

The MSK Centers of Excellence Model

ECEN

Chris Skisak, HBCH

January 18, 2017

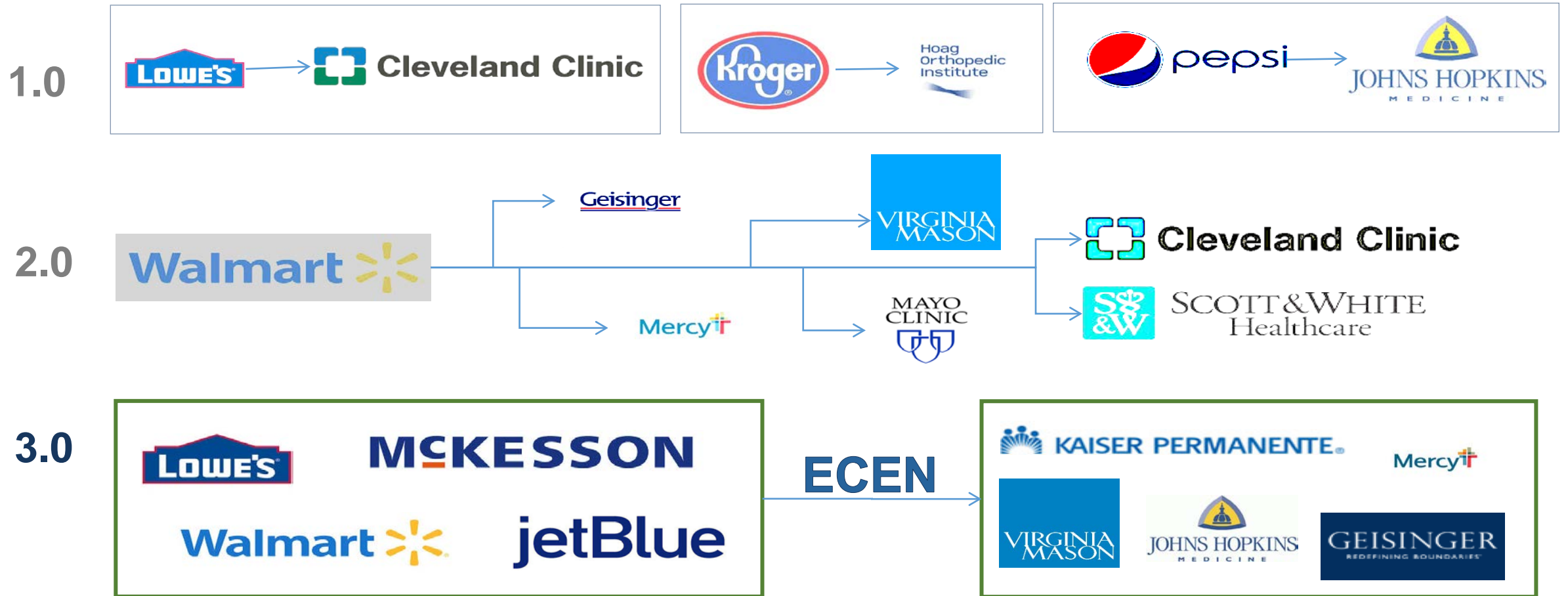
The ECEN Model

A successful program designed by employers for employers

The Employers Centers of Excellence Network

- National network of exemplary hospitals and surgeons
- Focus on elective procedures with high cost and quality variation
- High touch, 24/7 concierge service
- Provider accountability through episode-based payment
- Proven superior outcomes and satisfaction

ECEN Roadmap



ECEN Roadmap

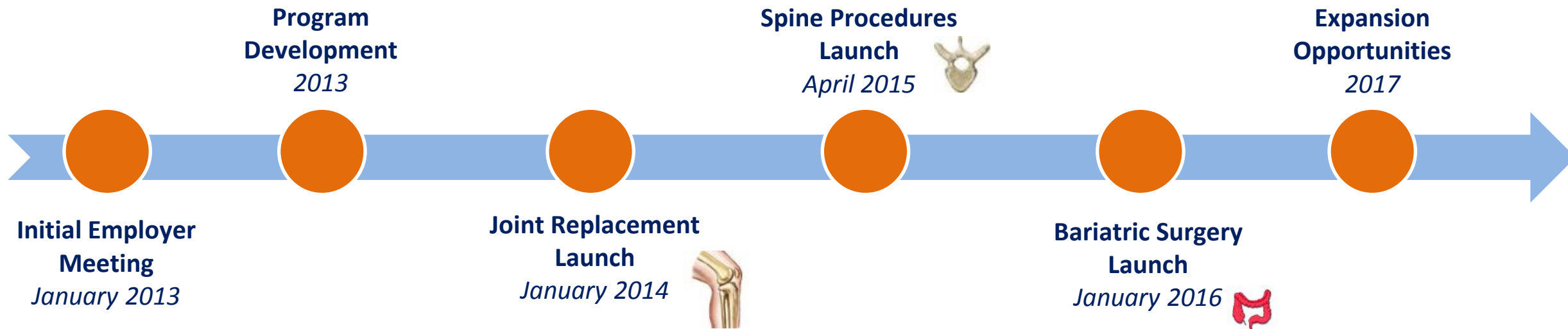
The Employers Centers of Excellence Network has grown strategically over 3 years

