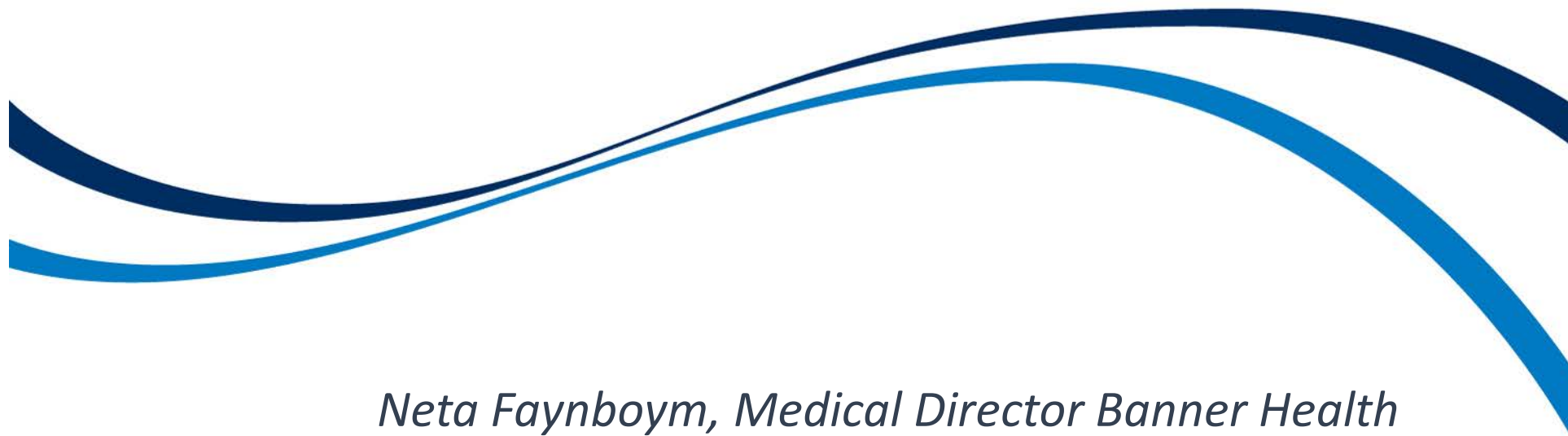


Population Health Management: Banner Health Network's Perspective



*Neta Faynboym, Medical Director Banner Health
Network*

BANNER AT A GLANCE

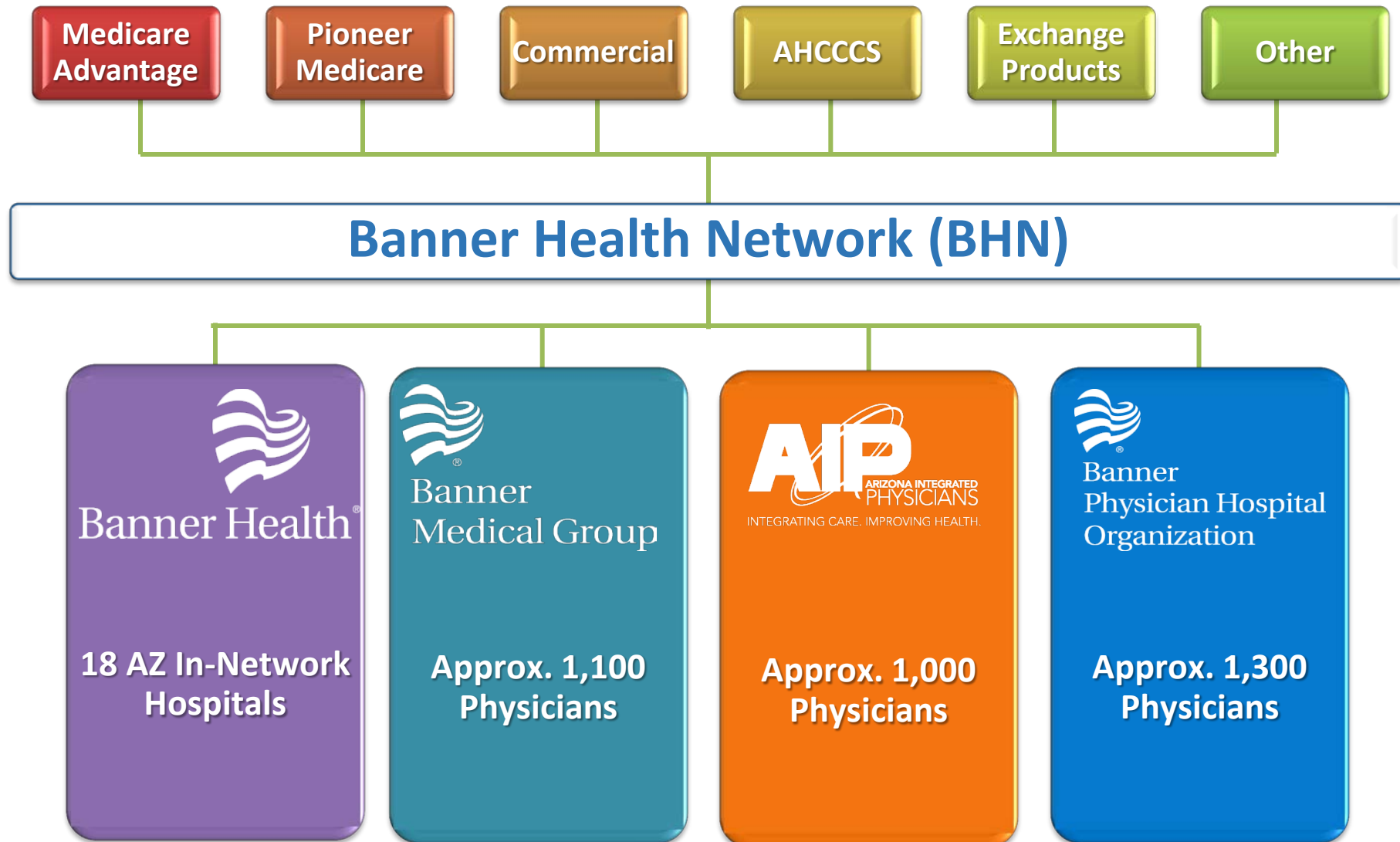


Banner Health®

- 29 Acute Care Hospitals
- Banner Health Network with 400K lives in risk arrangements
- Banner Medical Group – 1400 providers
- Banner University Medical Group – 800 providers
- Specialty Hospitals – Heart, Children’s and Behavioral
- Partnership with University of Texas MD Anderson Cancer Center
- Outpatient Surgery
- Medical Education
- \$5.4 billion in revenue, 2014
- Acquisition of University of Arizona Health Network in 2015



