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.



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



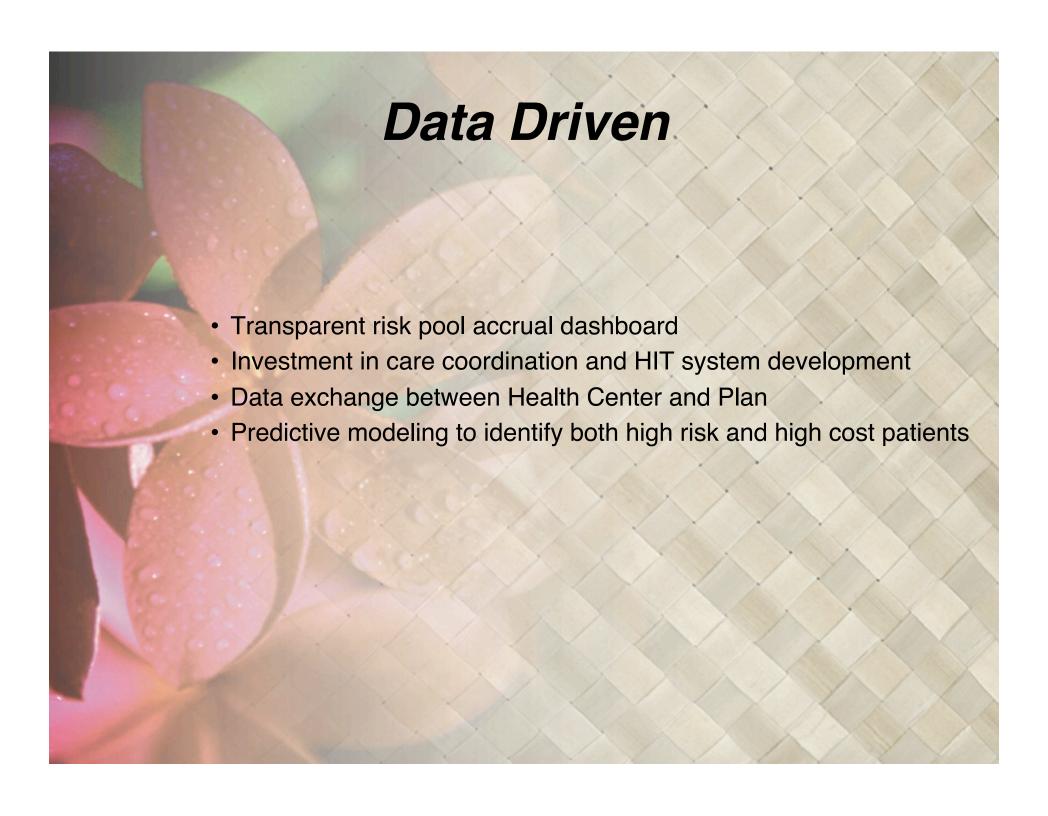
Uniqueness of Contract

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





Supplemental PCHCH standards were consumer developed



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

'AHA Rural Oahu

Accountable Healthcare Alliance of Rural Oahu

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

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.

