

Determination

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Humor

Valence Health Hosts Clinical Integration Workshop in Chicago, June 16

On June 16, Valence Health sponsored a workshop entitled, Clinical Integration: Different Approaches...Common Goals, at the Embassy Suites in Rosemont, IL. More than 40 people attended the half-day event centered on the practical issues and benefits of Clinical Integration. Valence hosts included President and CEO Phil Kamp; Chief Medical Officer, Dr. Carole Black; VP of Clinical Integration Lori Fox Ward; and VP of Consulting Services Liz Simpkin.



The workshop presented an interactive panel discussion featuring senior healthcare professionals from six organizations, all of whom have successfully pursued Clinical Integration using Valence's data solution, and are continuing to expand their programs. The panelists represented a range of provider organizations of different sizes, organizational structures and widely different markets. What they had in common is their commitment to Clinical Integration.

The afternoon kicked off with a presentation by Carole Black, MD, Chief Medical Officer of Valence Health. Drawing from her 25 years of healthcare management experience, Dr. Black spoke about today's ever-changing healthcare landscape, particularly in light of healthcare reform. Dr. Black described the major aspects of the healthcare reform legislation and what health systems can expect in the years ahead.

One trend that Dr. Black expects to continue is the downward pressure on overall healthcare expenditures, through new payment models such as bundled payments and value-based purchasing, as well as formation of Accountable Care Organizations. Despite the pressures, Dr. Black believes this may prove beneficial to providers who are well-prepared to manage patients and populations. Dr. Black also offered key insight into how organizations can strategically ready themselves for impending challenges. Dr. Black argued that the future success of health systems will be contingent upon access to data and the sharing of data across hospitals and providers for quality improvement and efficiency.

The first session of the workshop focused on the fundamentals of Clinical Integration. Panelists described why their organizations decided to pursue clinical integration, how they accomplished

Speakers

Adventist Health Network
Chicago, IL
Pam Williams
Chief Executive Officer

Pamela Ballou-Nelson
Clinical Quality Director

Children's Community Physicians Association
Chicago, IL
Kathy McTigue
Executive Director

North Suburban Associated Physicians, Inc.
Chicago, IL
Jim Watson
Executive Director

OhioHealth Group
Columbus, OH
James Dougherty, MD
Chief Medical Officer

Physicians' Health Services
Dalton, GA
David McCreery
Administrator

Ian Hamilton, MD
Board Member and Medical Director

St. Luke's Episcopal Health System IPA
Houston, TX
Susan Kiley
Vice President and Managed Care Officer

Upcoming Events

Please join us for the next Clinical Integration webinar on August 26 at 11:00 am Central Daylight Time. Watch for the email invitation in July.

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becoming clinically integrated, and how they worked with payers and contracting issues.

Pam Williams of Adventist Health Network described the origins of their program which is now in its sixth year. The network was created to provide a means for physicians to share data in order to improve quality of care and efficiency, and in so doing, allow them to jointly negotiate with managed care payers. AHN has been able to negotiate fair market reimbursement rates for their member physicians, and deliver value to payers, providers and patients.

Susan Kiley of St Luke's Episcopal Health System IPA in Houston addressed legal issues surrounding Clinical Integration. St Luke's decided not to seek a formal Advisory Opinion from the FTC when they learned the process could take 2 to 3 years, during which time they would be prohibited from contracting with any payers. St Luke's instead worked with experienced antitrust attorneys and Valence to develop and implement a comprehensive Clinical Integration plan. The project took approximately a year to reach a degree of implementation that could be favorably reviewed by their attorneys.

Kathy McTigue of Children's Community Physician Association in Chicago, expressed the biggest inhibitor for a small organization to become clinically integrated as financial barriers. In their case, they are employing streamlined online data collection tools to minimize the effort required by physician practices, while capturing necessary data to demonstrate compliance with clinical guidelines.

All panelists emphasized the importance of communicating with and engaging physicians throughout the process. David McCreery of Physicians' Health Services advised organizations to "overestimate the need for communication with your physician base and then double that estimate." He also urged organizations considering clinical integration to be careful in choosing physician partners and be sure they understand the program up front.

Turning to purchaser perspectives, Dr. Jim Dougherty of OhioHealth Group stated, "For benefit plan administrators, value is a function of quality divided by cost. From the customer's perspective it's all about value. We found we could express more value through Clinical Integration." Pam Williams of Adventist Health Network and Jim Watson of North Suburban Associated Physicians agreed, and offered advice on presenting your program to payers emphasizing the value of the clinical integration program in achieving both quality and cost savings.