PROVIDERS AND CARE SERVICES

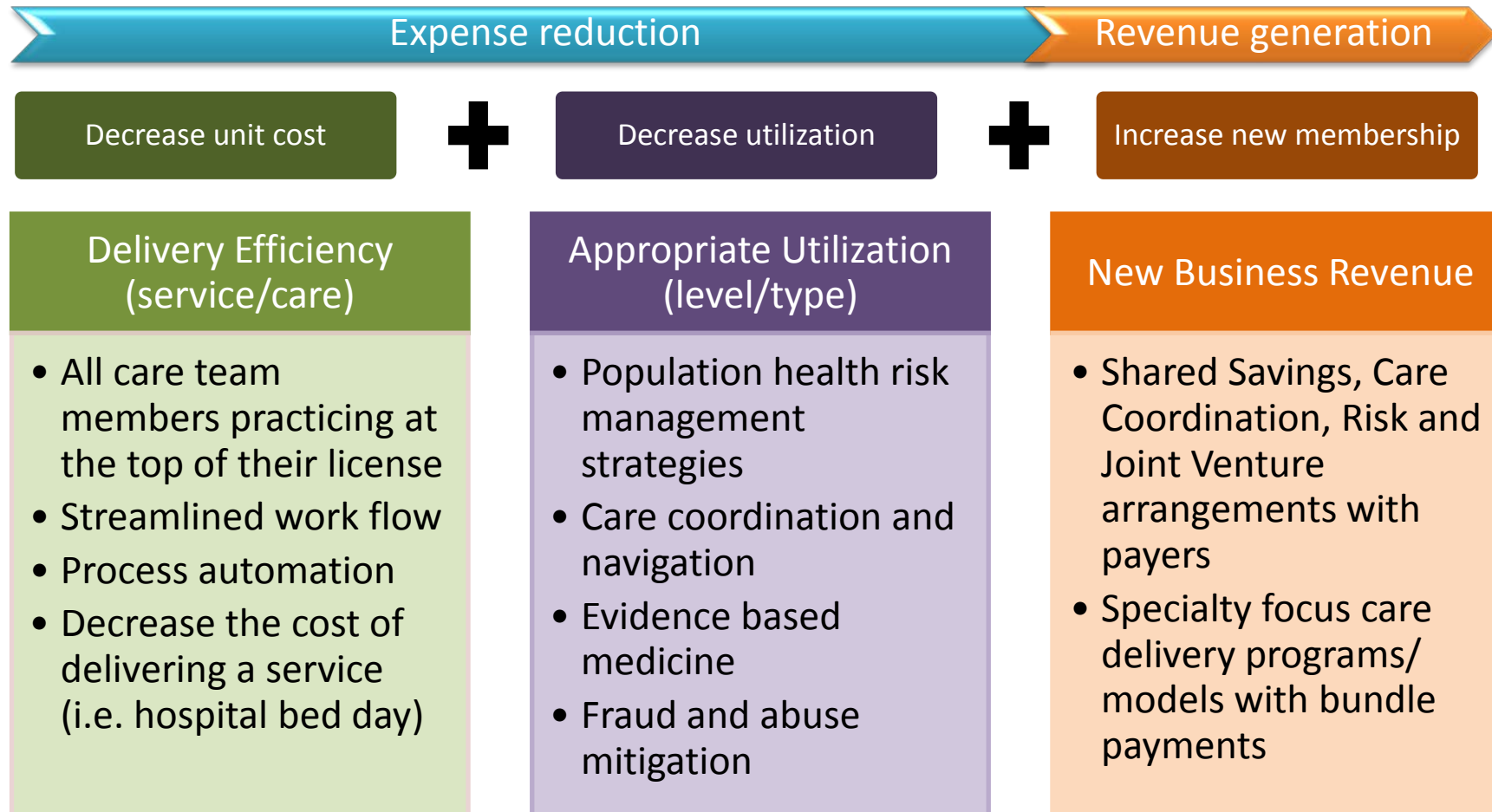


BANNER HEALTH NETWORK VISION

To be the health system of choice in markets we serve for those that entrust their health and wellbeing to us.



VALUE PROPOSITION IN AN ACO -TYPE MODEL



... while increasing quality and member experience

HOW WE APPROACH POPULATION HEALTH



FOUR FOUNDATIONAL ELEMENTS – THE HOW

Banner Health Network



**Care
Management**



**Air Traffic
Control**
*Real time
monitoring*



**Actionable
Data
Analytics**



**Seamless
transitions of
care**

Banner Health Integrated Care Delivery Model

FROM RAW DATA TO MEANINGFUL ACTIONS

Data Collection & Aggregation

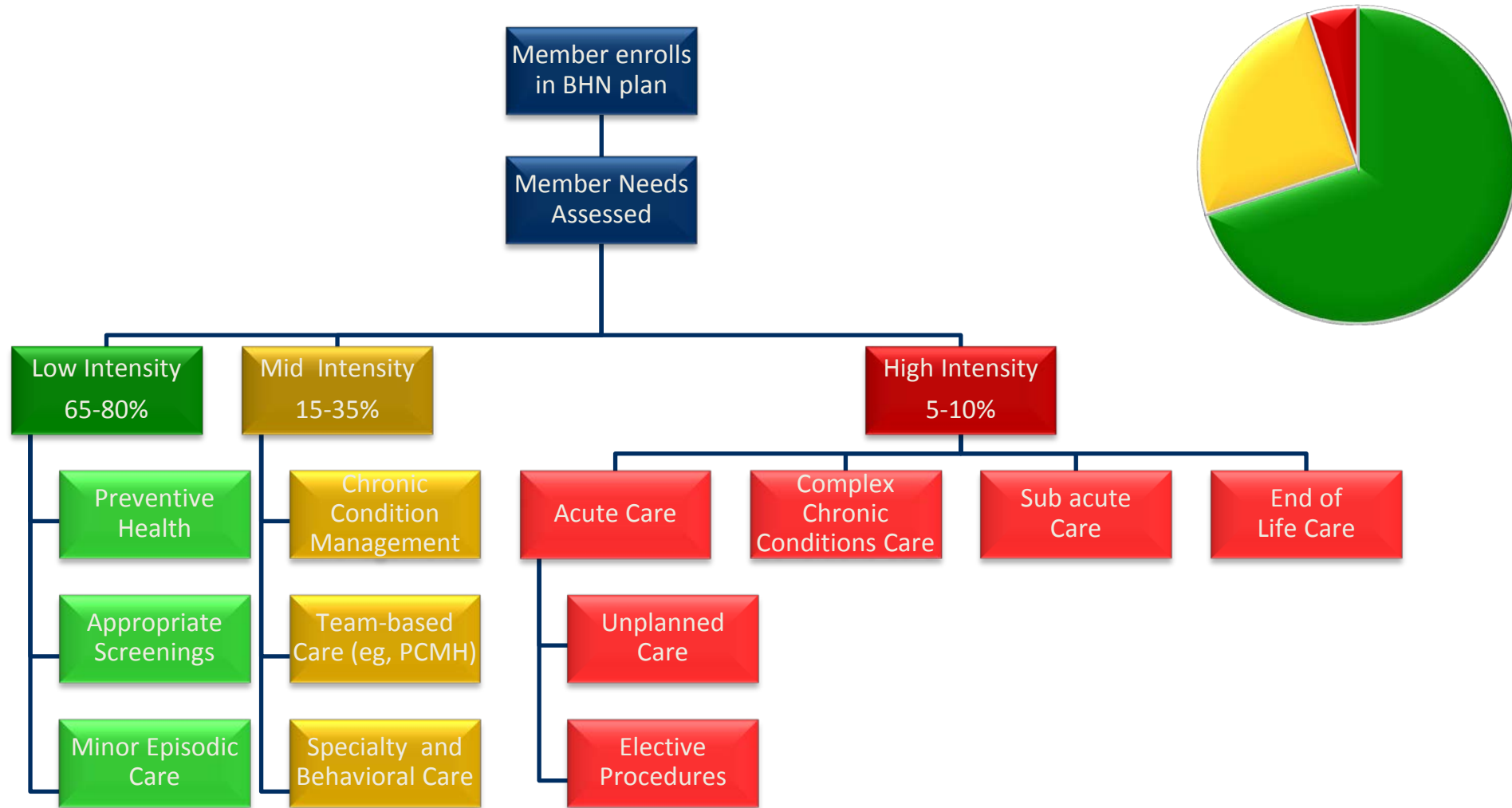
Point of Care Clinical & Decision Support Tools