jetBlue

MCKESSON



Walmart 



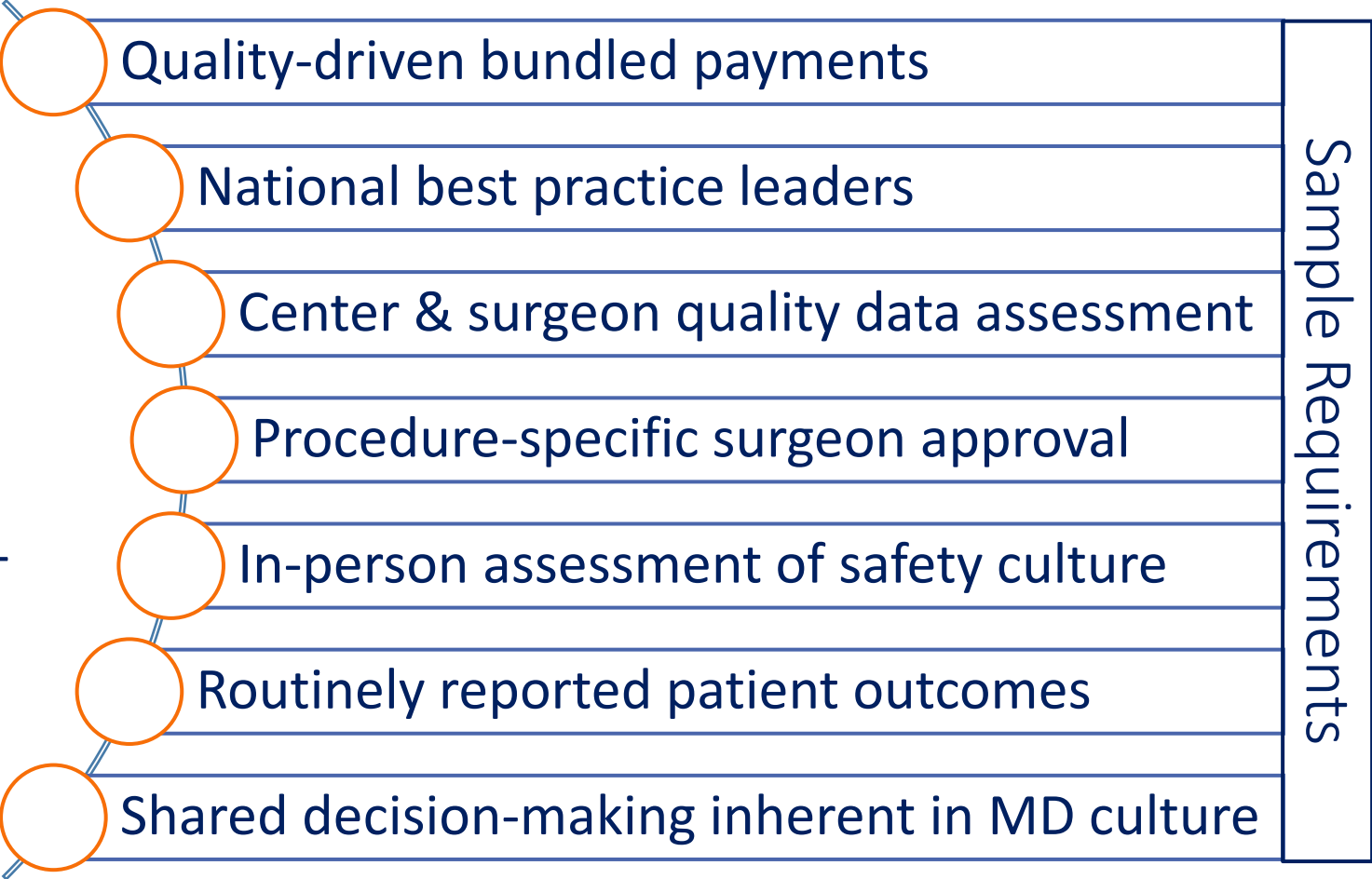
Guaranteed Access to Top Centers

The ECEN rigorous assessment process eliminates >9 out of every 10 centers

5 STEP EVALUATION

- 1. Publicly Available Data
- 2. Invited RFI
- 3. Team Assessment Call
- 4. Comprehensive RFP
- 5. In-person Site Visit

