WCP Update Agenda

- Review of Clinical Integration
- Why start a Clinical Integration Entity?
- Who is helping to create WCP
- WCP Guiding Principles
- Stages of WCP Development
- WCP Status Update
- Value of participating in WCP
To qualify as clinically integrated organization, the following conditions must exist:

1. a **network of physicians** willing to demonstrate “**a high degree of interdependence and cooperation**,” through
2. a **program of initiatives** designed to “**control costs and ensure quality**,” which
3. is supported by an **infrastructure** that allows the physicians to “**evaluate and modify practice patterns.**”

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**What is Clinical Integration?**

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**DEPARTMENT OF JUSTICE**

**Statements of Antitrust Enforcement Policy in Health Care**

Issued by the U.S. Department of Justice and the Federal Trade Commission

August 1996
Why start a CLIO?

Patients, Employers and Payors all want Value Based Care
# Lymphoma or Leukemia Surgery

**Total Fair Price:** $13,683

<table>
<thead>
<tr>
<th>Service Type</th>
<th>Fee</th>
<th>Fee Details</th>
<th>Pricing Agreement</th>
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<tbody>
<tr>
<td>Hospital Services</td>
<td>$10,830</td>
<td>Price is for a 9 day admission. More days charged at $1,800 per day.</td>
<td>Printable Detailed Pricing Agreement</td>
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<tr>
<td>Physician Services</td>
<td>$1,814</td>
<td>Physician fee for procedure and routine postoperative care. Surgery to stage or treat lymphoma or leukemia</td>
<td>Printable Detailed Pricing Agreement</td>
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<tr>
<td>Anesthesia</td>
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</table>
Why create WellStar Clinical Partners?

- Creates and demonstrates **quality and efficiency**
- **Enhances partnerships** with physicians on health system initiatives (core measures, clinical pathways, standardized order sets, etc.,)
- Develops a more **collaborative** relationship amongst the medical staff
- **Differentiate** all participants on the basis of **quality** to position themselves at an advantage in the market
- Creates **efficiencies** and minimizes redundancy
- **Coordinates** healthcare services and enables improved **clinical outcomes**
- Positions partners for **performance-based payments**
To deliver world-class healthcare to patients through outstanding physician leadership, innovation and quality outcomes

Vision Statement

To optimize the well being of the communities we serve through improved quality care and collaborative health management to maximize value for the patient

Mission Statement

To be accomplished through our physician-led, clinically integrated organization

CLinically Integrated Organization

C – Clinical Quality & Efficiency Goals
+ 
L – Physician Leadership
+ 
I – Aligned Incentives
+ 
O – Data-Driven Outcomes

CLIO Guiding Principles

The WellStar CLIO Will...

- Be patient-centric and population/community focused
- Be physician-led
- Bring value to all key stakeholders: patients, physicians, purchasers, and the health system
- Be structured to enable affiliated physicians to remain independent, and all physicians to be successful
- Be guided by the principles of fairness and transparency
- Include payor contracting to appropriately align incentives for quality and efficiency
- Accept a level of financial risk appropriate to our capabilities to effectively manage care
- Be transformational
- Measure success by improvement in metrics reflecting the continuum of care
- Leverage existing assets and infrastructure wherever possible
Stages of WCP Development

- Temporary, short-term structure
- Designed for early-stage decisions
  - Board & governance
  - Investment (IT)
  - Timeline critical (quality metrics)

- Appointed fiduciary board and officers
- Structure, authority & accountability for key strategic, operational & business decisions
  - Chartered Committees
  - Parliamentary Rules

Kick Off
- Project Charter
- PMO Structure
- Project Steering Committee
- Established Task Forces

Stage 1
- WCP Project Steering Committee
  1. Operating Model Task Force
  2. Informatics Task Force
  3. Quality Task Force
  4. Population Health Task Force

Stage 2
- WCP Board
  1. Governance
  2. Quality
  3. Network Development
  4. Population Health
  5. Finance & Contracting
## WCP Status Update

### Project Dashboard

<table>
<thead>
<tr>
<th>Team</th>
<th>Summary</th>
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</table>
| **Operating Model** | • Initial draft of operating agreement complete  
• Steering committee and health system representatives finalizing health system reserved board powers and contracting roles and responsibilities for WCP & ACO  
• Plan to formally activate company and seat board in November 2014  
• Development and review of business model in process |
| Infomatics        | • Selected recommended IT vendor for quality data aggregation  
• Developing detailed IT implementation plan  
• Creating IT & data access policy to govern the collection of data from affiliate physician practices |
| Quality Metrics   | • List of 95 proposed quality metrics for year 1 selected  
• Working with informatics task force to specifically define metrics and evaluate operational feasibility of collection |
| Population Health | • Identifying stakeholders and continuing development of detailed project plans for implementation of initial PHM initiatives  
• Working to optimize care management interventions for existing managed populations |
| Communications    | • Initial marketing collaterals developed;  
• WCP website landing page and informational videos in process  
• Planning enrollment process. |
Value of joining WCP

- **Locally developed** best practices for patient care leading to **improved quality and efficiency**
- **Physician-led** and governed organization
- Health system organizational and financial **support**
- Collective **single-signature contracting** to support improvements in quality and efficiency
- **Enhanced coordination/communication** among physicians and WellStar
- Access to **analytical tools** such as patient risk identification and Care Management
- Assistance with **meaningful use**
- Increased capabilities for **managing quality and cost of care**
**WCP Vision:**

To deliver world-class healthcare to patients through outstanding physician leadership, innovation and quality outcomes.