Population Health and Cerner's Approach

Peter Smart
Senior Director, Analytics at Cerner

Connecting
what matters

Talking Points

- Industry Shift to Population Health
- Cerner's Approach

Cerner Today

Cerner today



hospitals

5,431 450,000 PHYSICIAN USERS

physician 5,59 practices 5,59

clients named Health Care's 2015 Most Wired client hospitals named



CUMULATIVE R&D INVESTMENT

2015 REVENU

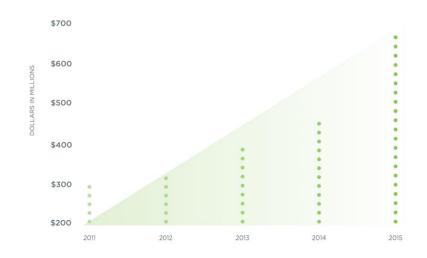




Investing in innovation

Cerner R&D investment





47% growth YOY



^{*} Includes additive spending from Siemens H.S. R&D-Values reflect Gross R&D (before capitalization and amortization)

World-class technology

2016 top inpatient EHR vendor



#1 Hospital chains, system and IDNS #1 Community Hospitals (101-250 beds)

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Great product & market overall grades



2014 Analytics for Population Health Management © 2015 Chilmark Research. All rights reserved.

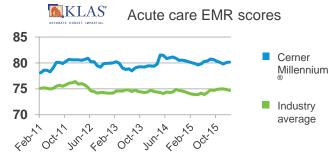
A leader in vision and execution

Gartner.
Cerner is in the leaders quadrant for enterprise EHR systems

Completeness of vision

Gartner Magic Quadrant for Global Enterprise EHR Systems; March 16, 2015 © 2015 Gartner, all rights reserved.

Scores well above industry average



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Move to Population Health

EXHIBIT ES-1. OVERALL RANKING

COUNTRY RANKINGS

Top 2*											
Middle	X		_			SIZ .					200000
Bottom 2*	<u> </u>	*				** **		_			
	AUS	CAN	FRA	GER	NETH	NZ	NOR	SWE	SWIZ	UK	US
OVERALL RANKING (2013)	4	10	9	5	5	7	7	3	2	1	11
Quality Care	2	9	8	7	5	4	11	10	3	1	5
Effective Care	4	7	9	6	5	2	11	10	8	1	3
Safe Care	3	10	2	6	7	9	11	5	4	1	7
Coordinated Care	4	8	9	10	5	2	7	11	3	1	6
Patient-Centered Care	5	8	10	7	3	6	11	9	2	1	4
Access	8	9	11	2	4	7	6	4	2	1	9
Cost-Related Problem	9	5	10	4	8	6	3	1	7	1	11
Timeliness of Care	6	11	10	4	2	7	8	9	1	3	5
Efficiency	4	10	8	9	7	3	4	2	6	1	11
Equity	5	9	7	4	8	10	6	1	2	2	11
Healthy Lives	4	8	1	7	5	9	6	2	3	10	11
Health Expenditures/Capita, 2011**	\$3,800	\$4,522	\$4,118	\$4,495	\$5,099	\$3,182	\$5,669	\$3,925	\$5,643	\$3,405	\$8,508

Notes: * Includes ties. ** Expenditures shown in \$US PPP (purchasing power parity); Australian \$ data are from 2010.

Source: Calculated by The Commonwealth Fund based on 2011 International Health Policy Survey of Sicker Adults; 2012 International Health Policy Survey, of Primary Care Physicians; 2013 International Health Policy Survey, Commonwealth Fund National Scorecard 2011; World Health Organization; and Organization for Economic Cooperation and Development, OECD Health Data, 2013 (Paris: OECD, Nov. 2013).

What Is Population Health?

As an approach, population health focuses on interrelated conditions and factors that influence the health of populations over the life course, identifies systematic variations in their patterns of occurrence, and applies the resulting knowledge to develop and implement policies and actions to improve the health and well being of those populations.^[1]

Determinants of Health

- Biology and Genetics
- Individual Behavior
- Health Services Public Health
- Social Factors
- Policymaking

Aim for 21st Century Healthcare^[2]



Safe Effective Patient-Centered Timely **Efficient** Equitable

[2] Institute of Medicine (US) Committee on Quality of Health Care in America. Crossing the Quality Chasm: A New Health System for the 21st Century. Washington (DC): National Academies Press (US); 2001.

Health care quality and the IOM reports

- In recent times, driven by "triple aim" [3]
 - Better health
 - Better healthcare
 - Lower cost
- Quality measured in three categories at individual and organizational levels [4]
 - Structural factors that make it easier or harder to deliver high-quality care
 - Process factors describing healthcare content and activities,
 - Outcomes changes attributable to care

^[3] Berwick DM, Nolan TW, Whittington J. The Triple Aim: Care, health, and cost. Health Affairs. 2008 May/June;27(3):759-769.

