



OUR PROGRAM AND FUNCTIONAL STRUCTURE:

The Four Pillars of Ambulatory Care Management

Academic Practice Plan Directors Spring Roundtable

May 16, 2015

LEARNING OBJECTIVES

Describe and discuss:

1. An effective model of Ambulatory Care Management operations, with a focus on transforming care by delivering consistent, reliable, and excellent clinical and service outcomes.
2. Successful strategies for improvements around clinical quality, clinical care, patient access, patient satisfaction, and referral management.

AGENDA

1. Our Organization
2. Our Journey
3. The Four Pillars
4. Our Lessons Learned



our ORGANIZATION



our ORGANIZATION



EMORY UNIVERSITY

WOODRUFF HEALTH SCIENCE CENTER

EMORY
HEALTHCARE

EMORY
SCHOOL OF
MEDICINE

EMORY
SCHOOL OF
PUBLIC HEALTH

EMORY
SCHOOL OF
NURSING

 **EMORY**
WINSHIP
CANCER
INSTITUTE

YERKES
NATIONAL
PRIMATE
RESEARCH
CENTER



EMORY
CLINIC

EMORY
SPECIALTY
ASSOCIATES

EMORY
HOSPITALS

EMORY
HEALTHCARE NETWORK

- ✓ 1,700 Clinical Providers
- ✓ 90+ Locations
- ✓ 2,670,000 Annual Visits

- ✓ 280 Clinical Providers
- ✓ 50+ Locations
- ✓ 480,000 Annual Visits

- ✓ 6 Hospitals
- ✓ 1,800 Beds
- ✓ 70,000 Admissions

- ✓ 7 Hospitals
- ✓ 1,400 employed MDs
- ✓ 400 private practice MDs

our ORGANIZATION

EMORY HEALTHCARE



2 HOSPITALS IN
University Health Consortium (UHC)
TOP 25 in 2012, 2013 & 2014



2 MAGNET
HOSPITALS:
ONLY HEALTH SYSTEM
IN GEORGIA to achieve this standing

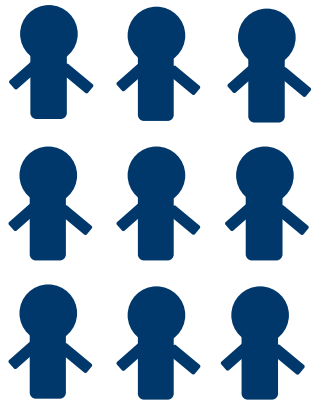
Named *one of*
Atlanta's Best and
Brightest
Companies to work
for in 2014



