

**The Changing Healthcare Environment:
Finding the Right Fit for the
Diabetes Specialist**

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Disclosure to Participants

- Notice of Requirements For Successful Completion
 - Please refer to learning goals and objectives
 - Learners must attend the full activity and complete the evaluation in order to claim continuing education credit/hours
- Conflict of Interest (COI) and Financial Relationship Disclosures:
 - Presenter: Robert Gabbay MD, PhD on Advisory Boards of Onduo, Health Reveal, Lark
- No Off-Label Use:

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THANK YOUR NEIGHBOR

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Robert Gabbay
MD, PhD, FACP

Chief Medical Officer
Joslin Diabetes Center
Harvard Medical School
Boston, MA

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**WHAT ARE THE BIGGEST
DRIVERS FOR CHANGE?**



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MACRA MIPS and APMs

What's it all About?

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Today

- Payment Changes Everything
- ALPHABET SOUP
 - MACRA, MIPS, ACO
- New Roles for Diabetes Specialists
 1. Practice Coaching
 2. Care Management
 3. Augmenting Digital Care

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Medicare's Merit-Based Incentive Payment System (MIPS): Fee-for-Service with Bigger (and More Complex) Adjustment for Measured Performance

A single MIPS composite performance score will factor in performance in 4 weighted performance categories:

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Source: CMS, Oct 2015

Reimbursement Changes

- Moving from Fee for Service to VALUE
 - Outcomes/ Cost
 - Improved Population Health at Lower Cost
- MACRA and MIPS
- Advance payment models
 - Accountable Care Organizations
 - Bundled Payments

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MANY MEASURES RELATE TO DIABETES

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Reimbursement Changes

- Good/Bad news is what we do, it's inexpensive and therefore high value
- We need to reposition who we are within the health care system
- Reimbursement change it is not in the future-
 - New MIPS payments started with 2017 data
 - ACOs already widespread

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Impact Value Based Reimbursement An Opportunity to Reposition CDEs

Cost Centers
(Diabetes Care)
e.g. **Diabetes Specialists**
Dietitians, Educators,
Endocrinologists, Behavior
Change



Saving Centers

Revenue Centers
e.g. CT surgery, PTCA, Ortho



Cost Centers

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Diabetes as the Vanguard Disease in Health Care Delivery Changes

- Diabetes (and Joslin) has long been the vanguard condition where key health system changes were developed and spread
 - Self-Management Education
 - Team Based Care
 - Chronic Care Model
 - Registries and Population Management
 - Patient Centered Medical Home and Neighborhood

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WHY DIABETES?

C

- Costly**
- Common**
- Complex**
- Calculable/ Measureable**
- Complications preventable**

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Mental Shift: Population Management

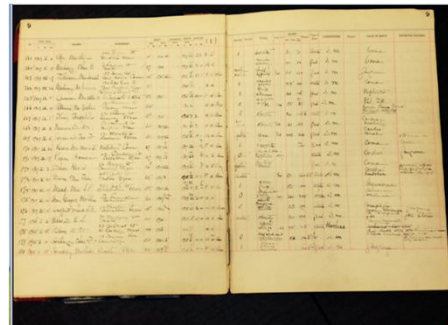
- Shift from treating one patient at a time to managing populations of patients
- Shift from looking at only a single patient to looking at a *population of patients* within the practice

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The First Step to Improve Population Health



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A Diabetes Registry

A “Registry” is a searchable list of all patients with a particular condition

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HOW MANY OF YOU CURRENTLY USE QUALITY MEASURE DATA IN YOUR PRACTICE?



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Elliot P. Joslin: The First Diabetes Registry

- “Ledgers” were recorded in accounting books, 1892
- Began the first work in epidemiology for chronic diseases
- Largest collection of clinical data in the world

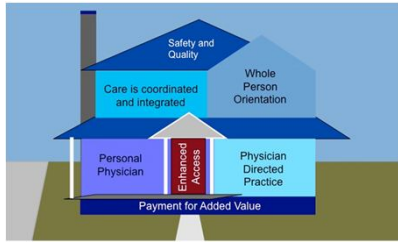
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The Patient-Centered Medical Home



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New Roles for Diabetes Specialists



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The Patient-Centered Medical Home and Diabetes

- Many if not most efforts focus on DM
- PCMH is a journey, not a destination
- Key attribute- **population health approach, team based care, high risk ID and care management**
- How effective can they be without our help?

