

WV Health Innovation Collaborative  
Lower Cost Work Group  
Meeting Notes  
April 15, 2015

Participating: Jeremiah Samples - DHHR, Secretary's Office  
Jeff Wiseman - DHHR, Secretary's Office  
Penney Hall - DHHR, BMS  
Verena Mullins - DHHR, Secretary's Office  
Dave Campbell - WV Health Improvement Institute  
Jeff Coben - WVU  
Nancy Sullivan - DHHR, Secretary's Office  
Carolyn Charnock - Kanawha County Ambulance  
Anne Williams - DHHR, BPH  
Chuck Thayer - DHHR, BPH  
Tony Atkins - DHHR, BMS  
Ted Cheatham - PEIA  
Christine DeRienzo - PEIA  
Dan Mace - DHHR, BPH  
Amanda McCarty - DHHR, BPH  
Pam King - Office of the Insurance Commissioner  
Terri Giles, West Virginians for Affordable Health Care  
Rahul Gupta - DHHR, BPH  
Brenda Nichols-Harper - Anthem, Inc.  
John Moore – Bowles Rice  
Jason Landers, WV Family Health  
Phil Shimer – TSG & WVBHPA  
Brent Tomblin – Partners in Health Network  
John Earles – Logan Health Foundation  
Bob Whitler – Partners in Health Network/CAMC  
Jean Kranz – WV Health Improvement Institute  
Lisa Lee-Ranson – DHPCD  
John Wiesendanger – WV Medical Institute/Quality Insights  
Louise Reese – WV Primary Care Association  
Sharon Carte – WV Children's Health Insurance Program

Participating By Phone:

Chris Clark – GOHELP  
Chris Budig – WV Telehealth Alliance  
Perry Bryant – West Virginians for Affordable Health Care  
Mat Kendall – Aledade  
Sarah Chouinard – Community Care  
Renate Pore – West Virginians for Affordable Health Care  
Barbara Wessell - Wellpoint  
Kristy Walker – Community Care  
Patti Ruddick - WV Medical Institute  
Carla Van White – WV Medical Institute

Jeremiah opened with introductions. He reminded work group members that the Better Health Work Group meeting is scheduled for April 21, 10:00 – 12:00 and the Better Care Work Group meeting is scheduled for April 21, 2:00 – 4:00. He encouraged members to pass the word about the WV Health Innovation Collaborative and the work groups. The meetings are open to everyone.

Jeremiah introduced John Wiesendanger, WV Medical Institute. Mr. Wiesendanger gave a brief overview of Aledade and introduced Patti Ruddick, WV Medical Institute and Mat Kendall, the EVP, Provider Networks with Aledade who will be presenting at today's meeting.

### **Affordable Care Organizations (ACO's)**

- Mr. Kendall shared a PowerPoint presentation with the group that was sent out to everyone in advance of the meeting
- Turn fee-for-service into a value-based service. Value-based care is good for everyone; good for the doctors, good for the patients and good for the society.
- Physician-lead ACOs are key to the success of value-based care.
- Primary Care Physicians have the most to gain and least to lose.
- Aledade provides:
  - Upfront Capitol
  - Data Analytics
  - Practice Redesign (partnered with WVMI – WVMI will assist Aledade to ensure that the practices in WV are leveraging the extensive local resources)
  - Cloud-based Technology (can be used as a population health tool)
  - ACO Leadership
  - Passion
  - Regulatory Expertise
  - Practice Selection
- Aledade makes it easy and inexpensive for Primary Care Physicians to form Accountable Care Organizations:
  - New LC
  - On-site support
  - EHR optimization
  - Integrated tech platform
  - Predictive Modeling
  - Quality Reporting
  - Benchmarking
  - Referral networks
  - Event surveillance
  - Patient outreach
- Also working with hospitals and long term care organizations

Mr. Samples thanked Mr. Kendall for this presentation and a question and answer period followed.

- ACO is a group that is dedicated to improving the quality of care to decrease the cost of care.
- Aledade's goal is to have 11,000 Medicare patients in the model for WV. \$110M estimated cost for total cost of care. Working in WV with 20 models, 30 to 40 providers total

- Savings and Benchmarks will come out of the model.
- Practice Redesign – decrease number of readmissions. Transformation will grow as they get deeper in the process.
- Support Practice Transformation – giving providers information about their practice, showing them where to go to find data and using data to drive outcomes
- If there is a loss, Aledade doesn't get paid. It is a one-sided risk – doesn't hurt the provider
- Participation is open to FQHC, RHC – hospitals more difficult.
- Population health – will have to work with hospitals especially in rural areas

Mr. Kendall thanked the work group members for the opportunity to present. It is a very fascinating approach and he is very excited about working with the WV Medical Institute. If you have additional questions for Mr. Kendall, you can email him at [mat@aledade.com](mailto:mat@aledade.com)

The next agenda item is an update on the Health Improvement Plan. Jeremiah introduced Amanda McCarty, Bureau for Public Health, reporting for the SHIP task force.

- Shared the WV Health Innovation Collaborative Strategic Priorities. These priorities have been shared with all the work groups in the collaborative. The last revision was made when it was suggested to add mental health as a priority. She shared the revised draft with the work group members and all information was sent to members in advance of the meeting.
- She shared the data elements on mental health with the group, depression and suicide rates.

Discussion ensued. It was decided and agreed upon by the Lower Cost Work Group members to add Behavioral Health as a priority and change substance abuse to tobacco. Amanda will make these changes to the Strategic Priorities and share with the Better Health and the Better Care Work Groups on April 21 at the next meeting. A copy of the revised draft is attached for your review.

- Ms. McCarty shared the Health Improvement Plan next steps and a draft of the WV Health Improvement Plan. These materials will also be shared with the Better Health and Better Care Work Groups at their next meeting.
- Working to make sure that the SIM Plan and SHIP's strategic priorities.

Mr. Samples thanked everyone for attending and encouraged attendees if they have topics of interest they would like to hear about, please share.

### **Next Meeting**

WVHIC Lower Cost Work Group  
 May 20, 2015  
 1:00 – 3:00 p.m.

Agenda items: Dr. Michael Mills, BPH, Office of Emergency Medical Services speaking on Community Paramedicine – a model in Texas  
 Dr. Karen Fitzpatrick, WVU Department of Family Medicine – Patient Centered Medical Homes – Cost Savings