Member and Provider Engagement Tools

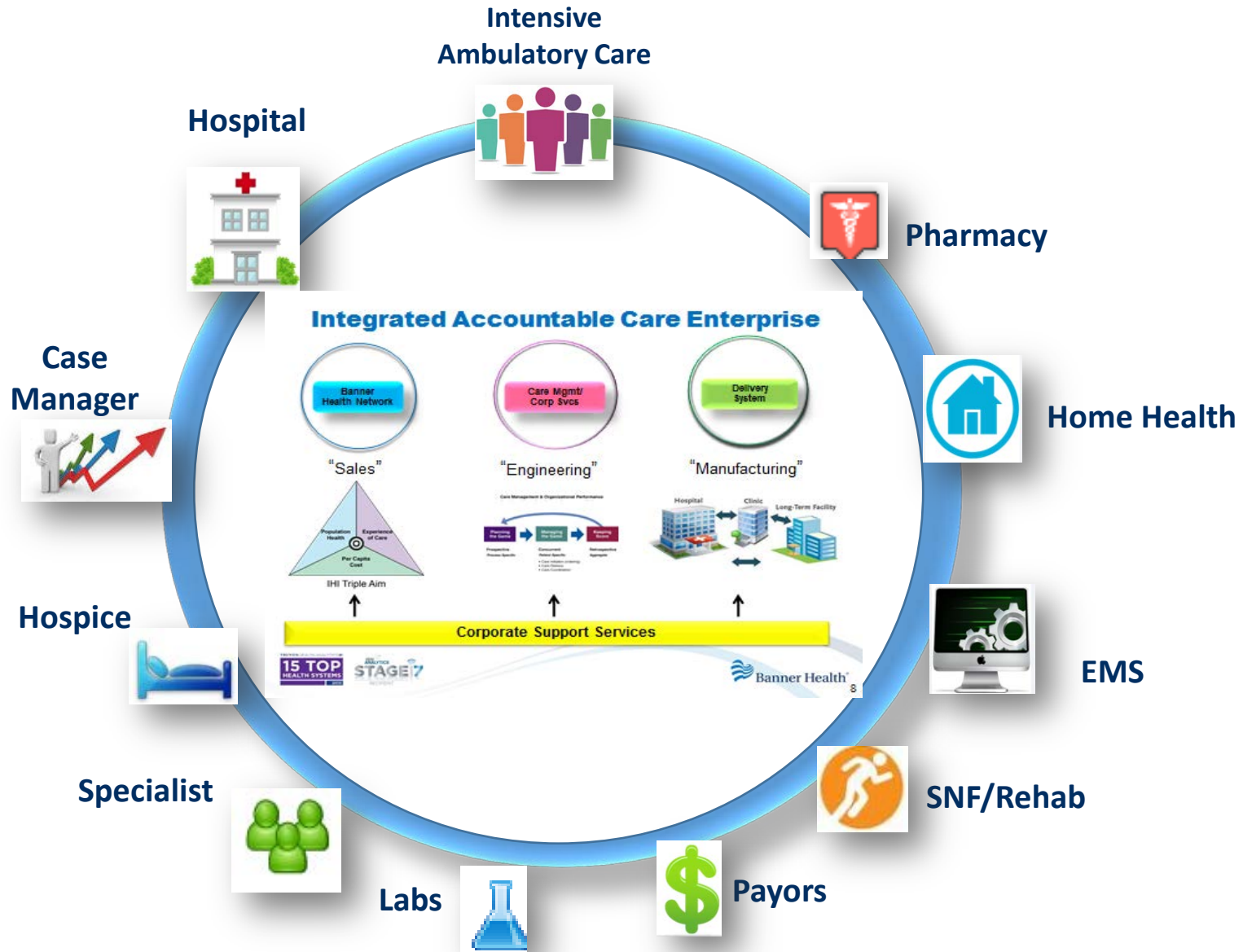
Clinical Quality, Utilization, & Cost Reporting