^[4] Donabedian A. An Introduction to Quality Assurance in Health Care. New York, NY: Oxford University Press; 2002.

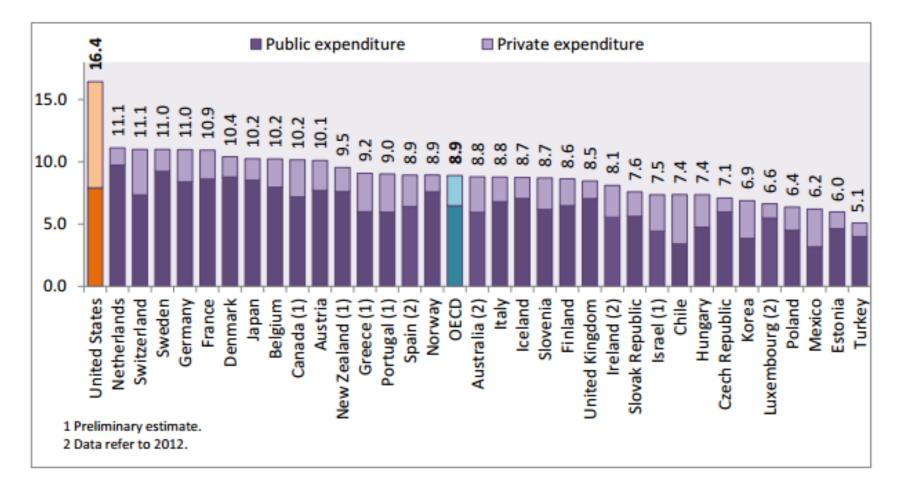
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COUNTRY RANKINGS

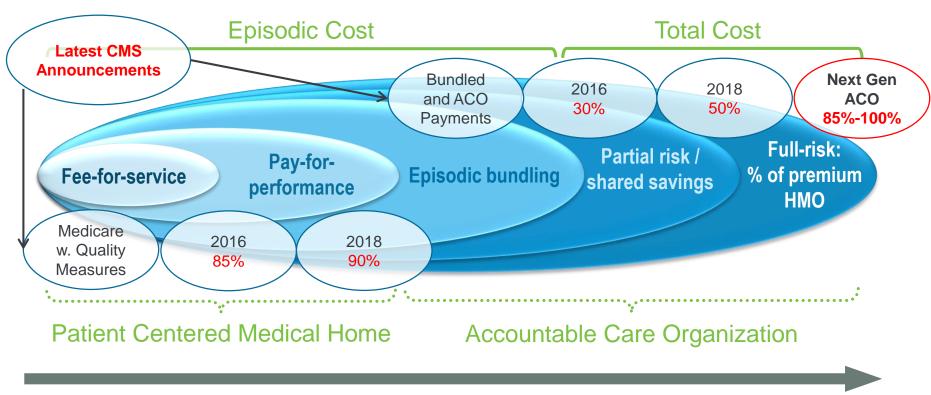
Top 2*											
Middle	NZ .		_	_							20000
Bottom 2*		*				***		_	+		99999
	AUS	CAN	FRA	GER	NETH	NZ	NOR	SWE	SWIZ	UK	US
OVERALL RANKING (2013)	4	10	9	5	5	7	7	3	2	1	11
Quality Care	2	9	8	7	5	4	11	10	3	1	5
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Shift to accountability | continuum of payment models



Definition of an ACO

Accountable Care Organizations (ACOs) are:

groups of doctors, hospitals, and other health care providers,

who come together voluntarily to give

coordinated, high quality care to the patients they serve

ACO Patient Satisfaction – 8 measures

CAHPS: Consumer Assessment of Healthcare Providers and Systems

ACO#	Measure title	NQF#	Measure steward	Method of data submission
Domain: patient/ caregiver experience	•		•	
ACO-1	CAHPS: Getting Timely care, Appointments, and Information	0005	AHRQ	Survey
ACO-2	CAHPS: How Well Your Providers Communicate	0005	AHRQ	Survey
ACO-3	CAHPS: Patients' Rating of Provider	0005	AHRQ	Survey
ACO-4	CAHPS: Access to Specialists	N/A	CMS/AHRQ	Survey
ACO-5	CAHPS: Health Promotion and Education	N/A	CMS/AHRQ	Survey
ACO-6	CAHPS: Shared Decision Making	N/A	CMS/AHRQ	Survey
ACO-7	CAHPS: Health Status/Functional status	N/A	CMS/AHRQ	Survey
ACO-34	CAHPS: Stewardship of Patient Resources	N/A	CMS/AHRQ	Survey

