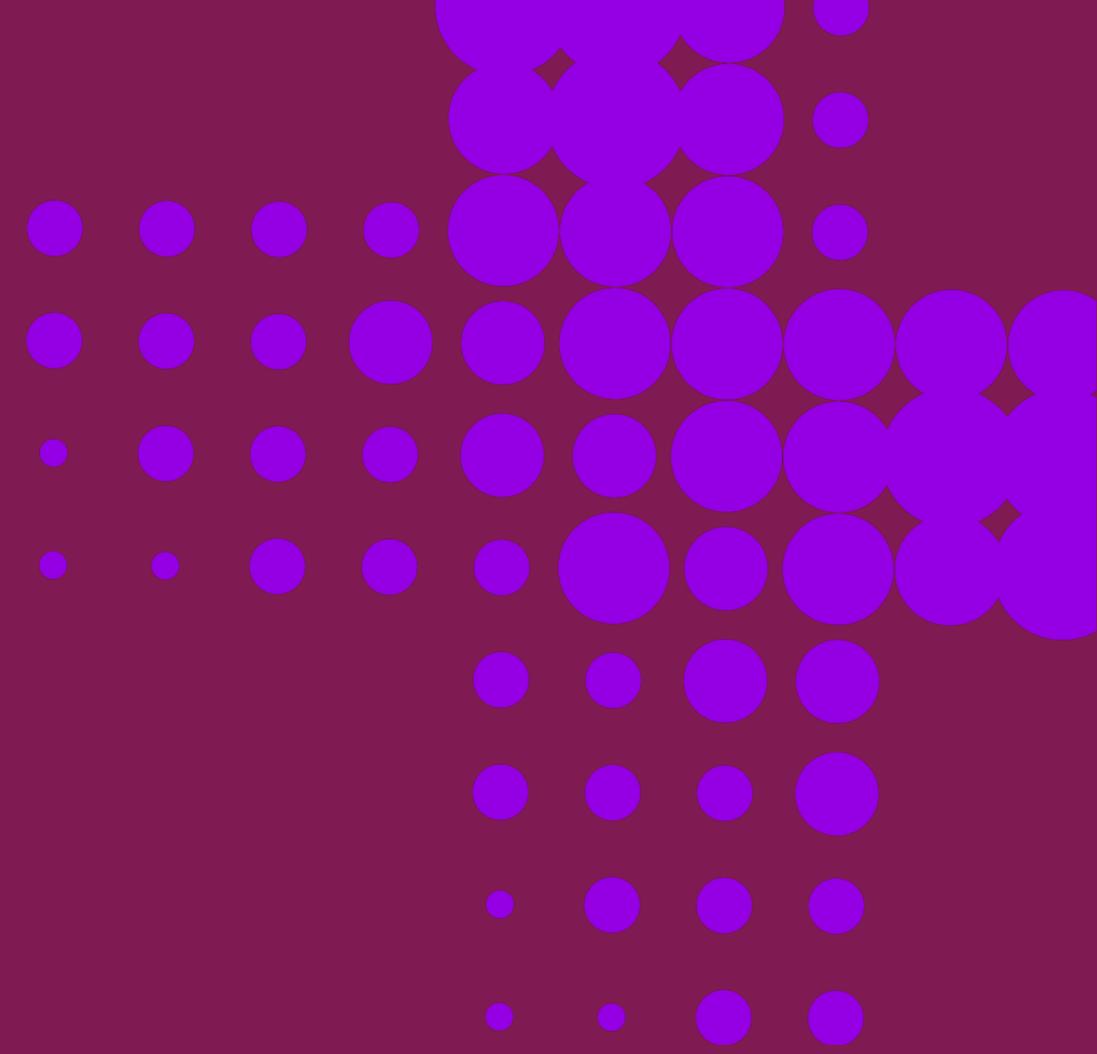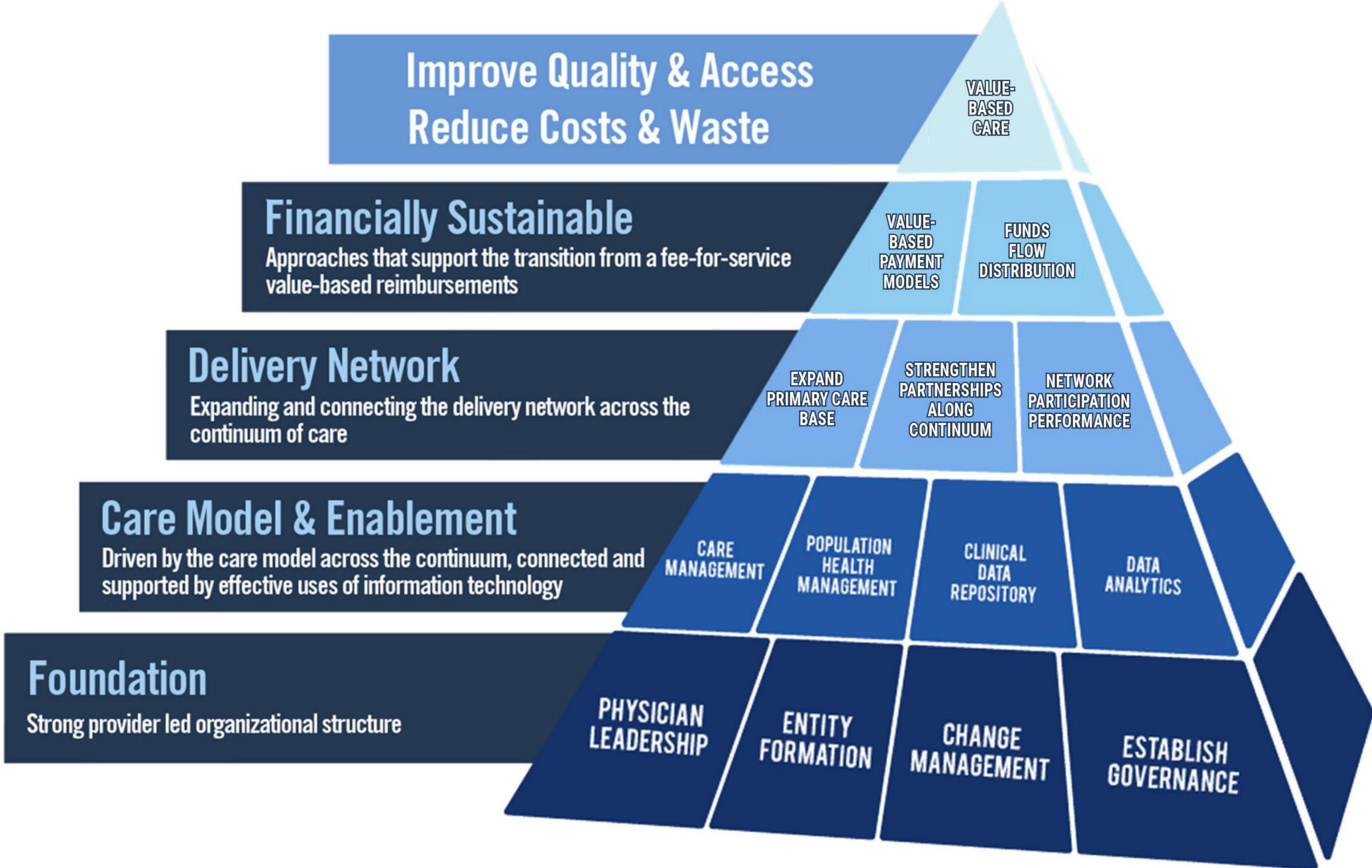# UpStream