Correlational & Predictive Analytics

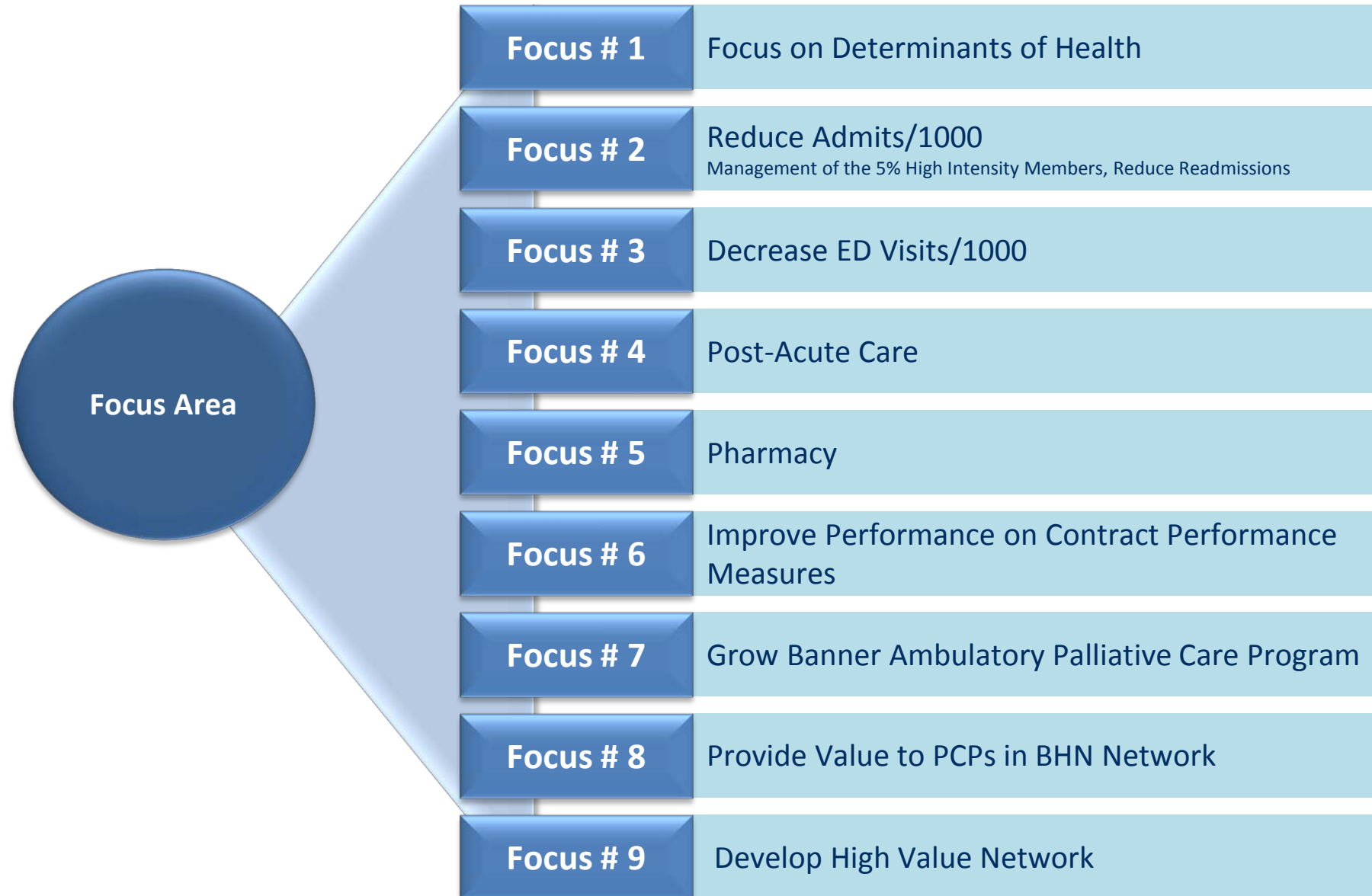
HEALTH MANAGEMENT MODEL



CONTINUUM MANAGEMENT

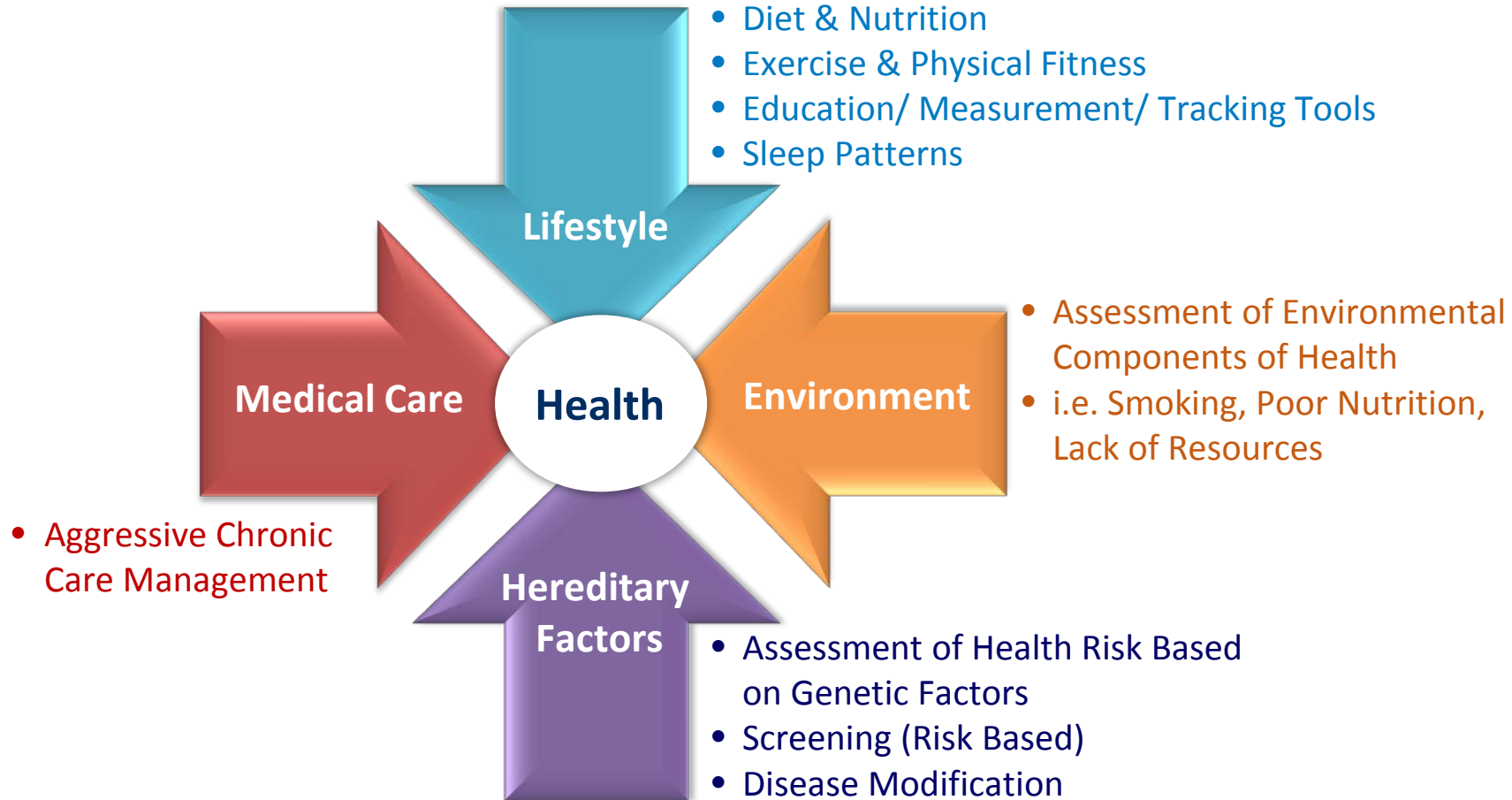


IMPROVING HEALTH AND LOWERING COSTS



#1 FOCUS

UNDERSTAND & PRIORITIZE NEEDS OF THE POPULATION



Biopsychosocial Model

MEMBER EXPERIENCE CENTER

Medical Advice & Follow Up

eVisit

PCP Appointment

Urgent Care ER



**BHN
Member**



**Member
Experience
Center**

New Member On-Boarding

Care Gap Closure

Connection to Care Management Programs

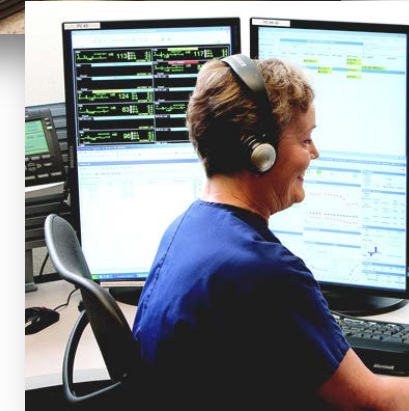
Manage Care Transitions

TARGET HIGH INTENSITY MEMBERS' WITH TELEHEALTH

27% reduction in cost of care

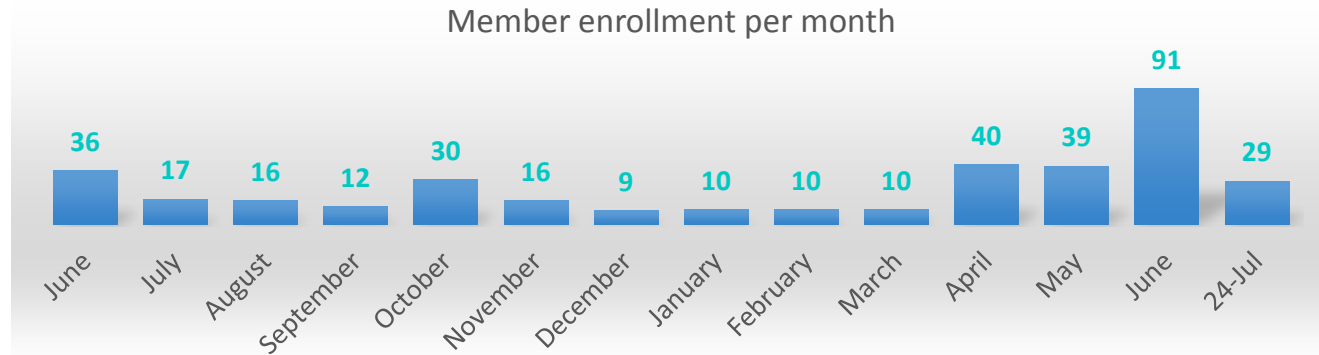
32% reduction in acute and long term care costs

