Moving to a value based system

Current

Payers
"Decrease reimbursement by cutting unit cost"

Providers
"Maintain overall profit by increasing services"

Volume

Future

Payers
"Decrease reimbursement by paying for results achieved"

Providers
"Maintain profit by innovating to deliver better results at lower costs"

\[ \text{Value} = \frac{\text{Patient outcomes}}{\text{Cost of delivering outcomes}} \]

But what do patients get?
The promise of outcomes measurement for patients

- Improve care
- Select the right care team
- Know what is coming

Patient Benefits
Martini Klinik - better care through an outcomes focus

Background

Martini Klinik with focus on outcomes that matters to patients
- Focus on outcomes beyond mortality
- Frequent surgeon conferences where outcomes per surgeon are compared
- Sharing of best practice
  - Attracting high volumes of patients

Impact on Outcome

<table>
<thead>
<tr>
<th>Severe erectile dysfunction</th>
<th>Incontinence</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Hospital</td>
<td>Average Hospital</td>
</tr>
<tr>
<td>75.5%</td>
<td>43.3%</td>
</tr>
<tr>
<td>Martini Klinik</td>
<td>Martini Klinik</td>
</tr>
<tr>
<td>34.7%</td>
<td>6.5%</td>
</tr>
</tbody>
</table>

54% less men with severe erectile dysfunction and 85% less with incontinence
Partners Healthcare – Know what is coming

**Total Knee Replacement: Relief from Knee Pain**

Patients have considerable knee pain before surgery. Although our patients see an improvement in knee pain, some pain is still present during the healing process. Knee pain continues to improve and after one year many of our patients are nearly pain free.
Mayo Clinic – Identify the issue to focus the conversation

Key Facts

<table>
<thead>
<tr>
<th>Condition</th>
<th>Depression &amp; Anxiety</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of patients</td>
<td>2000</td>
</tr>
<tr>
<td>Profile</td>
<td>Tertiary care psychiatry</td>
</tr>
<tr>
<td>PROMs in Use</td>
<td>ICHOM D&amp;A Standard Set</td>
</tr>
</tbody>
</table>

“To make a good decision, you need an expert in the facts (e.g. a health practitioner) and an expert on which features matter most (e.g. the patient) and a way to share their views with each other in ways they prefer.”