our ORGANIZATION



The faculty physician enterprise of Emory Medicine



1,200 FACULTY PHYSICIANS

500 ADVANCED PRACTICE PROVIDERS

2,800 STAFF EMPLOYEES

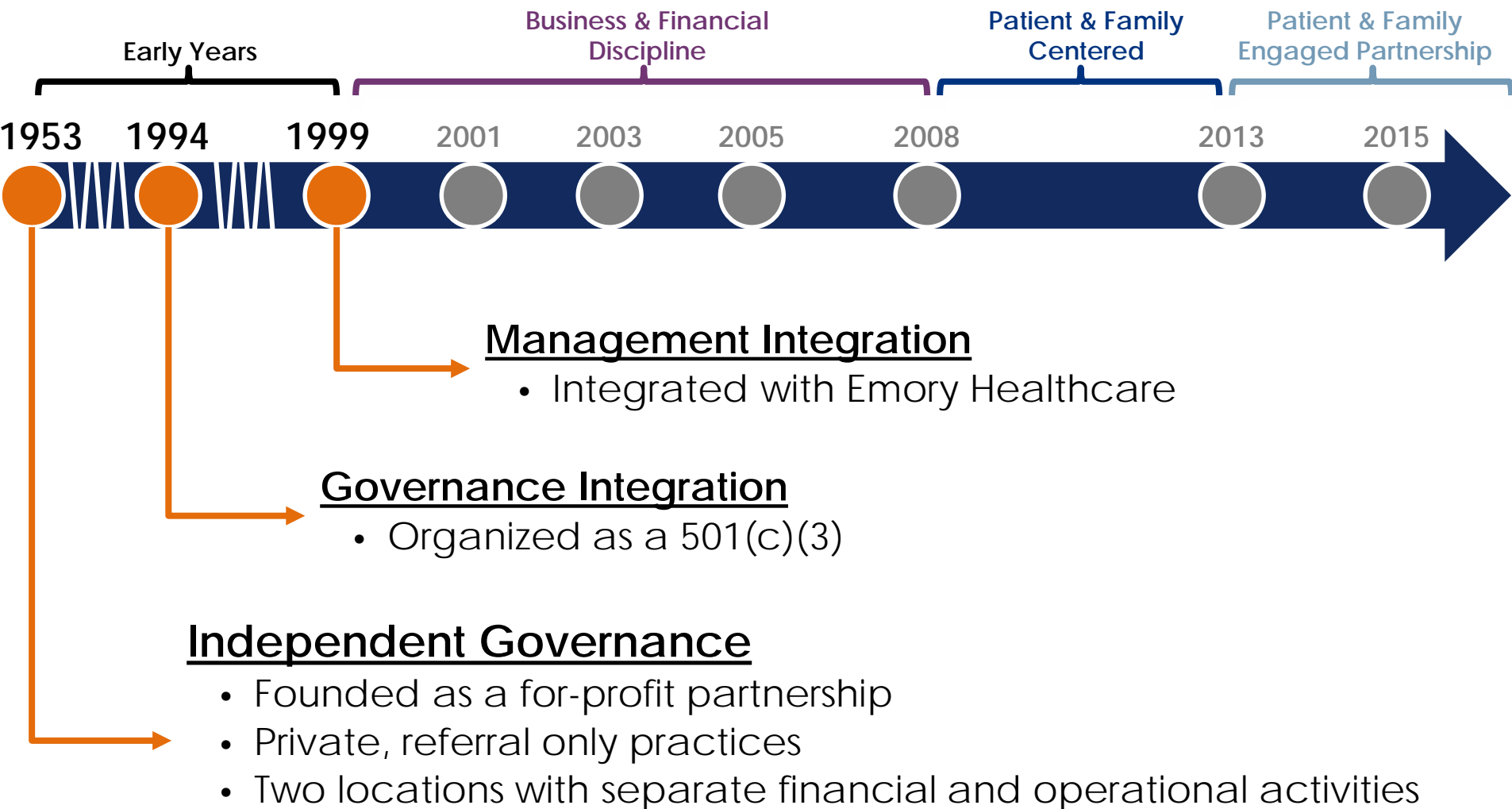
400 DEVELOPMENT PROGRAM PARTICIPANTS

90+
LOCATIONS
THROUGHOUT
CITY & STATE

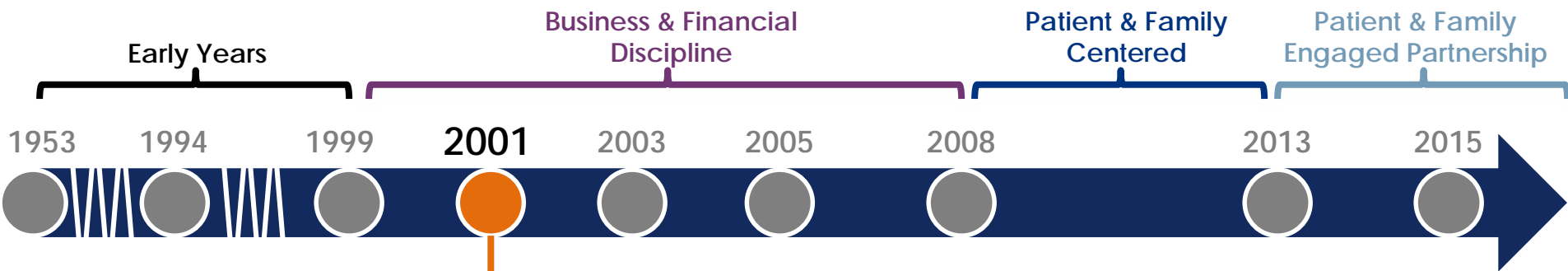
our JOURNEY



our JOURNEY



our JOURNEY

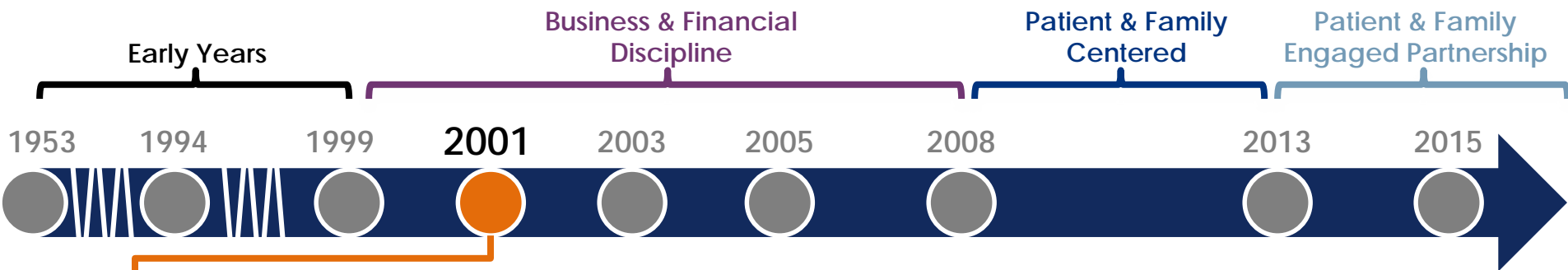


Management Assessment:

Not Consistently Meeting Financial Performance Goals

Inadequate business and financial activities yielded poor accounting, administrative, and business functions

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The Challenge:

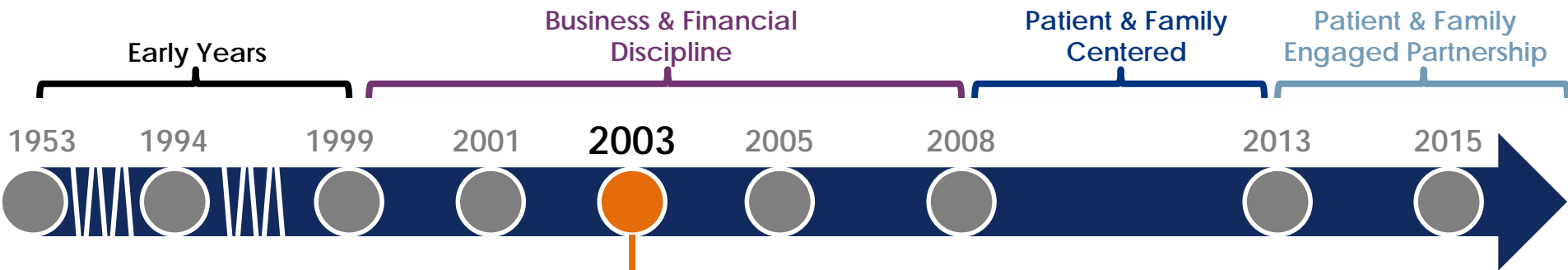
Develop and implement a Financial, Accounting, and Revenue Management infrastructure to achieve a sustainable, positive financial position

The Response:

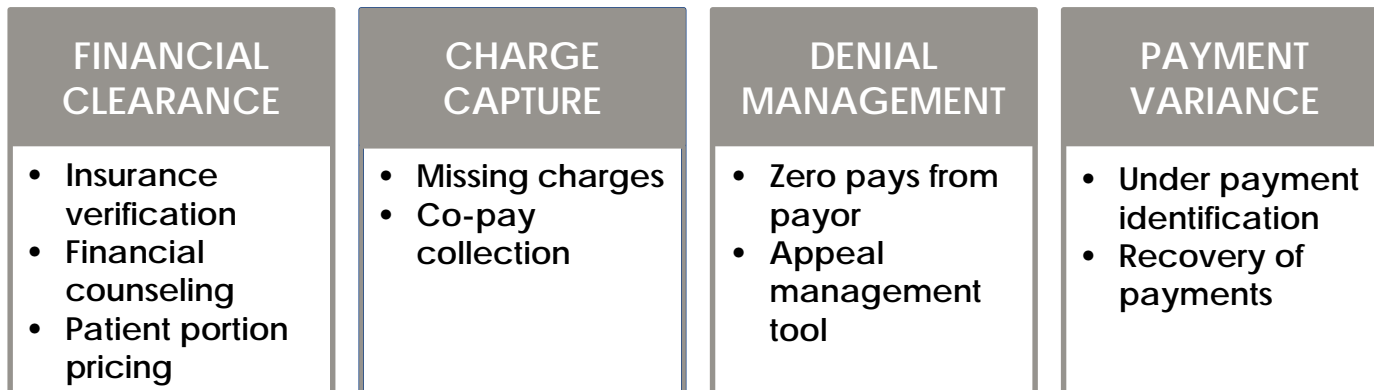
A functional structure built to support corporate and business unit operations

- Set in place core business systems to support the organization's business units (clinical departments and sections)
- Created revenue management, accounting, budgeting, and financial management infrastructure at the corporate and business unit level
- Established routine, focused action plans consisting of objectives, actions, timelines, and responsibilities around key financial performance metrics
- Formed business discipline around revenue management to increase the yield of the top line while creating solid bottom line results

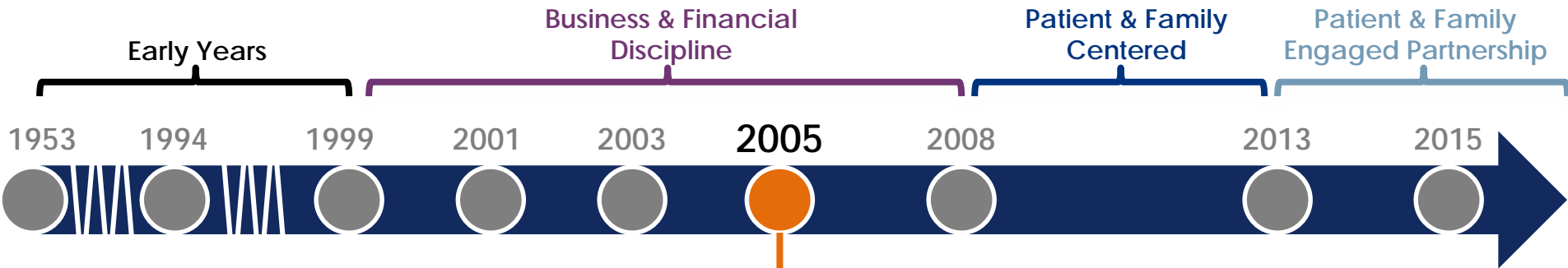
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Established the Four Pillars Program & Functional Structure:
Four Pillars of Revenue Cycle Management