ACO Readmissions – 7 measures

			Measure	Method of data
ACO#	Measure title	NQF#	steward	submission
Domain: care coordination/ patient safety	•			
ACO-8	Risk Standardized, All Condition Readmission	1789 (adapted)	CMS	Claims
ACO-35	Skilled Nursing Facility 30-Day All-Cause Readmission Measures (SNFRM)	2510 (adapted)	CMS	Claims
ACO-36	All-Cause Unplanned Admissions for Patients with Diabetes	N/A	CMS	Claims
ACO-37	All-Cause Unplanned Admissions for Patients with Heart Failure	N/A	CMS	Claims
ACO-38	All-Cause Unplanned Admissions for Patients with Multiple Chronic Conditions	N/A	CMS	Claims
ACO-9	Ambulatory Sensitive Conditions Admissions: Chronic Obstructive Pulmonary Disease (COPD) or Asthma in Older Adults	0275	AHRQ	Claims
ACO-10	Ambulatory Sensitive Conditions Admissions: Heart Failure	0277	AHRQ	Claims

ACO Quality – 18 measures

ACO#	Measure title	NQF#	Measure steward	Method of data submission
ACO-39 (CARE-3)	Documentation of Current Medications in the Medical Record	0419	CMS	GPRO WI
ACO-13 (CARE-2)	Falls: Screening for Future Fall Risk	0101	AMA/PCPI/ NCQA	GPRO WI
Domain: Preventive Health	•		•	
ACO-14 (PREV-7)	Preventive Care and Screening: Influenza Immunization	0041	AMA/PCPI	GPRO WI
ACO-15 (PREV-8)	Pneumonia Vaccination Status for Older Adults	0043	NCQA	GPRO WI
ACO-16 (PREV-9)	Preventive Care and Screening: Body Mass Index Screening and Follow-Up	0421	CMS	GPRO WI
ACO-17 (PREV-10)	Preventive Care and Screening: Tobacco Use: Screening and Cessation Intervention	0028	AMA/PCPI	GPRO WI
ACO-18 (PREV-12)	Preventive Care and Screening: Screening for Clinical Depression and Follow-up Plan	0418	CMS	GPRO WI
ACO-19 (PREV-6)	Colorectal Cancer Screening	0034	NCQA	GPRO WI
ACO-20 (PREV-5)	Breast Cancer Screening	N/A	NCQA	GPRO WI

ACO#	Measure title	NQF#	Measure steward	Method of data submission
ACO-21 (PREV-11)	Preventive Care and Screening: Screening for High Blood Pressure and Follow-Up Documented	N/A	CMS	GPRO WI
ACO-42 (PREV-13)	Statin Therapy for the Prevention and Treatment of Cardiovascular Disease	N/A	CMS	GPRO WI
Domain: at-risk population Depression ACO-40 (MH-1)	Depression Remission at 12 Months	0710	MNCM	GPRO WI
Diabetes ACO-27 (DM-2)	Diabetes: Hemoglobin A1c Poor Control	0059	NCQA	GPRO WI
ACO-41 (DM-7)	Diabetes: Eye Exam	0055	NCQA	GPRO WI
Hypertension ACO-28 (HTN-2)	Controlling High Blood Pressure	0018	NCQA	GPRO WI
Ischemic vascular disease ACO-30 (IVD-2)	Ischemic Vascular Disease: Use of Aspirin of Another Antithrombotic	0068	NCQA	GPRO WI
Heart failure ACO-31 (HF-6)	Heart Failure: Beta-Blocker Therapy For Left Ventricular Systolic Dysfunction	0083	AMA/PCPI/ ACC/AHA	GPRO WI
Coronary artery disease ACO-33 (CAD-7)	Coronary Artery disease: Angiotensin- Converting Enzyme Inhibitor or Angiotensin Receptor Blocker Therapy—Diabetes or Left Ventricular Systolic Dysfunction (LVEF < 40%)	0066	AMA/PCPI/ ACC/ AHA	GPRO WI



Hospital Review

15 Medicare Shared Savings ACOs that generated the most savings in 2013

In performance year one, Medicare Shared Savings Program accountable care organizations with April 2012 and July 2012 start dates held spending to \$652 million below their targets, according to CMS.

Here are the 15 MSSP ACOs that generated the most savings in performance year one.

- Houston-based Memorial Hermann ACO \$57.83 million
- 2. Palm Springs, Fla.-based Palm Beach ACO \$39.57 million

Top MSSP ACOs in quality, shared savings for 2015

Written by Emily Rappleye (Twitter | Google+) | August 26, 2016 | Print | Email



In the fourth performance year of the Medicare Shared Savings Program — 2015 — accountable care organizations generated net savings of \$429 million for Medicare and improved quality performance on several different measures, according to data released Thursday by CMS.





G+1

About 30 percent of the 393 ACOs participating in 2015 earned shared savings, marking a steady growth in the proportion of ACOs that have generated shared savings. Many improved in quality, too. In four particular measures, the average quality performance score improved by more than 15 percent: screening for fall risk, depression screening and follow-up, blood pressure screening and follow-up and administering pneumonia vaccinations.