Primary Care as the Cornerstone for a Successful Network
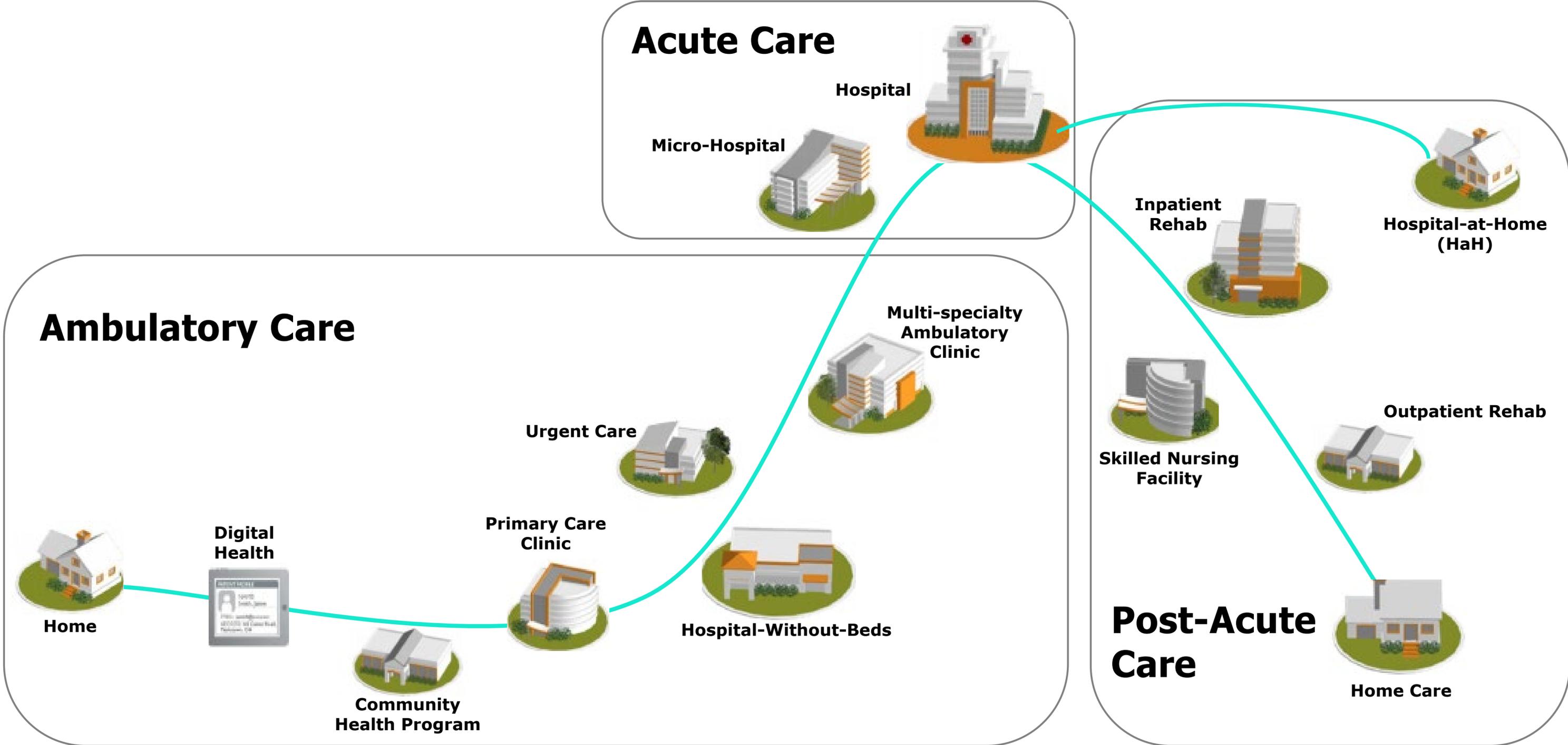
Angelo Sinopoli, MD
Chief Network Officer
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Essential Building Blocks