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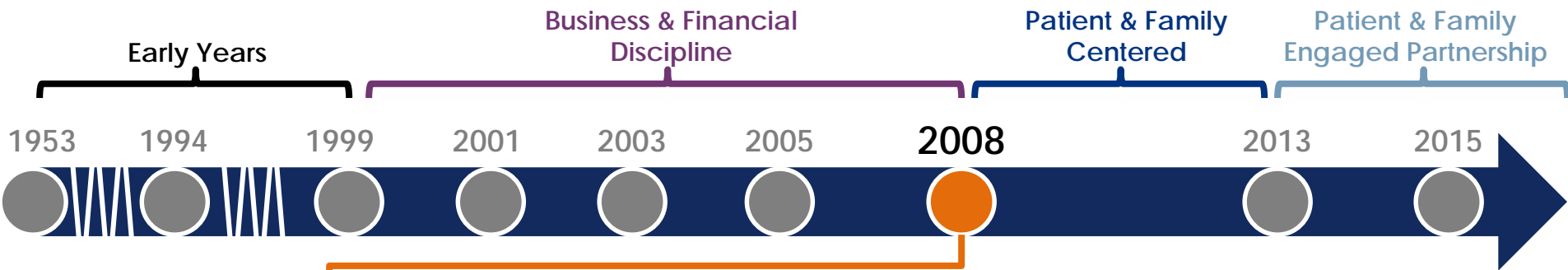
The improved discipline and financial focus yielded sustainable results.

Outcomes

- ✓ Four years of positive bottom line growth
- ✓ Positive cash balances
- ✓ Consistent equity/earnings transfers to the School of Medicine
- ✓ Double digit top line growth in 6 of the 10 subsequent years

- Reduced *denials as a percent of claims* from **40% to 10%**
- Improved *charge capture* from **65% within 30 days** to **85% within 10 days**
- Implemented a *denials management system*
- Recovered **\$400,000 per month** in *net under payments*

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Management Assessment:

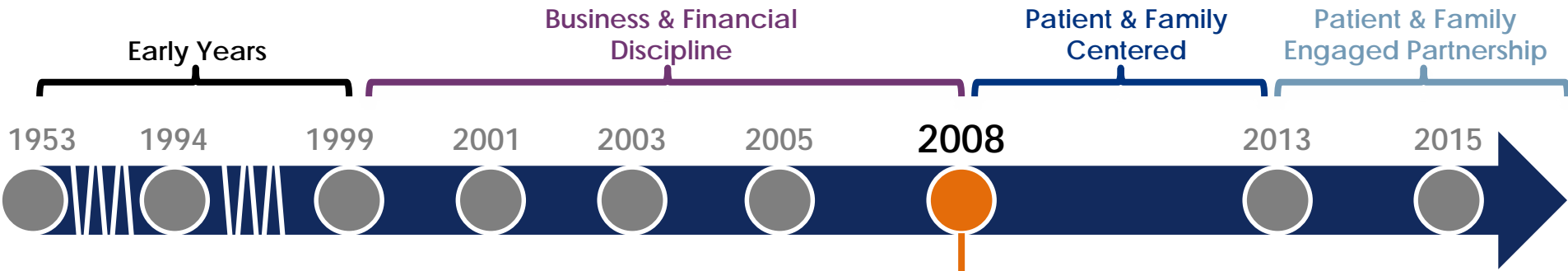
Not Consistently Meeting Outcome & Satisfaction Targets

- Quality Outcomes and Measures
- Patient Access
- Patient Satisfaction
- Employee Engagement
- Physician Engagement

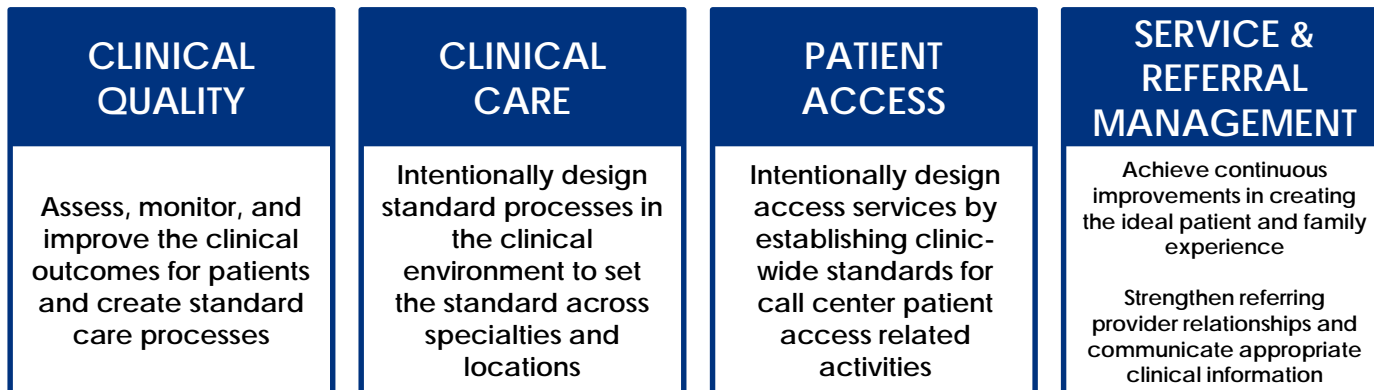
Not Consistently Meeting "Emory Brand" Expectations

- Decentralized structure resulted in a lack of consistency and coordination in patient care processes
- Not able to advance Emory's ambulatory care enterprise in a patient-oriented, operationally demanding healthcare environment

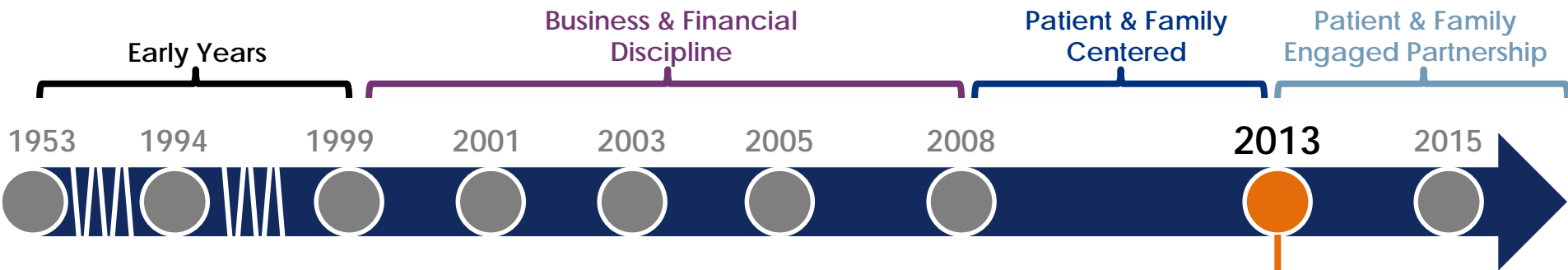
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Expanded the Four Pillars Program & Functional Structure:
Four Pillars of Ambulatory Care Management



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The improved functional structure yielded sustainable outcome and satisfaction results.