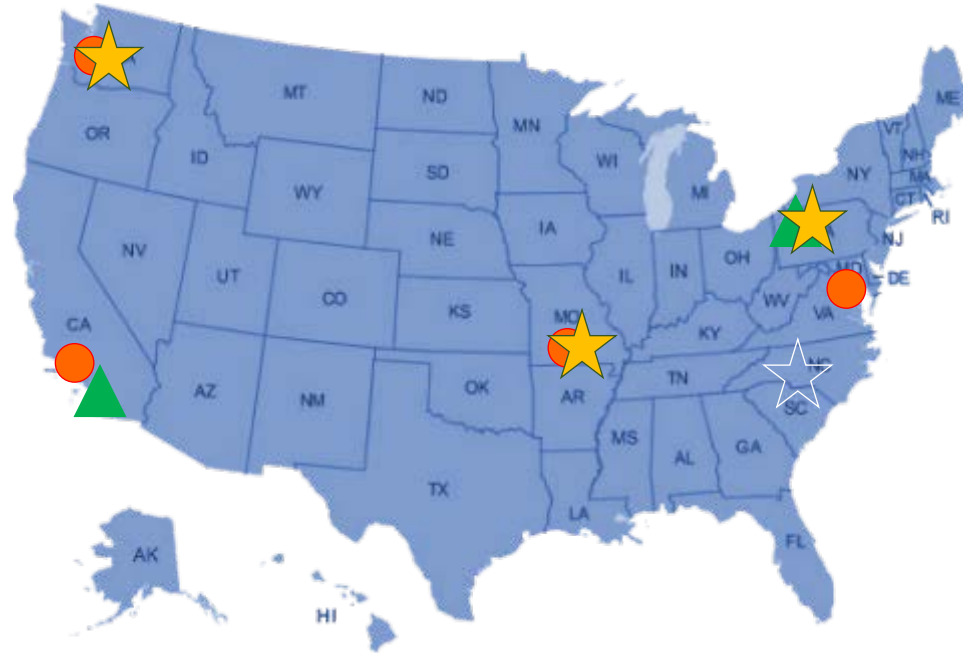
-
- Annual Outcomes Review
 - New Surgeon Review



Notably Narrow Network by Design

Limiting centers is critical to driving volume and earning dedicated resources

- ★ ● Virginia Mason Medical Center
Seattle, WA
- ★ ● Mercy Hospital, Springfield
Springfield, MO
- Kaiser Permanente
Irvine Medical Center
Irvine, CA
- Johns Hopkins Bayview
Medical Center
Baltimore, MD
- ★ ▲ Geisinger Medical Center
Danville, PA
- ▲ Scripps Mercy Hospital
San Diego, CA



- Joints
- ★ Spines
- ▲ Bariatrics



PBGH-HDP Integrated Partnership

PBGH collaboration and quality with HDP validated care management and administration



New Employer ROI Analysis and Recruitment	Lead	
Rigorous CoE Selection Process	Lead	Support
Annual CoE/Surgeon Review	Lead	
Ongoing CoE Quality & Standard Development	Lead	
Contracting & contract holder	Support	Lead
Employer implementation process		Lead
Patient guidance through CoE referral to transition home		Lead
Travel coordination		Lead
Clinical claims review and payment		Lead
Financial and outcomes data to employers	Lead	Lead

PBGH Drives Employer Value

PBGH's oversight supports employer-focused continuous quality improvement

- **Competitive bundled rates** through the clout of >1M lives
- **Customized network** by contracting for priority conditions and geographies
- **Confidence in network quality** from continuous ECEN evaluation of CoE performance, patient outcomes and satisfaction
- **Consistent patient experience** throughout the country from CoE-developed ECEN program requirements and shared best practices
- **Collaborative Employer Learning** so you don't have to reinvent the wheel

Better Outcomes Than Carriers

ECEN complication rates and improved quality results in significant savings

1/1/14 – 12/31/15

Metric	Carrier (N=736)	ECEN (N=429)
Discharge to Skilled Nursing Facility	7.4%	0.0%
Readmissions <30 days	4.6%	0.5%
Revisions within 6 months	0.5%	0.0%

Moving the Market Together

Participating in the ECEN demonstrates a commitment to value-based purchasing



“The ECEN is sending a signal to the market that employers will no longer settle for unpredictable, unnecessarily expensive, and unreliable care.”

- *David Lansky*
PBGH CEO



Contact Olivia Ross at oross@pbgh.org to schedule a one-on-one informational call

Learn more at www.pbgh.org/ecen