Improve Quality & Access Reduce Costs & Waste
— VALUE-BASED CARE

Financially Sustainable
Approaches that support the transition from a fee-for-service value-based reimbursements
— VALUE-BASED PAYMENT MODELS | FUNDS FLOW DISTRIBUTION

Delivery Network
Expanding and connecting the delivery network across the continuum of care
— EXPAND PRIMARY CARE BASE | STRENGTHEN PARTNERSHIPS ALONG CONTINUUM | NETWORK PARTICIPATION PERFORMANCE

Care Model & Enablement
Driven by the care model across the continuum, connected and supported by effective uses of information technology
— CARE MANAGEMENT | POPULATION HEALTH MANAGEMENT | CLINICAL DATA REPOSITORY | DATA ANALYTICS

Foundation
Strong provider led organizational structure
— PHYSICIAN LEADERSHIP | ENTITY FORMATION | CHANGE MANAGEMENT | ESTABLISH GOVERNANCE

Continuum of Care

Acute Care

Hospital

Micro-Hospital

Ambulatory Care

Multi-specialty Ambulatory Clinic

Urgent Care

Primary Care Clinic

Digital Health

Home

Community Health Program

Hospital-Without-Beds

Inpatient Rehab

Hospital-at-Home (HaH)

Outpatient Rehab

Skilled Nursing Facility

Post-Acute Care

Home Care

Modified from SG2 slide

Primary Care
Is where the real opportunity exists

Critical to the success of any network:

- Ability to engage and intervene early

- Opportunity to reengineer primary care for true transformation

- Ability to create linear integrity with the patient's care

- Ability to intervene prior to an event

- Develop patient trust

Primary Care Transformation
Care Model Redesign – Embedded care team resources

Opportunity to:

- Directly engage the patient

- Aggregate all information and documents from across the continuum of care

- Discuss options and their expectations with the patient

- Identify SDOH and engage community resources

Primary Care Transformation
Care Model Redesign – Care team approach

- Combination of specific embedded team members linked to external resources across the delivery system and community

- Varying levels of clinical expertise and training based on goals of the role

- Continuous evaluation of outcomes and root cause analysis

- Effective team interventions and training for team members

Data & Analytics

- Ability to aggregate disparate clinical sources

- Automation of reporting data to physicians and purchasers

- Provide data to the point of care

- Verify payer reports and attribution

- Drive quality and performance improvement

- Produce risk categorization, quality and cost analysis, and develop predictive modeling

Inherent Barriers for Successful Networks

- **Reliance on hospital resources** to drive data, care management and quality

- Can't afford the **upfront investment capital** to build expert teams and systems needed to drive outcomes

- **Physicians aren't incentivized** in real time for driving outcomes

- Unwilling/unable to take **financial downside risk** to gain the upside potential of global contracts

- Not **enough patient volume** to drive changes in practice or financial reporting

- Consequences of **inaction or indecision**

Keys to Success in Value-Based Care

- **Develop enablement resources** into a focused separate company or create a partnership for services

- **Make investments** to create expertise and competencies up front

- Align **real time incentives** to support clinical models & engage physicians

- **Embrace risk** with enough upside potential to offset expenses

- Make the **value-based processes** the path of least resistance

- **Transform** the role of primary care

Thank you.

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