

Healthcare Reform



Challenge? Yes.

Opportunity? Yes.

December 6, 2010

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New Heights Group



Session Objectives

- A Challenging Landscape
- Implications
- Provider Opportunities
- Critical Success Factors



Challenging Landscape: Mental health affects...

- One out of every 5 hospital stays
- 9.4 million stays (2008)
- 6 of every 10 stays paid by Medicare/Medicaid
- 1 of every 10 stays uninsured
- Average length of stay is greater



Organizational Challenges

- Negative revenue from inpatient & ambulatory
 - lack of highly reimbursed procedures
 - poor payer mix
 - disposition and LOS problems
 - low RVU-based productivity
- Maximizing revenue per square foot
- Physician coverage “stretched to the limit”



ACEP Study: Psychiatric patients in ED

- 79% of total respondents
- 90% board weekly
- 60% stay over 4 hours after decision to admit
- 62% did not provide psych services in ED
- 85% said ED wait times would improve with better psychiatric services



Other Challenges of Mental Health

- Workforce shortages
- Limited expertise among PCPs
- Lack of financial incentives
- Patients' perceptions and fears create barriers
- Co-morbidities of mental health disorders with physical illness and substance abuse
- Racial and ethnic disparities
- Healthcare system structure restricts integration



Current System Not Working

- Behavioral health patients admitted to Medical & Surgical units
- Mentally ill “boarded” in ED
- Increase of mentally ill in jails/prisons

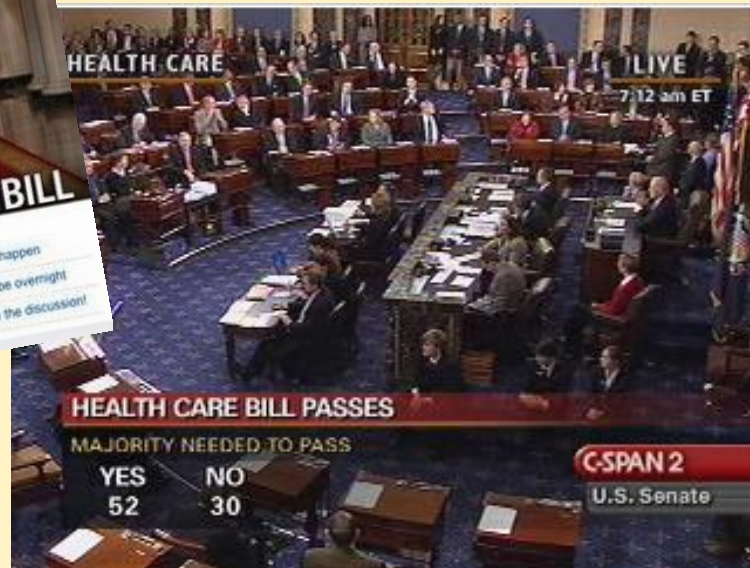


“Our ability to deliver care in the same model that we have today is going to be very tightly constrained – if not impossible.”

**C. Martin Harris, MD, MBA
CIO Cleveland Clinic**



Reform Passes



Health Care Reform

- Benefit packages
- Prevention, outreach & education
- Care coordination
- Information technology
- Expanded services
- Workforce initiatives



Will Reform Help?

- Bundled payment/ACOs
 - Consider behavioral health aspect of healing/health
 - Treating “whole person,” prevention and early intervention
- Medical homes
 - Emphasis on prevention, early treatment
 - Coordinated care
 - Increase need to integrate with primary care
- Reimbursement
 - More coverage under reform initiatives
 - Medicaid paying for IP, OP and other supportive services
 - Parity laws could improve coverage