Here are the top 10 ACOs that led the way in shared savings in 2015, all of which are in Track 1 of the program.

- Memorial Hermann ACO (Houston) \$41.912.527
- Palm Beach ACO (Palm Springs, Fla.) \$36,834,657
- 3. Advocate Physician Partners Accountable Care (Rolling Meadows, III.) \$33,537,591
- Millennium Accountable Care Organization (Fort Myers, Fla.) \$17,636,121
- Atlantic ACO (Morristown, N.J.) \$16,719,376
- Cleveland Clinic Medicare ACO \$16.614.051
- 7. Hackensack (N.J.) Alliance ACO -\$15,640,878
- 8. UT Southwestern Accountable Care Network (Dallas) \$14.188.861
- 9. Orange Accountable Care of South Florida (Miami Lakes, Fla.) \$13,442,691
- 10. RGV ACO Health Providers (Donna, Texas) \$12,619,152

ountable Care IPA — \$27.92 million

ntable Care - \$24.68 million

are Medical Group - \$21.91 million

CO - \$21.69 million

- \$21.51 million

\$20.24 million

19.88 million

as — \$19.10 million

outheast Wisconsin - \$17.70 million

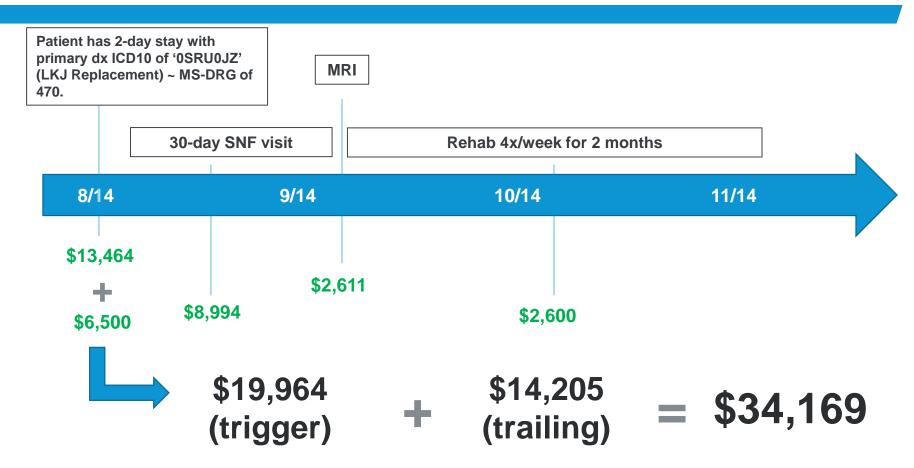
million

: — \$17.03 million

illion

ve — \$14.07 million

Bundled Payments







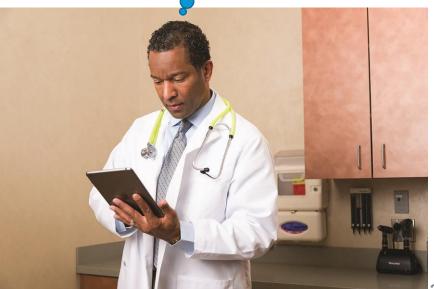




How do providers keep track?



Ok, is this patient on Medicare, Aetna, or Anthem? What measures do they have to meet?



How Do Providers Feel?







What Makes Us Healthy







200/o GENETICS



200/0 ENVIRONMENT



50% HEALTHY BEHAVIORS

What We Spend On Being Healthy







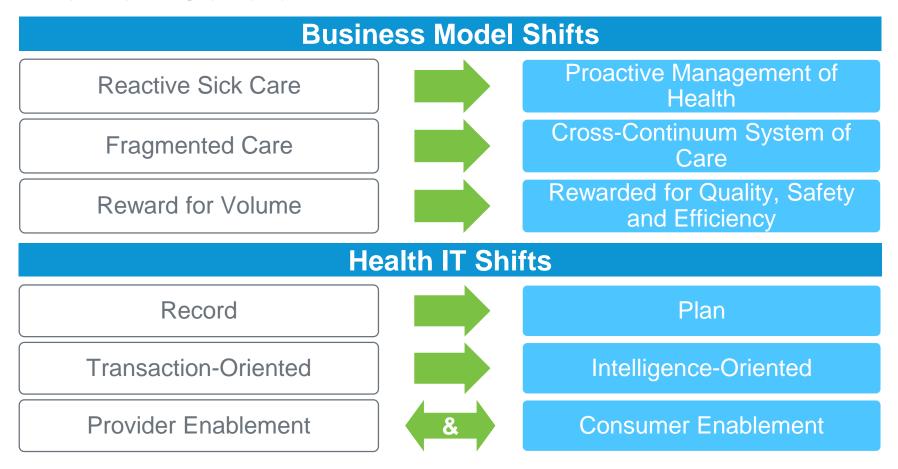
80/o OTHER



880/0 MEDICAL SERVICES

Taken from: http://www.tbf.org/tbf/56/~/media/3A4F43041179488CB0D8D523268FE8F4.pdf

The Next Generation



Fragmented and reactive care delivery approach



Month

67-year-old patient with a history of heart failure, poor understanding of disease, poor compliance with diet and medications.