- *A synchronized, efficient patient and family experience*
- *Intentionally designed standard processes, operating procedures, communication, and accountability*

Outcomes

- ✓ Achieved physician and employee participation and buy-in
- ✓ Overcame the historical complexity of the Clinic, rooted in a silo-oriented, decentralized infrastructure



our PROGRAM & FUNCTIONAL STRUCTURE



the FOUR PILLARS

Transforming care by delivering consistent, reliable, and excellent clinical and service outcomes

1. the PILLAR
2. the PRIORITIES
3. the METRICS
4. the RESULTS



the FOUR PILLARS

Transforming care by delivering consistent, reliable, and excellent clinical and service outcomes

	CLINICAL QUALITY	CLINICAL CARE	PATIENT ACCESS	SERVICE & REFERRAL MANAGEMENT
LEADER	Chief Medical Officer & Chief Quality Officer	Vice President & Chief Nursing Officer	Vice President of Operations	Vice President of Operations
AIM	Assess, monitor, and improve quality outcomes through disciplined performance improvement that leverages technology and simplified workflow, to achieve patient safety and pay-for-performance goals	Create and sustain consistent, reliable, and timely clinical workflow that produces excellent care and delivers the ideal patient and family experience	Monitor and improve access standards through four primary functions: appointment centers, capacity management, clinical call management, and access optimization	Coordinate activities related to patient and provider satisfaction to continuously enhance the patient and provider experience



CLINICAL QUALITY

ASSESS, MONITOR, AND IMPROVE QUALITY OUTCOMES THROUGH DISCIPLINED PERFORMANCE IMPROVEMENT THAT LEVERAGES TECHNOLOGY AND SIMPLIFIED WORKFLOW, TO ACHIEVE PATIENT SAFETY AND PAY-FOR-PERFORMANCE GOALS

the PILLAR

CLINICAL QUALITY:

Chief Medical Officer/Quality Officer

SAFETY, ACCREDITATION & RISK

Assess patient safety risk and accreditation readiness through regular tracing rounds, mid-cycle monitoring, and regular staff education

ELECTRONIC HEALTH RECORD

Optimize the use of EeMR by leveraging technology, simplifying clinical workflow, and improving clinical documentation

CLINICAL OUTCOMES IMPROVEMENT

Improve clinical outcomes through a disciplined process improvement methodology performed by an interdisciplinary team, focused on specific disease states, with commitment to success from leadership

QUALITY TRACKING & REPORTING

Coordinate clinical data flow to ensure data integrity through appropriate data planning and use in order to achieve pay-for-performance goals

the PILLAR

CLINICAL QUALITY:

CURRENT PRIORITIES

1. EMORY ELECTRONIC MEDICAL RECORD (EEMR) TOOLS, STAFFING LEVELS, AND CLINICAL DOCUMENTATION METHODOLOGIES TO IMPROVE WORKFLOW
2. CODING SPECIFICITY AND PROBLEM LIST CAPTURE IN PREPARATION FOR ICD-10
3. ACCURACY OF CLASSIFICATION OF PATIENT POPULATION ACUITY MEASUREMENT
4. CONTINUED EXPANSION OF CLINICAL EXCELLENCE EXECUTIVE OVERSIGHT COMMITTEE (CEEEOC)
5. ACTIVE PREPARATION FOR AMBULATORY QUALITY MEASUREMENT, REPORTING, AND RATING SYSTEMS

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CLINICAL QUALITY:

CLINICAL EXCELLENCE EXECUTIVE OVERSIGHT COMMITTEE (CEEEOC):
 A DISCIPLINED PROCESS IMPROVEMENT TEAM AIMING TO OPTIMIZE PERFORMANCE ON PUBLICLY REPORTED QUALITY MEASURES AND SHARED SAVINGS PLANS

FOCUS AREAS

Cardiovascular

Control of LDL-C in CAD

Prevention

Influenza Vaccine
Colorectal Cancer

Diabetes

Control of HbA1C

LEADERSHIP COMMITMENT THROUGH MEMBERSHIP

- ✓ Consistent representation from the top physician and quality improvement leaders in Emory Healthcare

PROJECT TEAM COMPOSITION

Team Leaders

- ✓ Physician executive sponsor
- ✓ Clinical nursing expert
- ✓ Front line clinical staff

Project Management

- ✓ Clinical operations support
- ✓ Project manager
- ✓ Informatics expert

Quality Team

- ✓ Process Improvement resource

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CLINICAL QUALITY:

HYPERTENSION:
REDUCE OUT-OF-CONTROL
BLOOD PRESSURE

=

of Patients with
BP IN CONTROL
of Patients
DIAGNOSED WITH HTN

CORONARY ARTERY DISEASE:
STATIN THERAPY

=

of Patients on
STATIN THERAPY
of Patients
DIAGNOSED WITH CAD

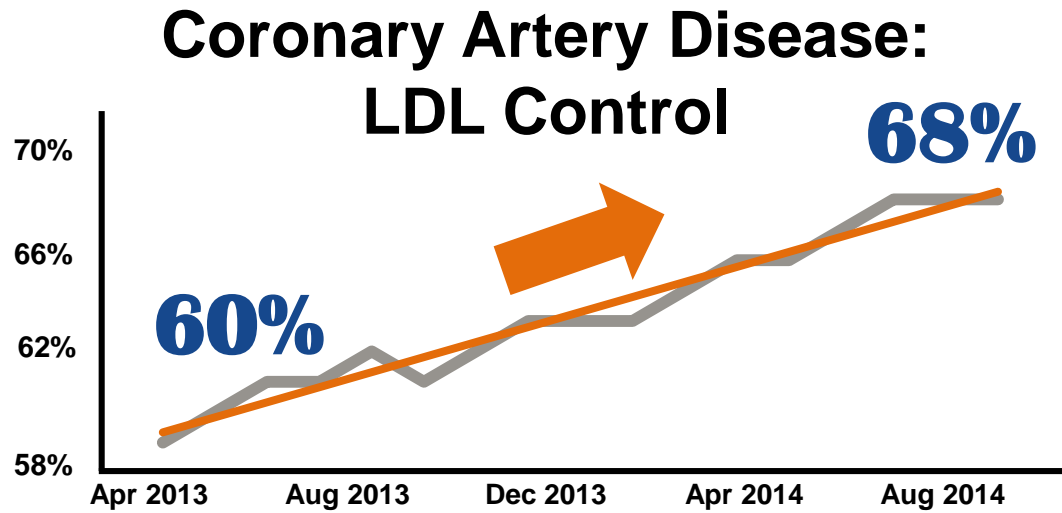
DIABETES:
REDUCE HBA1C POOR CONTROL

=

of Patients with most recent
HBA1C LEVEL > 9.0%
of Patients
**DIAGNOSED WITH
DIABETES**

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CLINICAL QUALITY:



Diabetes: HbA1C Control

TESTS OF CHANGE (TOC) RELATED TO OBTAINING AND RECORDING HBA1C RESULTS:

- Pre-visit planning
- Improved discrete documentation tools in EeMR

7 TOCs in General Internal Medicine, Family
Medicine, & Endocrinology

5 TOCs in Cardiology & Cardiac Outreach

Improved HbA1c Poor Control in
Cardiac Outreach Clinics from
63% to 37%
from August 2013 to
September 2014