During the second session of the workshop, panelists discussed next steps and plans for their program, and offered advice to others considering Clinical Integration.

Pam Williams and Pam Ballou-Nelson of Adventist Health Network described how they are using their data warehouse and patient registries to identify and provide outreach to patients with specific conditions. They are also in the process of implementing an internal

Several Provider Organizations Select Valence's vElect Application to Support Messenger Model Contracting

- North Mississippi Independent Physicians Association (NMIPA), Oxford, MS
- Genesis Physicians, Inc., LaGrange, GA
- St. Mary's Health System, Lewiston, ME
- University Physicians' Association, Knoxville, TN
- Alliance Health, Joliet, IL

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incentive program to reward active physician participation in ways that align hospital and physician goals.

When asked how they might envision their organization in five years, several panelists said they could see their organizations emerging somewhat smaller and more tightly aligned than today, as physicians who are not fully engaged will no longer be part of their program. Others, due to their specific market conditions, envision affiliating and creating larger entities, with clinical integration providing a business model and framework for those larger organizations.

The workshop concluded with a reception and the opportunity to network. Dr. Ben Matsumoto, a participant of the workshop, summed up his experience, "It was nice to hear from people who have already initiated the clinical integration process. It gives us a head start as to what we can anticipate if we take these measures. And I think everybody's headed towards this. Demonstrating quality with cost restraints is going to be the issue going forward in the future: Clinical Integration is the pathway to demonstrate quality."

Valence Founders Named to Entrepreneurship Hall of Fame

On February 25, Phil Kamp and Todd Stockard, founders of Valence Health, were inducted into the Chicago Area Entrepreneurship Hall of Fame. 2010 marks the 25th anniversary of this prestigious award, and they are part of an exclusive group to be recognized among Chicago's leading entrepreneurs.



Since 1985, the Chicago Area Entrepreneurship Hall of Fame has recognized innovators and leaders in the Chicago area. Each year distinguished entrepreneurs who have demonstrated entrepreneurial talent by founding and/or growing a local business are inducted. By highlighting outstanding entrepreneurs, the Hall of Fame recognizes excellence and encourages business leaders, students and government officials to honor the entrepreneurial spirit. Congratulations to Phil and Todd for this recognition.

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Valence Welcomes New Chief Medical Officer, Carole Black, MD

Valence is pleased to announce that Carole Black, MD has joined the company as its Chief Medical Officer. Dr. Black has more than 35 years of experience in healthcare management and as a practicing internist. She has served in physician practice leadership roles and as the medical director for health plans and health systems.

Dr. Black has previously served as the director of Internal Medicine for Brigham and Women's Hospital and as medical director for Harvard Community Health Plan. Most recently, as a director in Navigant Consulting's healthcare team, she led projects in the physician component of hospital, health plan and practice/integration system reviews. These projects focused on such issues as physician practice staffing, productivity, compensation incentives, utilization performance and infrastructure. Additionally, in hospital settings Dr. Black has led projects in case management, clinical resource management and clinical documentation.

"Dr. Black is a tremendous addition to our team," said Phil Kamp, president and CEO of Valence Health. "We know she will move our clinical products to a new level. As a physician, Dr. Black will be able to easily converse and relate to our clients and physician leaders."

Dr. Black can be reached at cblack@valencehealth.com.

Valence Clients in the News

OhioHealth Group Hospitals Among the 2010 Thompson Reuters Top 100 Hospitals

Congratulations to OhioHealth Group. Two of their hospitals – Doctors Hospital and Riverside Methodist in Columbus, Ohio – earned designation on the Thompson Reuters "Top 100 Hospitals" list for 2010. Read more at www.thompson.com

Welcome New Clients

Exempla Lutheran Health Partners, Denver, Colorado

Exempla Lutheran Health Partners (LHP) is a physician-hospital organization located in Wheat Ridge, Colorado. Exempla Lutheran Health Partners is the venue created to support virtual clinical integration between Exempla Lutheran Medical Center and its community based and employed physicians to advance more cost effective, higher quality, and safer care across the continuum of health care.

LHP has engaged Valence Health to assist with the development, implementation and ongoing support of its Clinical Integration program. In particular, LHP chose Valence for our ability to rapidly aggregate data into a single data warehouse. This functionality will support sophisticated measurement and evaluation of performance against standards of care and facilitate information sharing between and among providers, in order to lay the foundation for an Accountable Care Organization.