45% reduction in hospitalizations

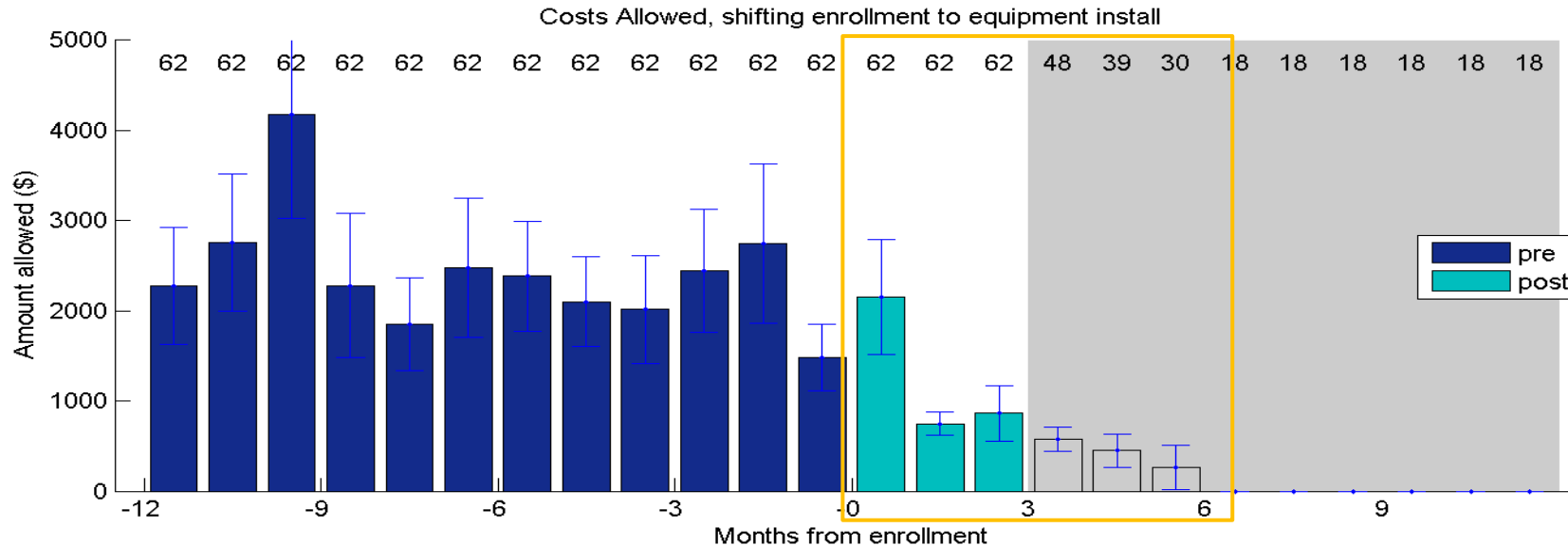


ICARE – HOME BASED TELEHEALTH - 460

Enrollment in iCare – Goal 500 members