CLINICAL CARE

CREATE AND SUSTAIN CONSISTENT, RELIABLE, AND TIMELY
CLINICAL WORKFLOW THAT PRODUCES EXCELLENT CARE
AND DELIVERS THE IDEAL PATIENT AND FAMILY EXPERIENCE

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CLINICAL CARE:

Vice President and Chief Nursing Officer

INTENTIONALLY DESIGNED CLINICAL OPERATIONS

Assess, monitor, and improve clinical processes to remove unnecessary variation and deliver consistent, reliable care

CLINICAL STAFF OPTIMIZATION

Invest in education, development, and certification of clinical staff programs to ensure staff are as effective as possible in their role

CLINICAL STRUCTURE & GOVERNANCE

Operate within a leadership infrastructure that allows us to maximize the efficiency and effectiveness of our care teams

CARE TEAM EXCELLENCE

Define, measure, and improve upon how we transform care by consistent, reliable, and excellent clinical and service outcomes

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CLINICAL CARE:

CURRENT PRIORITIES

1. DEVELOPMENT OF NEW CARE MODELS THAT OPTIMIZE THE USE OF ADVANCE PRACTICE PROVIDERS
2. OVERALL CARE TEAM PRODUCTIVITY
3. TOP OF LICENSURE PRACTICE SCOPE
4. AMBULATORY INTAKE WORKFLOW
5. ACCURATE CAPTURE OF VITALS SIGNS, HEIGHT, AND WEIGHT
6. ESTABLISHMENT OF INTERDISCIPLINARY PRACTICE COUNCILS
7. STAFF COMPETENCY PROGRAM
8. ESTABLISHING, VALIDATING, AND EDUCATING STAFF ON MAGNET METRICS

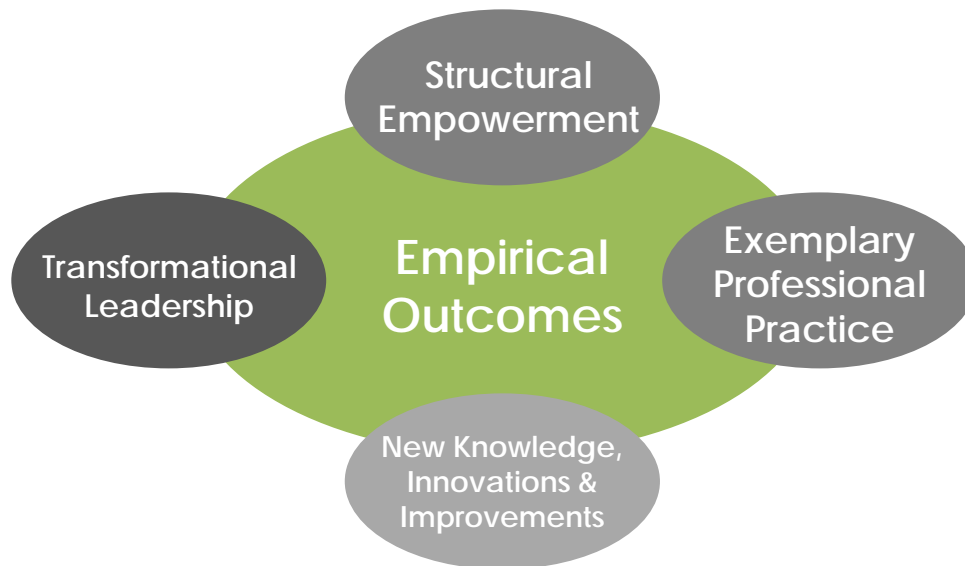
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CLINICAL CARE:

AMBULATORY MAGNET JOURNEY

AS EMORY CLINIC STRIVES FOR AMBULATORY MAGNET STATUS, METRICS, AND DASHBOARDS ARE EVOLVING TO MEASURE NURSING EXCELLENCE ACROSS EMORY CLINIC SECTIONS

Global Issues in Nursing & Health Care



THE MAGNET ROADMAP

1. Complete the internal review
2. Strengthen our areas of need
3. Submit the application
4. Achieve scores in the Range of Excellence
5. Schedule and conduct site visit

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CLINICAL CARE:

CAPTURE OF VITAL SIGNS
MEASUREMENT

=

of E&M visits that captured
BP, height, and weight
E&M visits

PRACTICE
PRODUCTIVITY

=

TOTAL SALARY \$
of wRVUs

VISIT SUMMARY SOP
ADHERENCE

=

of applicable E&M visits for which
the Emory Visit Summary
was given to the patient
applicable E&M visits

PATIENT PRACTICE
COMMUNICATION

=

of clinical messages
addressed within 2 hours
of clinical messages

PATIENT PORTAL
ENROLLMENT

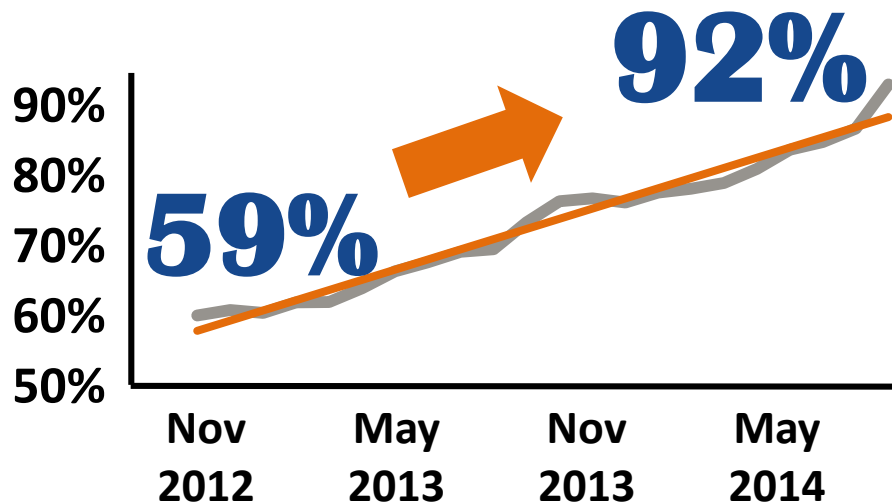
=

of Patients enrolled in an
Emory Patient Portal

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CLINICAL CARE:

Capture of Vital Signs



84%
of appropriate
patients receive a
**VISIT SUMMARY
UPON COMPLETION
OF THEIR VISIT**

175,000+

PATIENTS ENROLLED IN AN
EMORY PATIENT PORTAL

IMPROVED THE ENROLLMENT RATE 80%,
FROM 7,500 PATIENTS PER MONTH TO
OVER 13,500 PATIENTS PER MONTH.