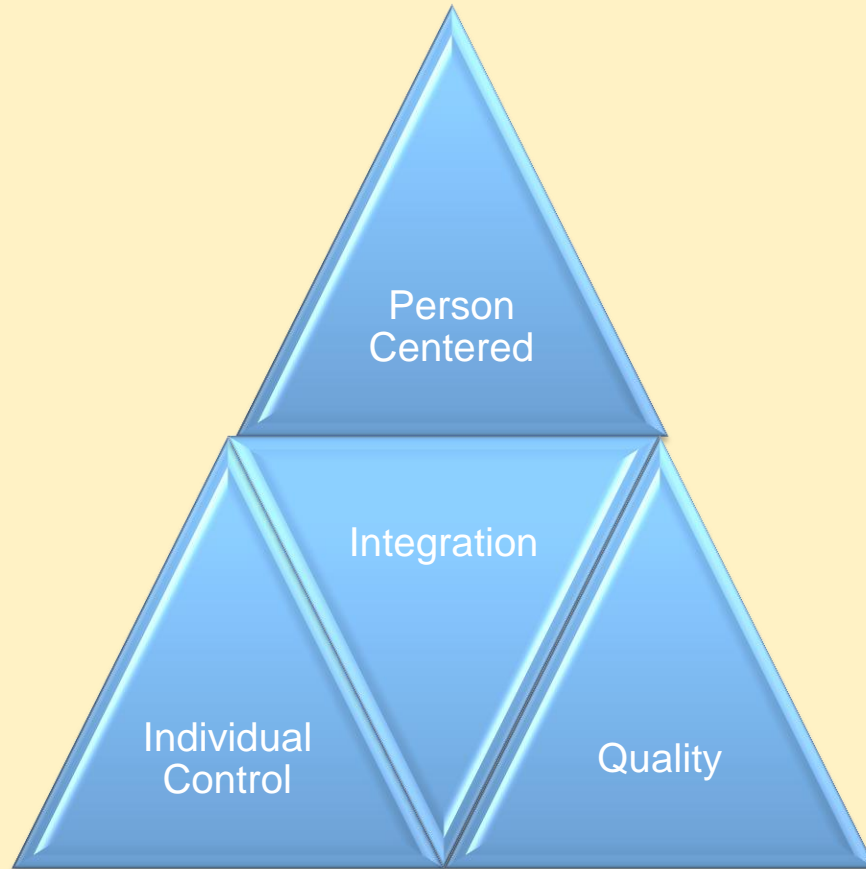


**“There’s no part of American life right now
that is more in need of imagination and
new ideas than Healthcare.”**

~ Colin Powell



Foundation for Redesigned Service System

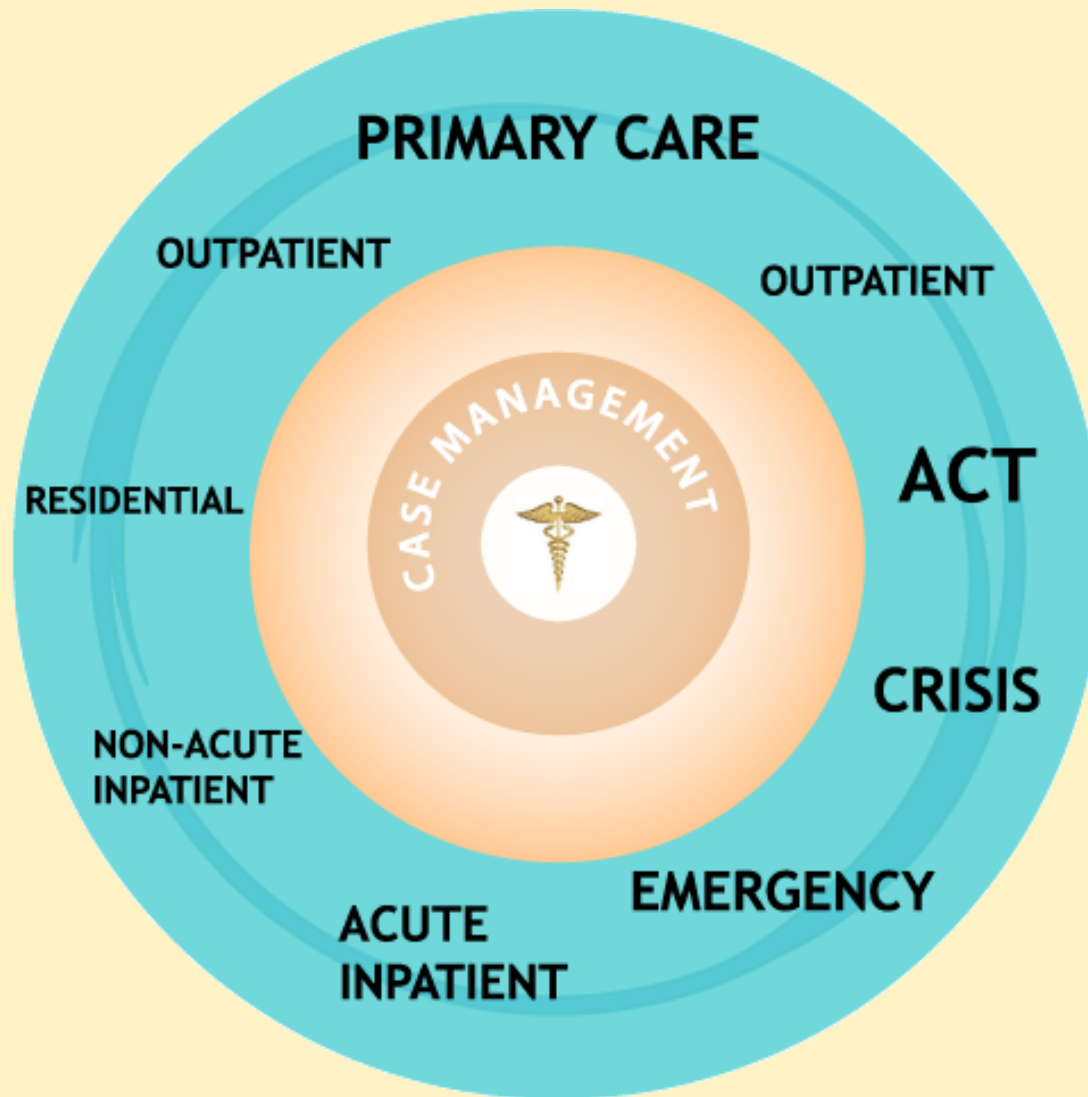


Opportunities for Providers

- **Expand the Continuum**
- **Engage in Neurosciences**
- **Embrace Technology**



Behavioral Health Continuum



Inpatient Opportunities

- Gero-psych
- PTSD
- Dual Diagnosis
- Women's Programs
- Consultation & Liaison Service



Outpatient Opportunities

- Medication Management
- Individual Therapy
- Groups
- ECT



Crisis Services

- Emergency Services
- 23 Hour Observation
- Mobile Services
- Crisis Residential
- Telephone Support