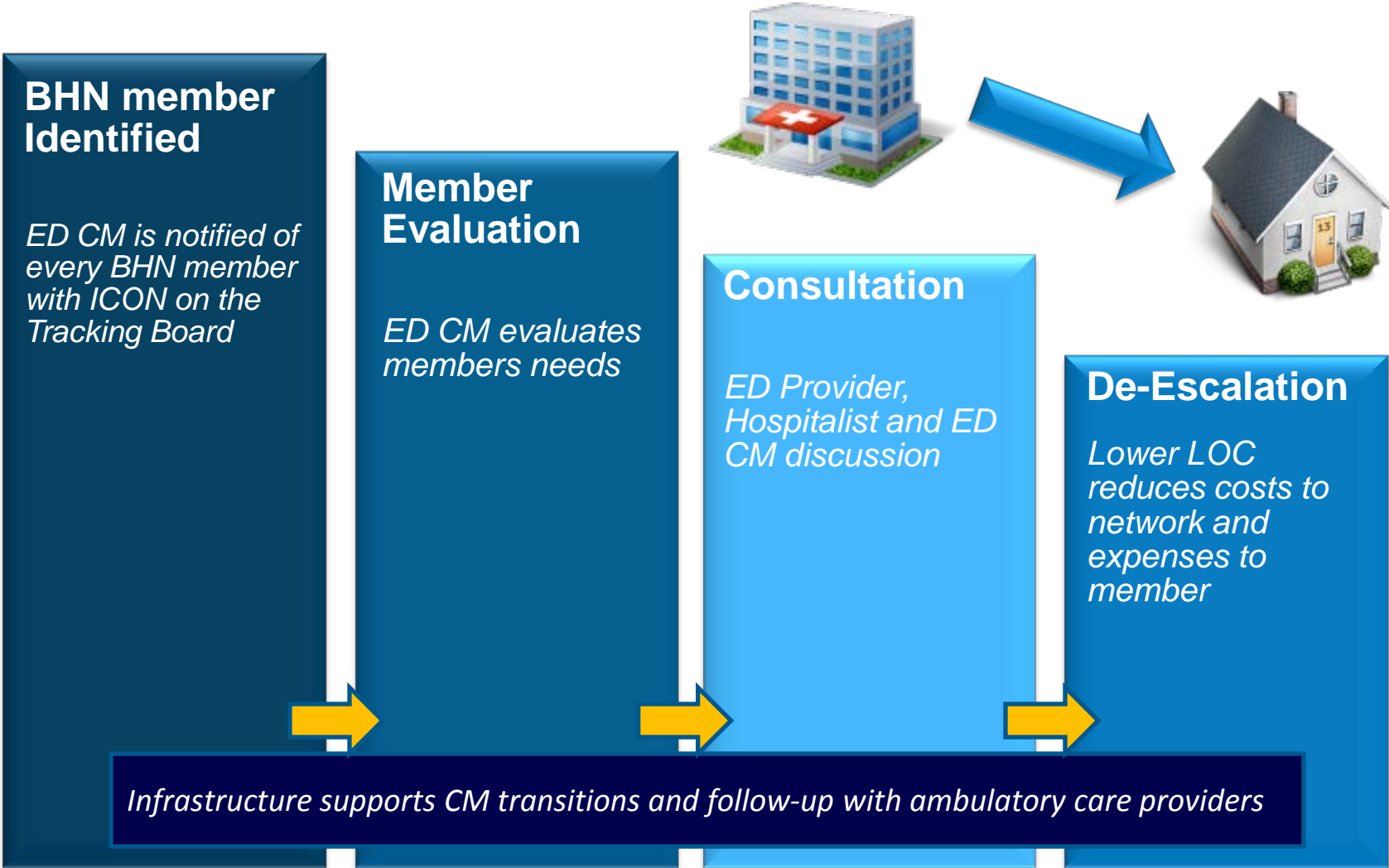


iCare Data Overview



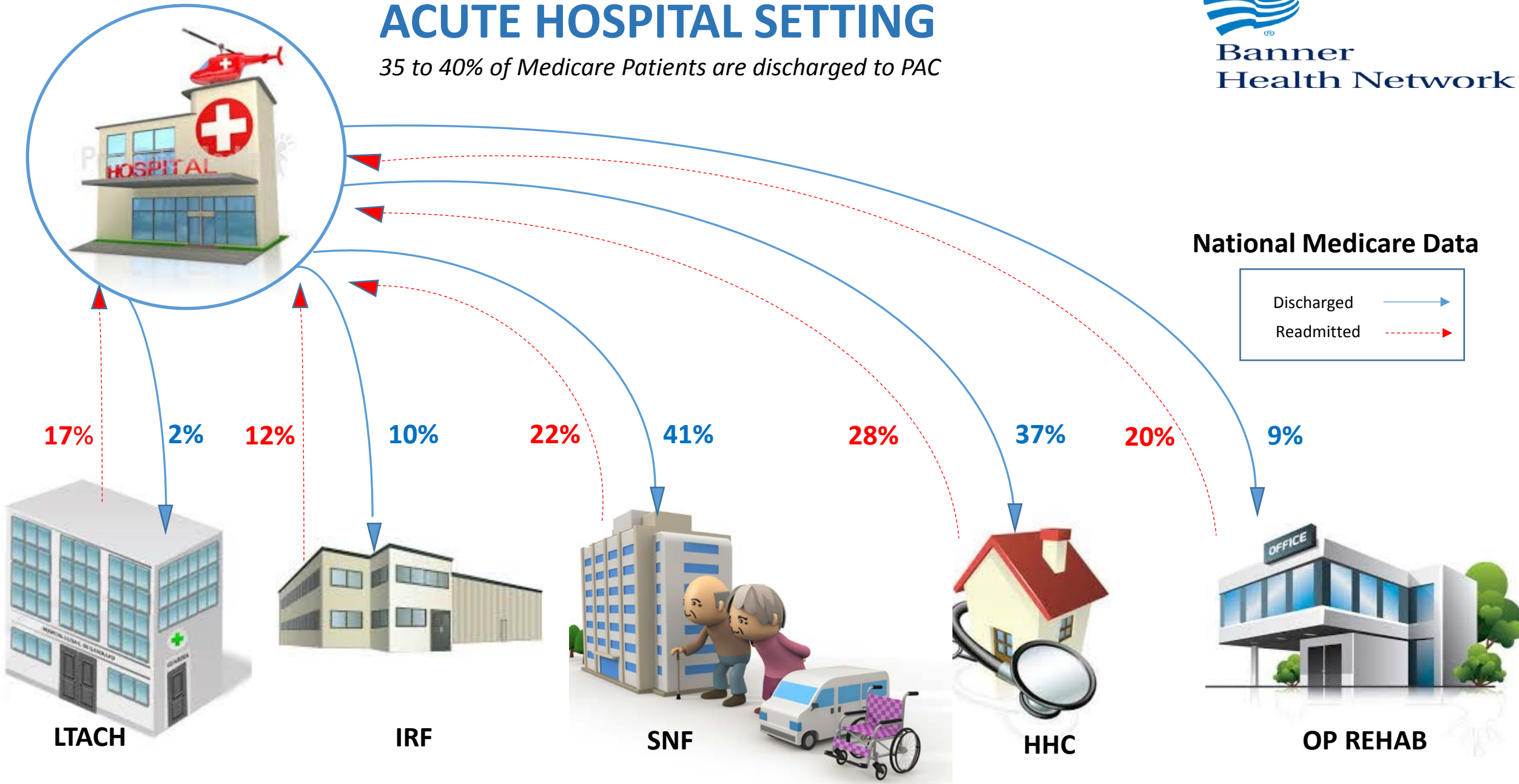
IAC Period

DE-ESCALATE HIGH COST CARE SETTINGS....