PATIENT ACCESS

MONITOR AND IMPROVE ACCESS STANDARDS THROUGH FOUR PRIMARY FUNCTIONS: APPOINTMENT CENTERS, CAPACITY MANAGEMENT, CLINICAL CALL MANAGEMENT, AND ACCESS OPTIMIZATION

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PATIENT ACCESS:

Vice President of Operations

APPOINTMENT CENTER

Deliver a quality, service oriented scheduling experience

CAPACITY MANAGEMENT

Design, monitor, and maintain provider schedules in accordance with set access standards

CLINICAL CALL MANAGEMENT

Live clinical call answering, nurse triage, and telephonic nurse encounter

ACCESS OPTIMIZATION

- Quality
- Training
- Workforce & Staffing Management
- Metric Monitoring
- Process Improvement

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PATIENT ACCESS:

CURRENT PRIORITIES

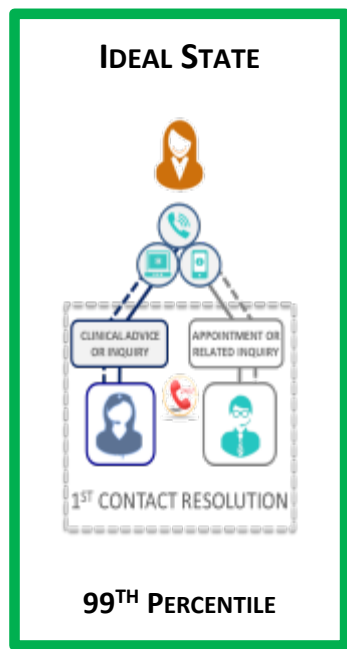
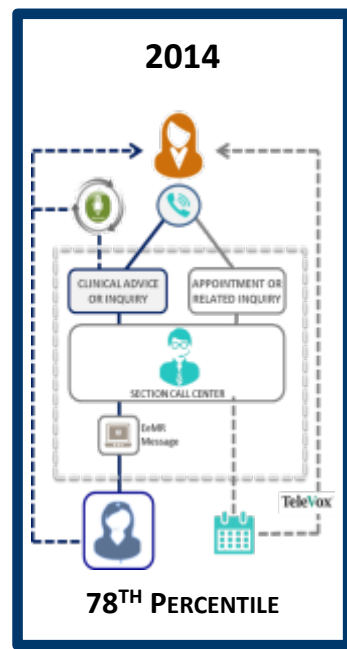
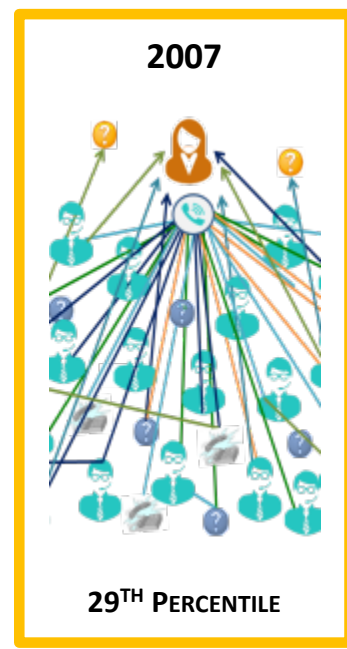
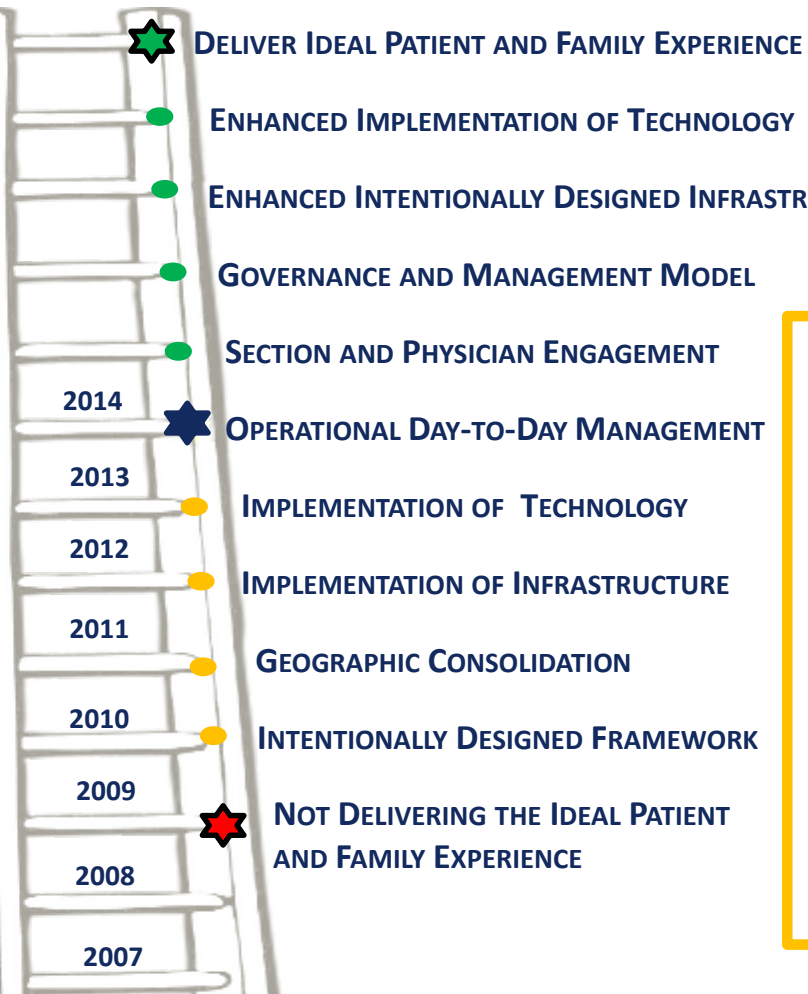
1. COMPREHENSIVE CALL CENTER AGENT PERFORMANCE PROGRAM
2. ONLINE SCHEDULE CHANGE REQUEST AND APPROVAL SYSTEM
3. PROVIDER SCHEDULE IMPACT ANALYSIS
4. OPTIMAL PROVIDER SCHEDULES
5. LIVE CLINICAL CALL MANAGEMENT FOR FIRST CONTACT RESOLUTION
6. SCHEDULING TOOLS AND TECHNOLOGIES
7. NO SHOW RATES AND APPOINTMENT REMINDERS

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PATIENT ACCESS:

OUR CLIMB TO THE IDEAL PATIENT AND FAMILY EXPERIENCE

Emory Clinic Patient Access



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PATIENT ACCESS:

**NEW PATIENT
APPOINTMENT LAG
TIME** = $\frac{\text{\# of days between being booked
and the date the patient arrives}}{\text{\# of new patient appointments}}$

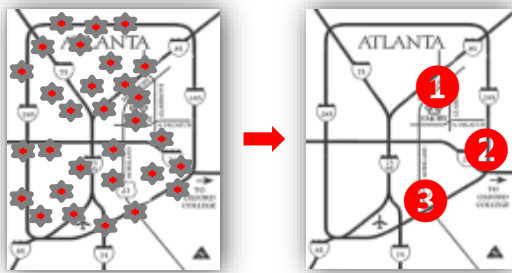
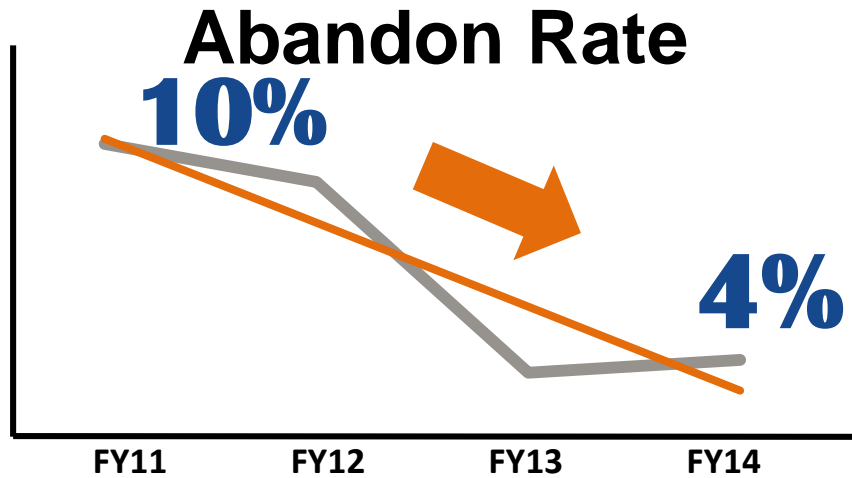
**ABANDON
RATE** = $\frac{\text{\# of calls
disconnected by initiator
while in queue}}{\text{\# of calls}}$