Bojadziewski T, Gabbay R. The Patient-Centered Medical Home and Diabetes. Diabetes Care 2011 (34):1047-1053

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New Roles for Diabetes Specialists

- LESS DSME MORE DSMS
- Focus on changing behavior with evidence based approaches
- Pt engagement and adherence are key
 - Big buzz in health care right now – how much do we know?
- Demonstrating value!
 - Be the quality person of the practice

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Practices Often Struggle to Become PCMHs

- Effective tools to help practices change
 - Practice Coaching
- IT'S SMS FOR A PRACTICE (as opposed to a patient)
 - Negotiated goal setting
 - Problem solving
 - Empowering
 - Team Dynamics
 - Cheerleading

Sound Familiar???

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New Roles for Diabetes Specialists

1. Practice Coaching
2. Care Management
3. Augmenting Digital Care

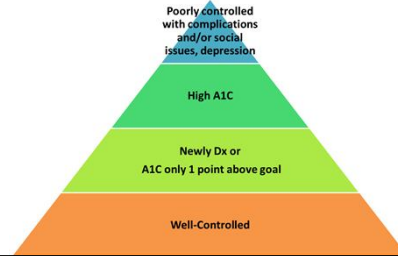
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New Roles for Diabetes Specialists

1. Practice Coaching
2. **Care Management**
 - Risk stratification
 - Can diabetes educators be the go-to for high risk patients?
3. Augmenting Digital Care

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Stratifying Diabetes Patients



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Risk Stratification

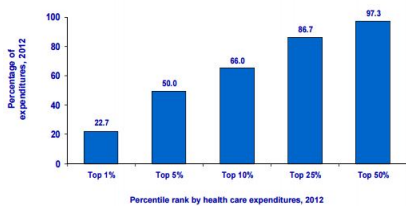
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What is Care Management?

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Concentration of health care expenditures U.S. civilian noninstitutionalized population, 2012



Source: Center for Financing, Access, and Cost Trends, AHRQ, Household Component of the Medical Expenditure Panel Survey (HC-155), 2012

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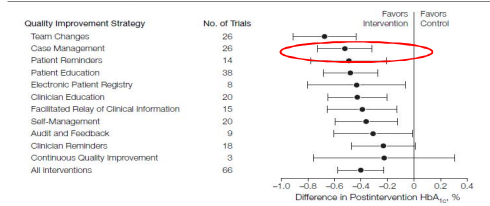
Care Management (CM)

- A high level clinical intervention that is added to the usual “planned care” provided by practices
- CM targets “high-risk” patients that are not responding to prescribed treatment plan

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Evidence for Care Management

Figure 2. Postintervention Differences in Serum HbA_{1c} Values After Adjustment for Study Bias and Baseline HbA_{1c} Values



Shojania KG, et al. JAMA. 2006;296:427-440.

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New Roles for Diabetes Specialists

1. Practice Coaching
2. Care Management
3. **Augmenting Digital Care**

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Models for Care Management

- Telephonic
 - Health Plans, Employers, Carve Outs
 - Less Effective
 - New Digital approaches?
- Embedded in Practice
- Can Travel Between Practices
 - PRIDE program at UPMC

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Augmenting Digital Care

- More apps around than ever
 - health and fitness apps have grown 330% in the last 3 years
- Engagement is the problem
- Multiple companies focused on digital therapeutics
- Trying to change behavior
- Realizing can't be all digital- need people/relationship
- Many realize they **DESPERATELY** need Diabetes Educators/Specialists

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HOW MANY OF YOU HAVE CARE MANAGERS IN YOUR HEALTH SYSTEM OR HOSPITAL?

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Impact Value Based Reimbursement An Opportunity to Reposition CDEs

Cost Centers (COE)

e.g. Diabetes Care- Dietitians, Educators, Endocrinologists, Behavior Change
PREVENTING COMPLICATIONS



Saving Centers

(Diabetes Specialists)

Revenue Centers

e.g. CT surgery, PTCA, Ortho



Cost Centers

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Finding the Right Fit for the Diabetes Specialist

1. Practice Coaching
2. Care Management
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What can you do next week?

- Population data from a registry
- Do you have Care Managers in your workplace
- Market yourself as expert in high risk patients
- Reach out to Digital Therapeutic Companies
- Be Proactive!

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Finding the Right Fit for the Diabetes Specialist

- Redefine your role mentally
 - Population health
- Risk stratification
- Can diabetes educators be the go to for high risk patients?
- Added **VALUE** to the system
- Demonstrating that **VALUE**

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**THERE HAS NEVER BEEN A
BETTER TIME FOR
DIABETES SPECIALISTS**

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PASSION INTO ACTION

WHAT CAN YOU DO NEXT
WEEK?

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