\$45,000+

spent in health care costs



WITHOUT EVIDENCE DRIVEN CARE Critical care General medical care (4 days)

Health \$24,000+

Overall decompensation of

Month 12 · Nursing Documentations More ...

Good

health

TYPICAL CARE Paper Clipboards

Siloed Record

Prolonged ED Visit

Heart Failure Order Set

Redundant Assessments

ED (6 days) Visit Cardiology Consult

Heart failure

WITH EVIDENCE DRIVEN, COORDINATED CARE

General Cardiology medical care Fi) (3 days) Home Remote Health Monitorina Day 5

\$7,000+

spent in health care costs

spent in health care costs

Longitudinal, proactive and personalized care delivery approach



Day 1

Critical care

67-year old patient with personalized plan for health that includes education, nutrition, maintenance meds, quarterly GP visits and proactive surveillance.

\$5,000+ spent in health care costs



EVIDENCE DRIVEN LONGITUDINAL CARE

health

Episode of Care

- Care Process Models
- Adaptive Order Sets
- Smart Referrals
- Readmission Risk Prediction
- Transition of Care
- More

Longitudinal Personalized Care

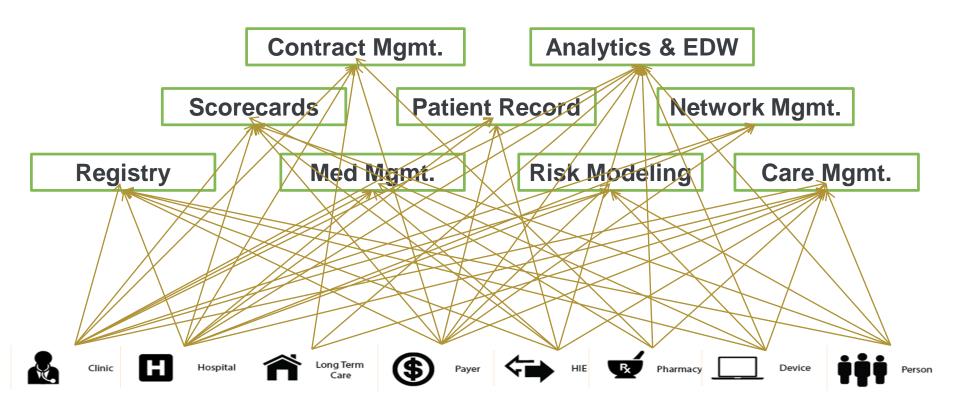
- · HealtheIntent Programs
- Longitudinal Record
- Longitudinal Lifetime Plan
- Proactive physician visits
- Continuous Surveillance
- Admission Risk Prediction
- Medication Adherence
- Shared Decision Making
- More ...

25



Centralized data aggregation

Common Approach to Pop Health Solutions



Cerner's Approach





HealtheIntent platform

Aggregate and normalize

Create and apply intelligence

Act and measure











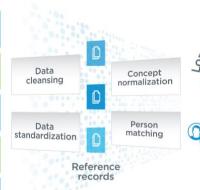








Care









→ Person

→ Health coach

Care manager

Home health assistant

Clinician

→ Provider

Data scientist

Executive

Aggregate and normalize























Create organized, meaningful concepts

LOINC ICD-10

Medi-Span CPT

NDC ICD-9

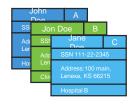
MEDCI

N

Allergies	Medications			
Conditions	Procedures			
Immunizations	Visits			
Lab results	Vitals			

	MALGUE Aspirin 300 mg oral delayed release tablet	Date	Source
	aspirin 300 mg oral delayed release tablet	3/24/2014	Westwatch Bay
	aspinition (kingitum dipo 170)	1014172013	, 2016 Baseline East
	ASA 500 MG Oral Tablet [Bayer Aspirin]	9/23/2013	Westwatch Bay
7	Aspirin	4/23/2013	Get Well Now
	aspirin	2/18/2013	Westwatch Bay
	Aspirin	5/14/2012	Baseline East
	aspirin 300 mg oral tablet	6/20/2011	Get Well Now

Match persons



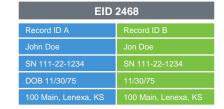
Identify likereference records



Gender Ethnicity

No link | Manual | Auto link

Determine similarity score to confirm records match



Assign unique EID number to linked records



Create and apply intelligence



Infer new knowledge

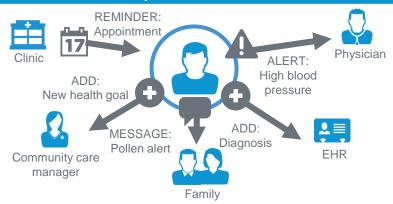


5' 10" 129/85 mm Hg
210 lbs. 3,200 steps / day

Prehypertension?