**SERVICE
LEVEL** = $\frac{\text{\# of calls
answered within
40 seconds}}{\text{\# of calls}}$

**APPOINTMENT
UTILIZATION** = $\frac{\text{minutes BOOKED}}{\text{minutes ALLOCATED}}$

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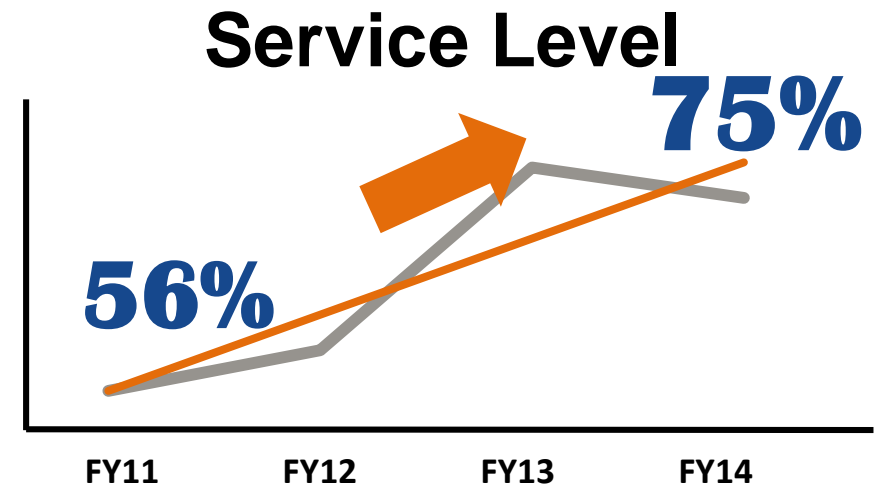
PATIENT ACCESS:



Consolidated 175+ agents to three sites to ensure **CONSISTENT, RELIABLE STANDARDS** could be deployed and improved in order to meet patient needs

2.2+ Million

CALLS ANSWERED IN EMORY CLINIC
APPOINTMENT CENTERS ANNUALLY





SERVICE & REFERRAL MANAGEMENT

COORDINATE ACTIVITIES RELATED TO PATIENT AND
PROVIDER SATISFACTION TO CONTINUOUSLY ENHANCE THE
PATIENT AND PROVIDER EXPERIENCE

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SERVICE & REFERRAL MANAGEMENT:

Vice President of Operations

SERVICE MANAGEMENT

SERVICE IMPROVEMENT ACCELERATION

Coordinate consistent process improvement efforts to achieve continuous enhancements in patient, staff, and provider experience

PATIENT EXPERIENCE PROGRAMS

Develop and deploy meaningful service volunteer and special constituent programs and resources to ensure an ideal patient and family experience on every visit

REFERRAL MANAGEMENT

PRIORITY SCHEDULING CENTER

Secure appointments for priority referral patients within the standard of seeing an Emory provider today, tomorrow, or within a week

REFERRING PROVIDER COMMUNICATION

Ensure reliable, consistent, and timely communication of clinical information and results to referring providers

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SERVICE & REFERRAL MANAGEMENT:

CURRENT PRIORITIES

1. INNOVATIVE AND MEANINGFUL PRACTICES TO IMPROVE THE PATIENT AND PROVIDER EXPERIENCE THROUGH PATIENT SATISFACTION ACCELERATION TEAM
2. BEST PRACTICE PATIENT FEEDBACK
3. PROVIDER SPECIFIC ONLINE RATINGS BASED ON PATIENT FEEDBACK
4. TARGETED AND SUSTAINABLE SERVICE COACHING AND TRAINING
5. EXPAND SYSTEM FUNCTIONALITY TO CAPTURE, TRACK, AND REPORT REFERRING PROVIDER INFORMATION
6. ENSURE ALL EMORY-SPONSORED HEALTH PLAN MEMBERS HAVE ACCESS TO APPOINTMENTS WITHIN A WEEK

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SERVICE & REFERRAL MANAGEMENT:

PATIENT SATISFACTION ACCELERATION TEAM

- ✓ Constant focus on priority index/focus area metrics
- ✓ Section-driven tests of change to identify best practices in the patient experience
- ✓ Bi-weekly meetings with all key stakeholders in attendance that deploy consistent structure around metrics review
- ✓ Impactful physician engagement

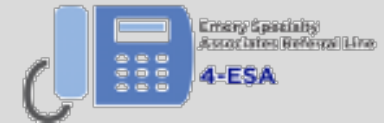
Focus areas:

1. Ease of scheduling
2. Ease of getting the clinic on the phone
3. Wait time at the clinic
4. Sensitivity to patient needs

PRIORITY SCHEDULING CENTER

A team of advanced call center agents dedicated to scheduling appointments for priority referral patients

- Internal referrals
- Emory employees



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SERVICE & REFERRAL MANAGEMENT:

OVERALL PATIENT
SATISFACTION



current standing of Emory Clinic
Press Ganey %^{ile} rank

PROVIDER SPECIFIC
PATIENT SATISFACTION



provider specific
current standing by specialty
Press Ganey %^{ile} rank

PHYSICIAN
ENGAGEMENT



physician engagement as measured by
Press Ganey %^{ile} rank

EMPLOYEE
ENGAGEMENT



employee engagement as measured by
Press Ganey %^{ile} rank

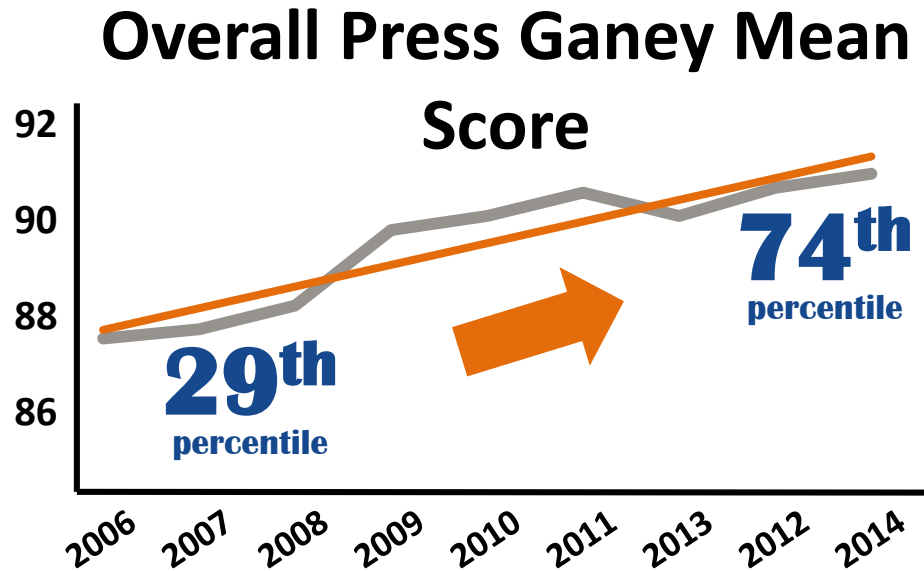
CORRESPONDENCE CENTER
UTILIZATION



of discharge communications SENT
of discharges

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SERVICE & REFERRAL MANAGEMENT:



