

Next step ... Payer Contract Negotiations

- Shared Risks/Shared Savings
- Opportunity to decrease costs, share savings and impact care for our patients.
- Savings are in coordinating care for our most complex patients.
- Payer system needs to recognize the value of the services Community Health Centers provide.



WAIANAE COAST
COMPREHENSIVE
HEALTH CENTER

www.wccbc.com

Cost Saving Areas – Aligned Incentives:

Facility Costs:

- Decrease hospitalizations**
- Decrease hospital days**
- Decrease 30-day hospital re-admissions**
- Decrease ER use**

Drug Costs:

- Increase generic medication dispensing rate (GDR)**
- Improve medication adherence**

Other:

- Increase Advanced Directives on file**



Uniqueness of Contract

Reimbursement for incorporation of Supplemental Patient-Centered Health Care Home Standards:

- Care Enabling Services
- Cultural Proficiency
- Community Involvement
- Workforce and Economic Development

Risk pool savings will be based on both:

- Financial performance metrics
- 360 degree evaluation of the payer plan



Data Driven

- Transparent risk pool accrual dashboard
- Investment in care coordination and HIT system development
- Data exchange between Health Center and Plan
- Predictive modeling to identify both high risk and high cost patients

Importance of Consumer Input

Supplemental PCHCH standards were consumer developed

2011 Community Health Center Board Leadership Conference & Celebration
"The Journey Continues... Consumer Leadership in Health Care Transformation"
August 25 - 26, 2011
San Diego, California



Our 3 AHARO Health Centers

Ko' olauloa Community Health & Wellness Center

Unduplicated Patients: **5,766**

Total Patient Visits: **18,490**

Uninsured Patients: **1,279**

Top two ethnic groups served:

Native Hawaiian = 49.2% and Asian = 13.2%

Incorporation: October 10, 2003

1st patient seen: May 2004



Waianae Coast Comprehensive Health Center:

Unduplicated Patients: **28,912**

Total Patient Visits: **164,852**

Uninsured Patients: **13%**

Medicaid Patients: **55%**

Top two ethnic groups served:

Hawaiian/Part Hawaiian = 52% and Caucasian = 16%

Incorporation: 1972

Waimanalo Health Center:

Unduplicated Patients: **4,195**

Total Patient Visits: **20,760**

Uninsured Patients: **1,321**

Medicaid Patients: **2,033**

Top two ethnic groups served:

Native Hawaiian = 46.4% and Other Pacific Islanders = 15.7%

Incorporation: January 25, 1989

1st patient seen: January 1992

AHA *Rural Oahu*

Accountable Healthcare Alliance of Rural Oahu

Recognizing we must be constructive partners in containing healthcare costs and creating better value for our patients and payers.

MEDICAL SCHOOL

I DIDN'T KNOW YOU **COULD**
SPECIALIZE IN INSURANCE.



Mahalo