Measure, monitor and predict health status





Act and measure



Longitudinal record

Registries and scorecards

Community care management

Enterprise data warehouse

Referral and network management*

Contract management*

Consumer relationship management*

Access record and plan anywhere, anytime



Create ecosystem of innovation

Software development toolkit



Data syndication

SMART on FHIR

APIs









^{*}Future planned solutions.

Standardize - proprietary code standardization

- Match proprietary data to standard clinical terminology codes
- Allows data to be recognized and utilized in algorithms and reporting
- Clinical experts review proprietary codes and assign industry standards

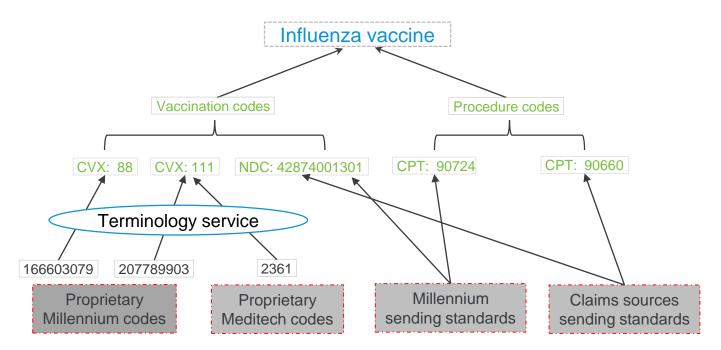


- Medical Laboratory Scientists
- Registered Nurses
- PharmDs
- Pharmacy Technicians



Normalize - creating the concept

- <u>Concept</u> a grouping of standards terminology codes that are being treated semantically equivalent
- <u>Context</u> a grouping of concepts for a particular purpose



Registries and scorecards: HealtheRegistries



- Identifies a population for registries and appropriate measures
- Provides visibility to the quality measures for the provider's population and performance
- Produces client-defined, performance scorecards at specific or rollup levels
- Provides executive dashboards with drill-down capabilities

HealtheRegistries: available registries



Cerner registries

Chronic disease

- Atrial fibrillation
- Asthma
- COPD
- Depression
- Diabetes
- Heart failure
- Hepatitis C
- Hyperlipidemia
- Hypertension
- IVD/CAD
- Kidney disease
- Rheumatoid arthritis

Pediatric chronic disease

- Asthma
- Cardiomyopathy
- Diabetes
- Epilepsy
- Inflammatory bowel disease

Cancer

- Breast cancer
- Colon cancer
- Leukemia
- Prostate
- Myelodysplastic syndrome

Acute conditions

- Ambulatory urgent care
- Back pain

Wellness

- Adult wellness
- Adolescent wellness
- Childhood wellness
- Comprehensive adult wellness
- Maternity health
- Pediatric wellness
- Senior wellness

UK registries

- COPD
- Pediatric Diabetes
- Adult Diabetes
- Pediatric Asthma
- Adult Asthma



Industry registries

ACO registries

- MSSP 2016 quality measures
- MSSP 2016 event-based quality measures

HEDIS-based registries

- Administrative measures
- Event-based measures
- Hybrid measures

Embedded Content to Drive Value

Benchmarks



Hospital General Information Healthcare Associated Infections Readmissions, Complications, & Death Value Based Purchasing Scores **Timely & Effective Care Outpatient Imaging Efficiency Relative Value Units Hospital Acquired Condition Heart Attack Payment Data Hospital ACS Measures Medicare Hospital Spending by Claim Medicare Volume Outpatient Procedures Volume** Measure Dates **HCAHPS Medicare Prescribing Data**

Evidence-based Algorithms*





Potentially Preventable Events
MS-DRG Grouper
MDC Grouper
Service Categorizations
Episode Groupers
Benchmarks



Service Categories

HCC Suggested Diagnosis
HCC Persistence Diagnosis
Recommended Transition of Care
Readmission Risk
Sepsis Risk