ACUTE HOSPITAL SETTING

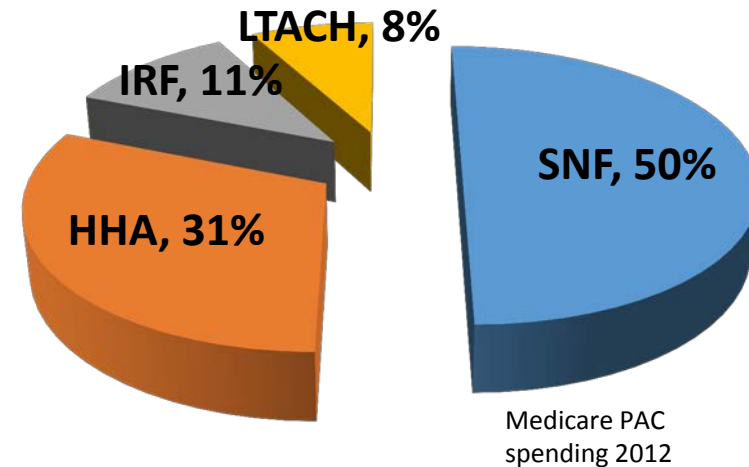
35 to 40% of Medicare Patients are discharged to PAC



PAC BY THE NUMBERS

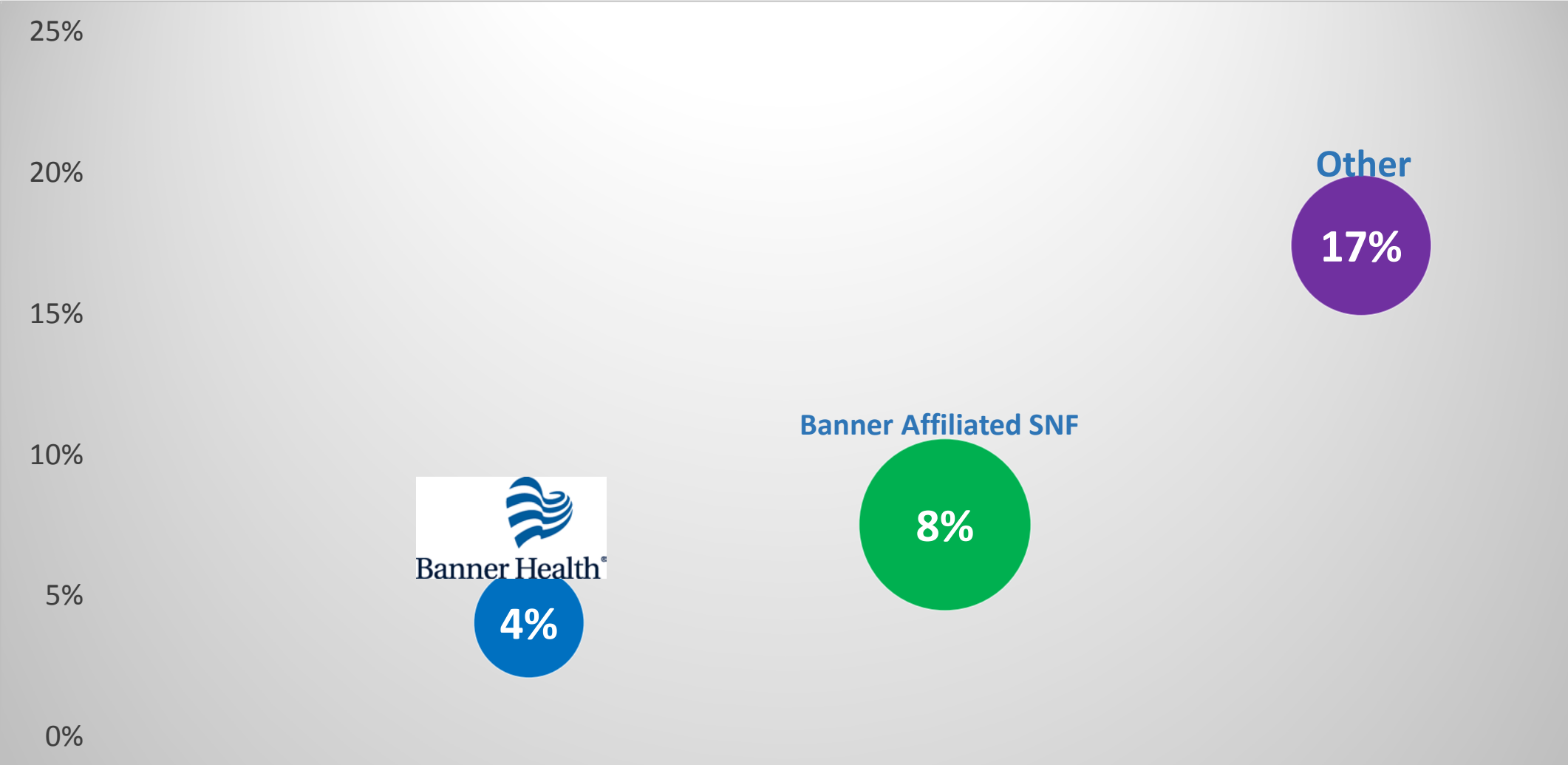
- ❑ PAC costs 20 to 25% of the total medical expense for a Medicare beneficiary.
- ❑ PAC spending, with annual growth in the last decade is outpacing other service categories by 50% or more.
- ❑ It now accounts for a significant portion of overall Medicare expenditures.
- ❑ **\$65 Billion Annually!**

