DIRECT PRIMARY CARE Summit 2018

Deliver Exceptional Care. On Your Terms.
Prove It...or Lose it

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Submit your questions to: aafp3.cnf.io
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Learning Objectives

• Recognize the market demand for cost and quality data.
• Explain various cost and quality measures that reflect DPC impact, without diverting physician time from patient care.
AES Question
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What Kind of Practice Do You Operate? (pre-question)

- Still fee for service. Just exploring
- Only Fee For Service, but planning to convert to DPC
- Practicing DPC – Less than 2yrs experience
- Practicing DPC – More than 2yrs experience
Poll: What Kind of Practice Do You Operate?
For Those DPC Clinics, What Type of Clinic Do You Operate?
(pre-question)

- FFS/DPC Hybrid
- Pure DPC
- Other?
Poll: For Those DPC Clinics, What Type of Clinic Do You Operate?
For DPC Clinics: Do You Work With Employer Groups?
(pre-question)

• Not currently and do not plan to
• Not currently, but would like to
• Yes, work with less than 10
• Yes, work with more than 10
Poll: For DPC Clinics: Do You Work With Employer Groups?
Quick Summary of Strada Healthcare

- Founded April, 2016
- Locations in Nebraska & Iowa
- DPC Hybrid Model
- 71% Employer Patients
Why Employer Groups?
Case Studies

• Large Insurance Company
  – Over 1,000 employees
  – Enrollment/HR process
  – HSA & legal team

• Mid-Sized Plumbing Company
  – 120 employees
  – DPC not integrated with insurance plan

• Mid-Sized Plumbing Company
  – 140 employees
  – Converted company from fully insured to self insured

• Small Vehicle Collision Repair
  – Less than 50 employees
  – Explaining DPC is not insurance
Data is sort of a big deal
Important Metrics

- Cost PMPM Health
- Cost PMPM RX
- Generic vs Brand Name RX use
- ER Visits
- Inpatient Admits
- Clinic Visits
- Total Claims
- Specialist Visits
- Text/Call Volume by Hour
- Geo Mapping Claims
- Age/Gender Distributions
- Biometric Data
- Triglycerides
- HDL
- LDL
- Other Lab Values
Burton Plumbing

18

$568.18
$133.04
$0.00
$150.00
$300.00
$450.00
$600.00

PMPM - Medical

$568.18
$133.04

Non Strada
Strada
Burton Plumbing

$102.47

$8.10

PMPM - Rx

$110.00
$82.50
$55.00
$27.50
$0.00

$102.47

$8.10

Non Strada
Strada

July 13–15, 2018
Burton Plumbing

ED Visits Per 1000

Non Strada: 151.11
Strada: 13.58

July 13–15, 2018
Burton Plumbing

IP Admits Per 1000

- Non Strada
- Strada

35.56
2.09
Burton Plumbing

![Burton Plumbing Image]

**Workers Comp Injuries Per Month**

- Non Strada: 1
- Strada: 0
Biometric Data

- **BMI**
  - Non Strada
  - Strada

- **Glucose**
  - Non Strada
  - Strada

- **HDL**
  - Non Strada
  - Strada
Biometric Data

**Diastolic BP**
- Non Strada: \(-5\) mmHg
- Strada: \(-5\) mmHg

**Systolic BP**
- Non Strada: \(8\) mmHg
- Strada: \(-7\) mmHg
Biometric Data

Cholesterol

-3

Triglyceride

Non Strada

5

Strada

-47
Coming Soon…

DPC Pilot for NE State Employees

LEGISLATURE OF NEBRASKA
ONE HUNDRED FIFTH LEGISLATURE
SECOND SESSION

LEGISLATIVE BILL 1119

Introduced by Riepe, 12; Geist, 25; Hilgers, 21; Hughes, 44; Koltermann, 24; Stinner, 48.
Read first time January 18, 2018
Committee: Government, Military and Veterans Affairs
1 A BILL FOR AN ACT relating to state government; to adopt the Direct
2 Primary Care Pilot Program Act.
3 Be it enacted by the people of the State of Nebraska,
Growing DPC Together

If you want to go fast, go alone.
If you want to go far, go together.

-African Proverb
Questions?

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Don’t forget to evaluate this session!

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