1 of 15 organizations recognized nationwide with a **2013 Press Ganey Success Story Award** for our creative approaches to improving patient satisfaction

Implemented a **Correspondence Center** to ensure reliable, consistent, and timely communication of clinical information and results to referring providers following a patient's discharge from an Emory Healthcare hospital

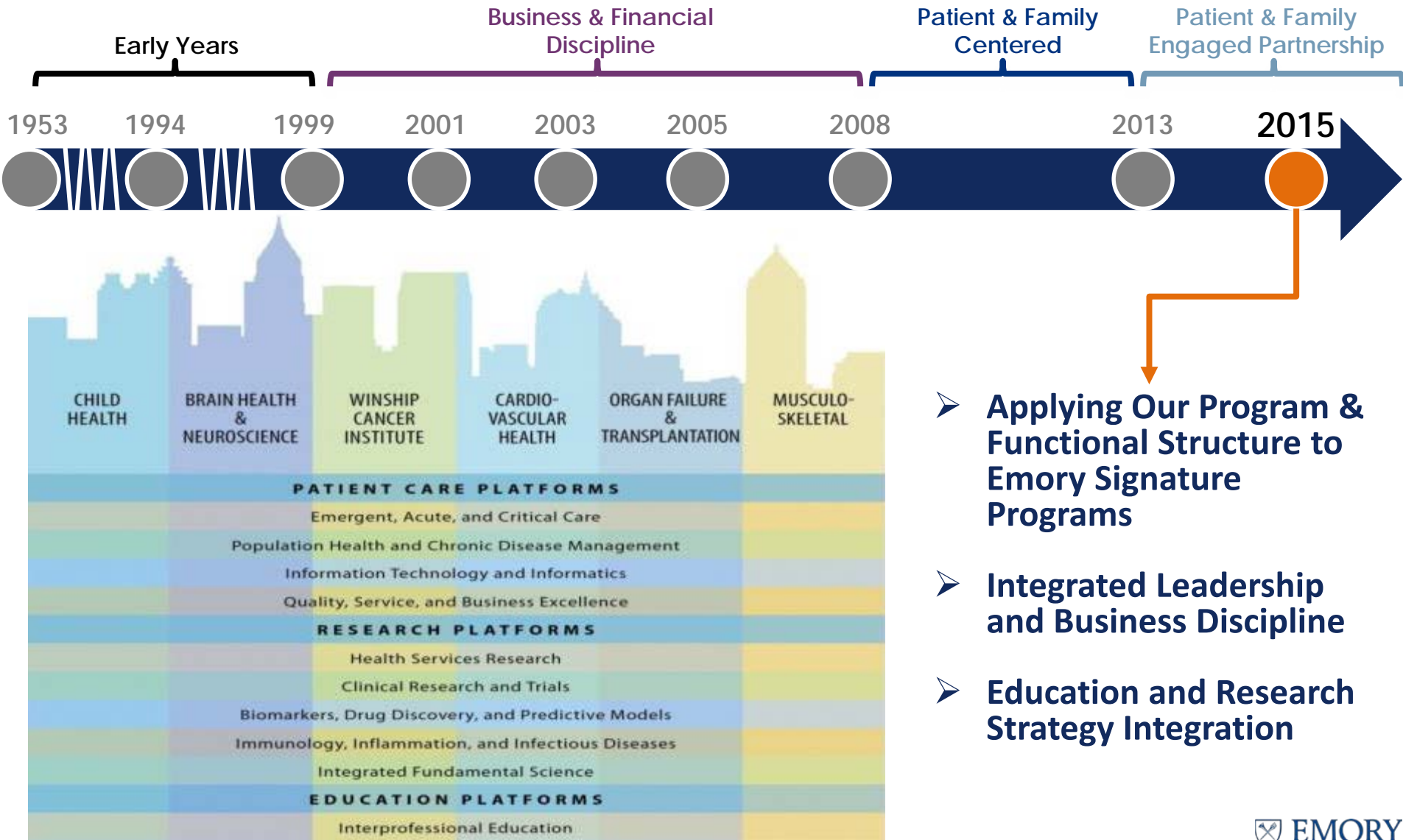


90%+
OF DISCHARGES WITH A
CORRESPONDING COMMUNICATION

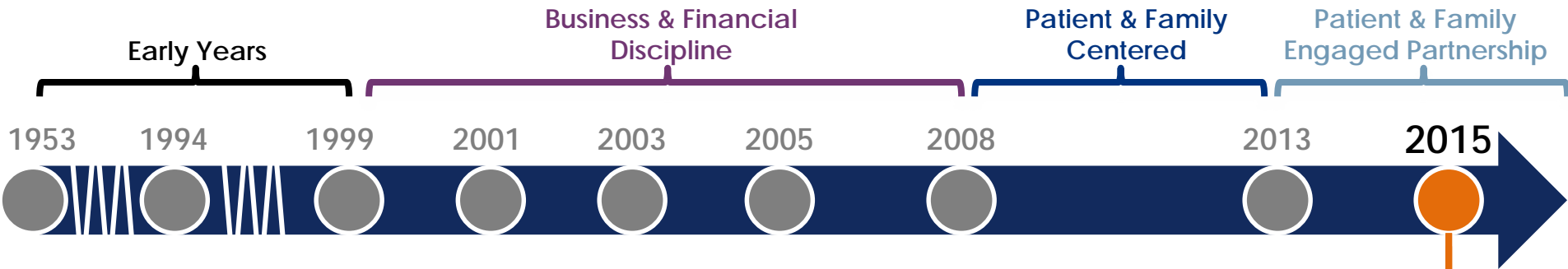
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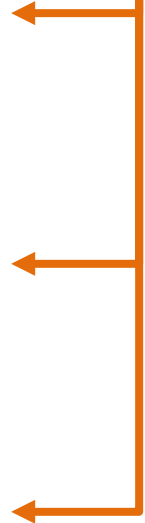


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Current State:

- ✓ The ambulatory care enterprise is emerging as a dominant environment of care delivery for patient populations
- ✓ Limited data and few organization and operational models exist to inform healthcare leaders of ways to evaluate and manage ambulatory care, as healthcare systems transition to new financing and payment models
- ✓ Emory's approach is focused to provide consistent, reliable, efficient and timely patient care delivery for populations we serve



our LESSONS LEARNED



our LESSONS LEARNED

TIMELY INFORMATION WEEKLY METRIC
 PATIENT AND REPORT OUT
 FAMILY Acceleration Iterative
 Common Teams Improvement
 Vocabulary
 EXPERIENCE ATTENTION TO DETAIL Process
 Actionable INTENTIONAL Hardwiring
 Reports DESIGN & Evolving Workflow
 STRUCTURE Goals



Questions & Discussion

THANK YOU