PERCENT SPENDING BY MEDICARE ON PAC SERVICE

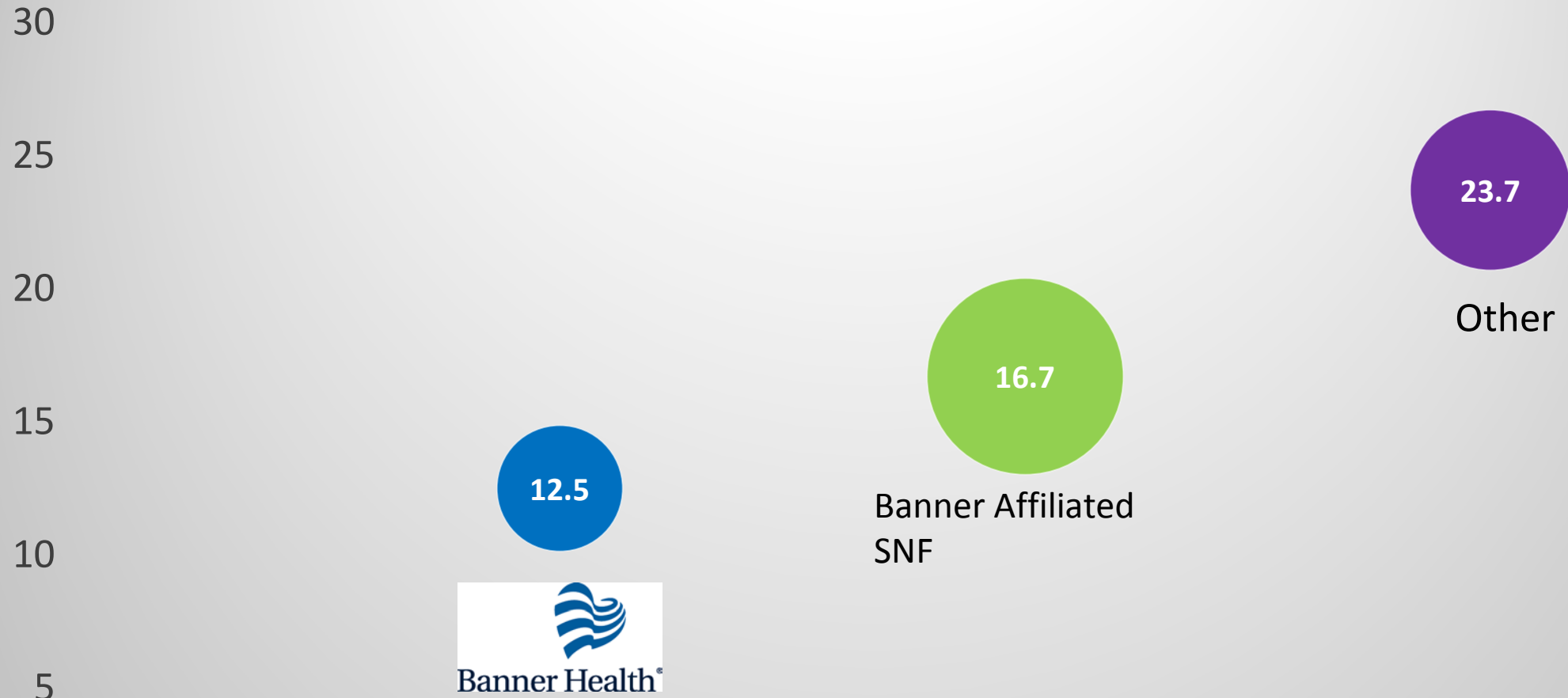


- Up to 40%** Overutilization of SNF days (the largest piece of the pie). 25% of SNF admits could go home
- \$10 Billion** Amount that could be saved by Medicare annually if patients utilized the appropriate PAC setting
- Over 8%** The rate at which Medicare spending for SNF, LTC, and Homecare grew annually from 2001 -2012

BHN & ACO SKILLED NURSING READMISSION RATES



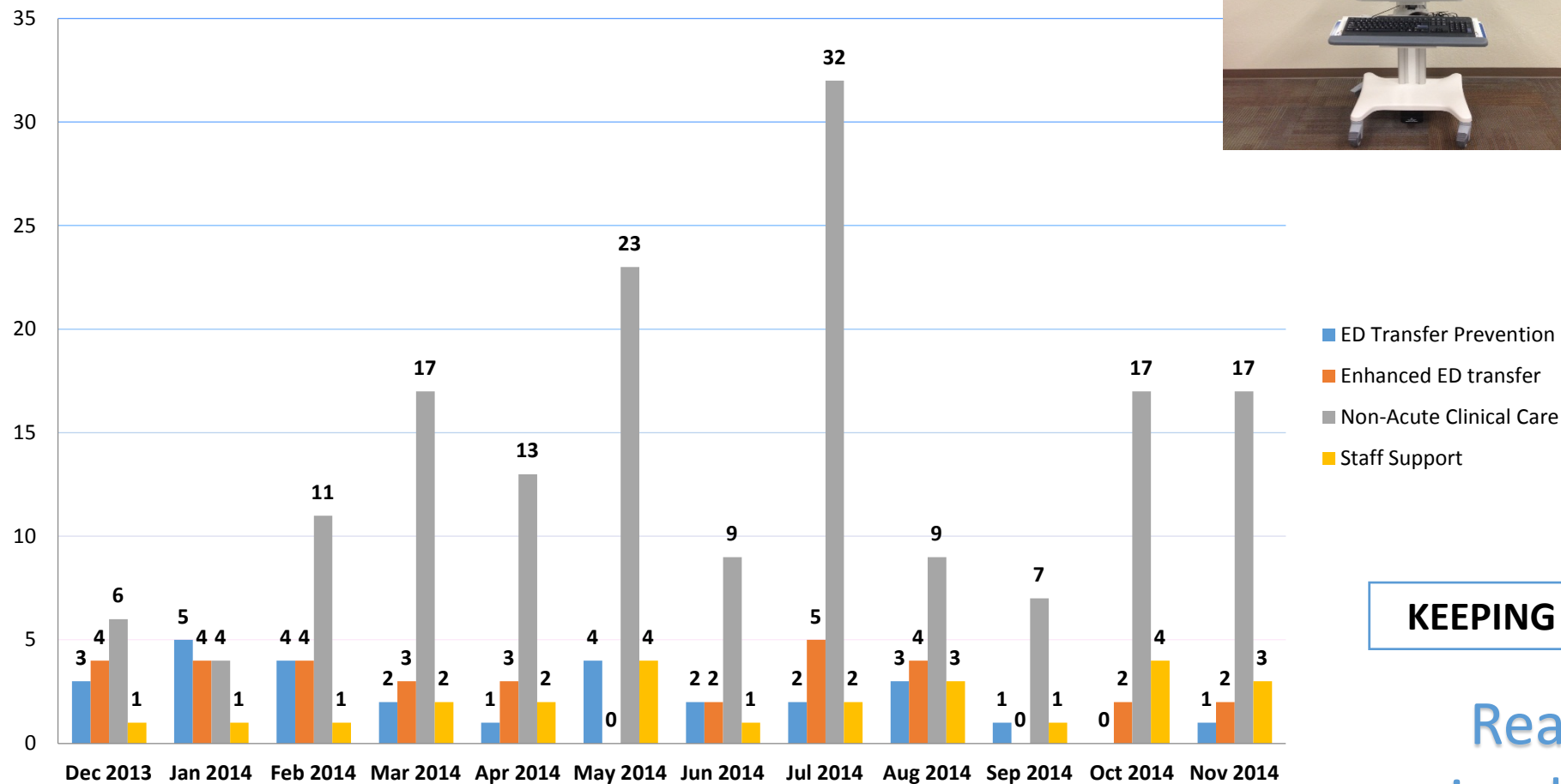
BHN SKILLED NURSING ALOS 2014





TELE-SNF

Boswell Rehabilitation Center Utilization Dec 2013 - Nov 2014



KEEPING HEADS IN BEDS!

Ready to be
implemented
in Affiliated SNF's

COMPARISON OF OUR SNF PBPM COST VS ALL OTHER PIONEER ACOS 2014 Q2



QUESTIONS?