MARA Prospective risk score MARA Retrospective risk score

Emergency Department Visit Classification





TCRRV/TCOC

Reference





Social Vulnerability Index

Tract-Zip & Zip-Tract





American Time Use Survey



^{*}Some content requires corresponding Analytics package

277+ HealtheIntent data connections and counting



277+ HealtheIntent[™] data connections

Adoption of Cerner's Population Health Platform

DATA VARIETY



360+
total data connections



connected EHR systems (Epic,



connected claims & payer vendors

SCALABILITY



32M+
linked disparate records



109 Clients

ACOs, DSRIP, Bundles, APM, Employer



88M Lives

INTELLIGENCE



41 registries; 598+ measures



95%

of records linked using machine intelligence



55

standard terminologies; **1.5M** terminology codes grouped

Developing HealtheIntent, creating new technology

Advocate Health Care and Advocate Physician Partners

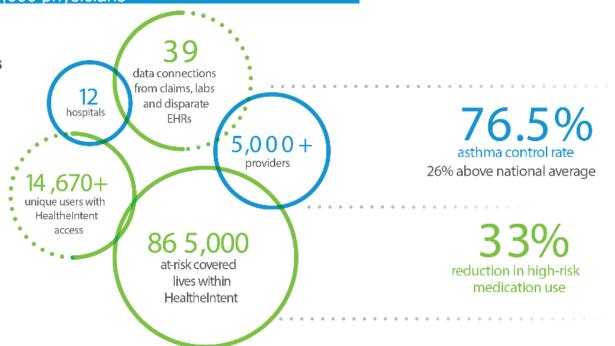
Downer's Grove, III. | 3,300 beds | 4,600 physicians





Goal

To create the technology infrastructure to enable enterprisewide change



Memorial Hermann's analyzes performance MEM



Understand performance related to cost, quality and utilization



Leveraged measures in registries



Included measures across seven at-risk contracts and payers

"We never really knew how well we were performing at a population, regional, hospital, practice or provider level...and with HealtheIntent we can. We now have insight that payers do not have."

Amanda Hammel
Vice President, IT Operations and Population Health
Memorial Hermann Health System



Created initial set of measures, dashboards and analytic experiences

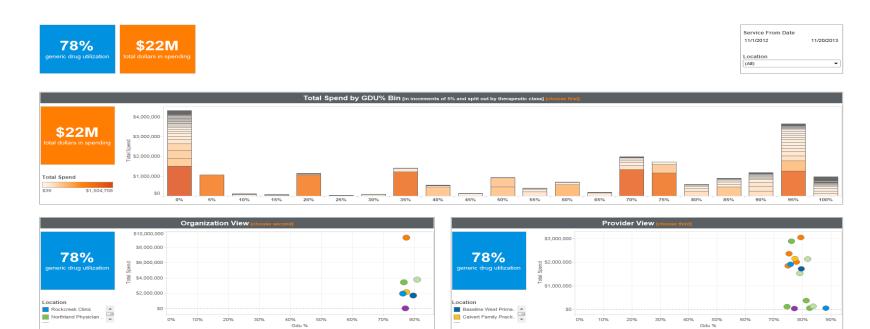
- Network leakage patterns and revenue opportunities
- Performance on value-based contracts
- Provider performance
- Post-acute network utilization

Quality Measures



© 2014 Cerner Corpor

Pharmacy



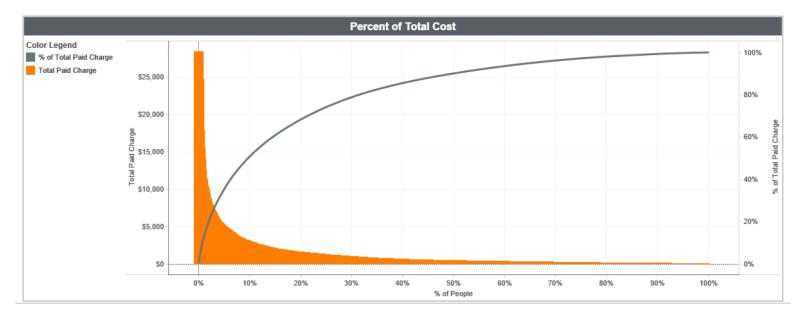
Avoidable Spend

\$1.6M
avoidable total paid charges

\$3.7M
total paid charges

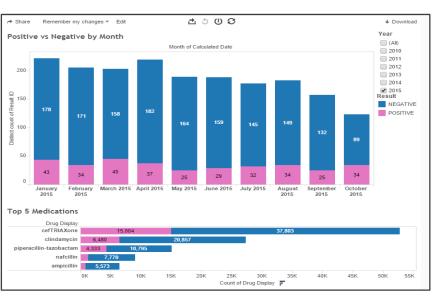
43%
total avoidable percentage

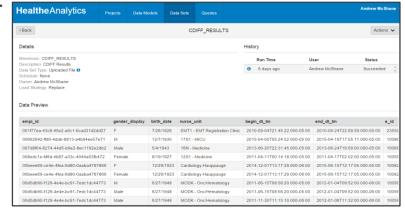


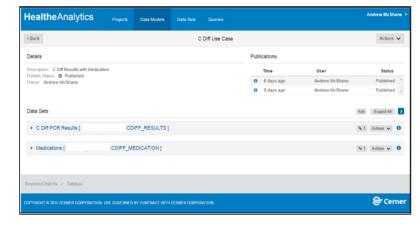


C. diff Reporting

- Visibility to patients with a C. diff results, their antibiotics, and location at the time of the lab
- Through use of EDW Tools, visualizations were turned around within 1 week

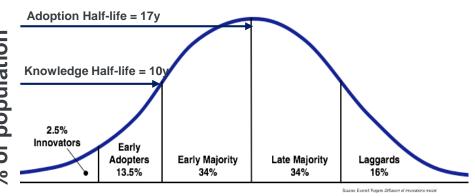






Moving from 17 years half life of adoption to 17 months

From time new knowledge discovered until ½ of physicians act on that knowledge = 15 - 17 years

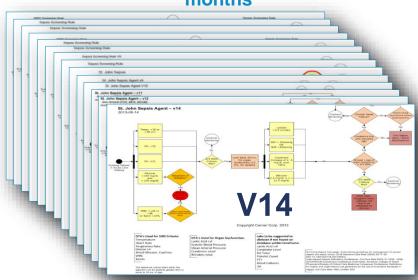


Everett Rogers, Diffusion of Innovations, 1995

Balas, Boren. Managing Clinical Knowledge for Health Care Improvement, Yearbook of Medical Informatics 2000

"Finish medical school and residency knowing everything...read and retain 2 articles every single night...at the end of 1 year you're only 1,225 years behind."

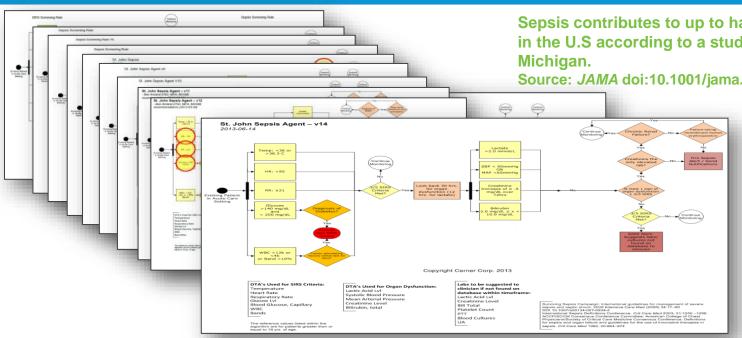
W Stead. JAMIA 2005;12:113-20 Alper BS, Hand JA, Elliott SG, et al.J Med Lib Assoc 2004;92:429-37 From taking existing evidence, discovering new knowledge to broad adoption in 17 months



Cerner sepsis management continuously monitors 1M+ lives per day across 500+ hospitals



Sepsis surveillance



Sepsis contributes to up to half of all hospital deaths in the U.S according to a study by the University of

Source: JAMA doi:10.1001/jama.2014.5804

Amland RC. Hahn-Cover KE. "Clinical decision support for early recognition of sepsis". American Journal of Medical Quality. November, 10, 2014. DOI: 10.1177/1062860614557 636

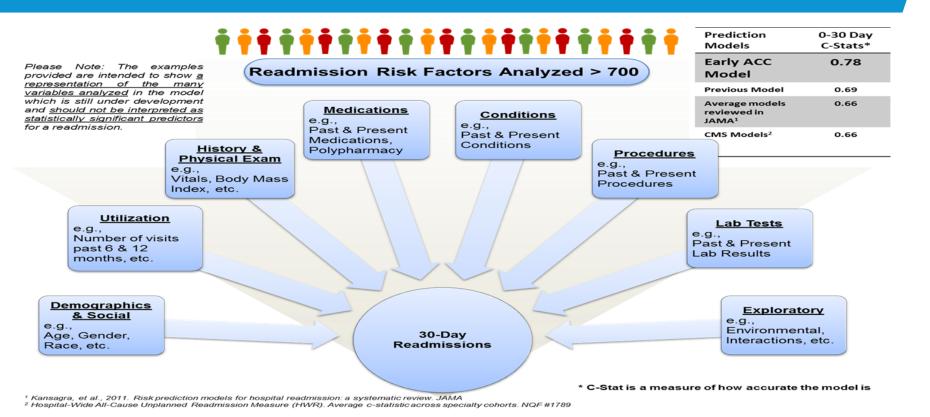
Monitoring

- Over 490 facilities
- 31,250 alerts received per hour
- 748,250 alerts received per day

Operating Characteristics

- Sensitivity 68-91%
- Specificity 01-07 6%

Advanced Algorithm to Prevent Readmissions



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What Makes Us Healthy









200/0 ENVIRONMENT



50% HEALTHY BEHAVIORS

What We Spend On Being Healthy







80/0 OTHER



880/0 MEDICAL SERVICES

Thank You!