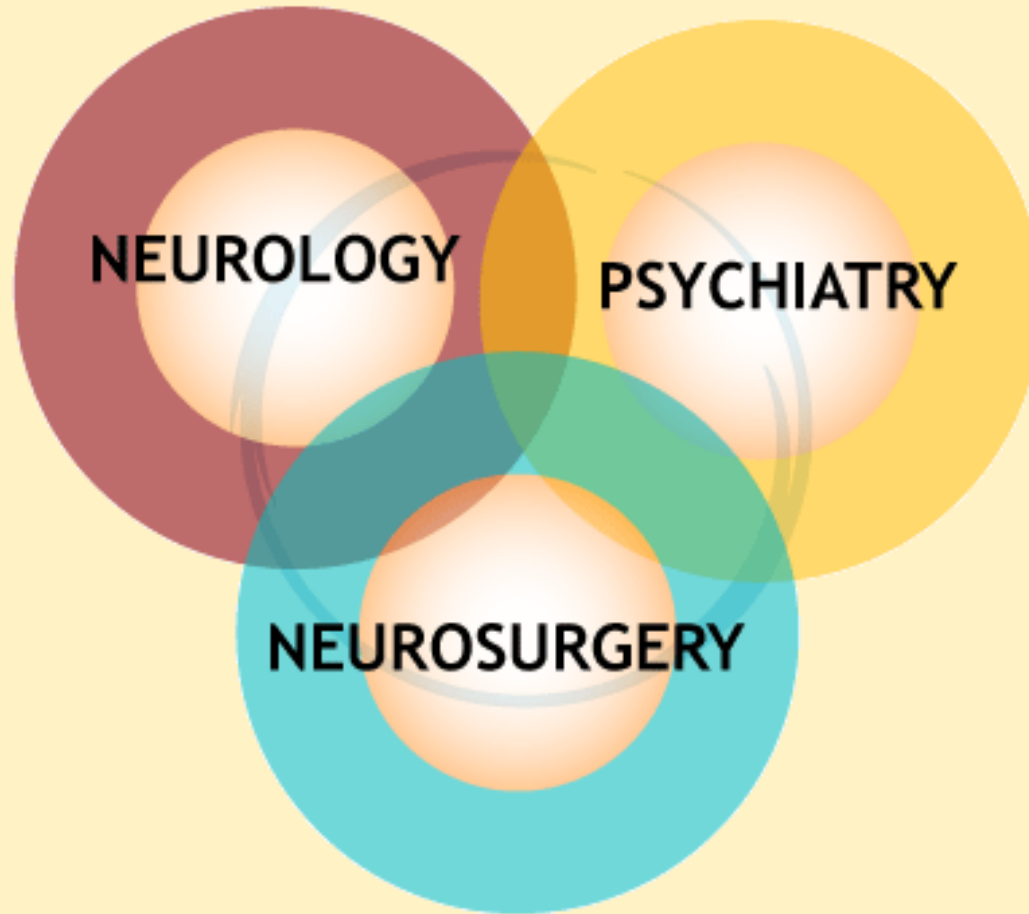


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Engage in Neurosciences



Integrated Neurosciences Care

- Neuropsychological evaluations
 - Dementias
 - TBI/stroke
 - Epilepsy
 - Parkinson's, other movement disorders
 - Multiple sclerosis
- Neuropsychiatry
 - Clinical assessment
 - Acute interventions
 - Care management



Opportunities: Alzheimer's

- Aging population increase in neurodegenerative disorders (8M Alzheimer's patients by 2010)
- Alzheimer's is a leading contributor to personal health expenditures (\$93B in 2000, \$150B in 2010)
- Business-related costs for victims and caregivers
- Early diagnosis and treatment shifts focus to multidisciplinary, disease management approach



Opportunities: Traumatic Brain Injury and Post-stroke Disorders

- Improved acute interventions
- Decreased mortality due to advances in acute and post acute care
- Increased need for:
 - Longer term management of psychiatric issues
 - Assistance to caregivers
 - Vocational and social rehabilitation



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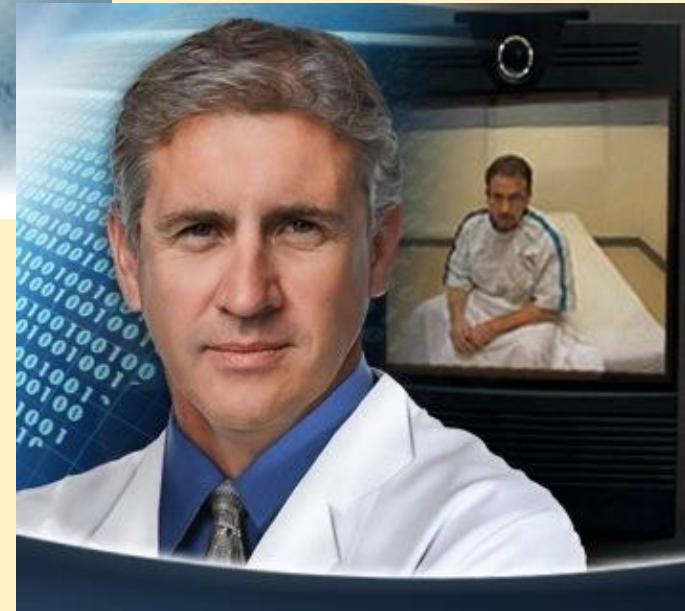


Electronic Medical Records

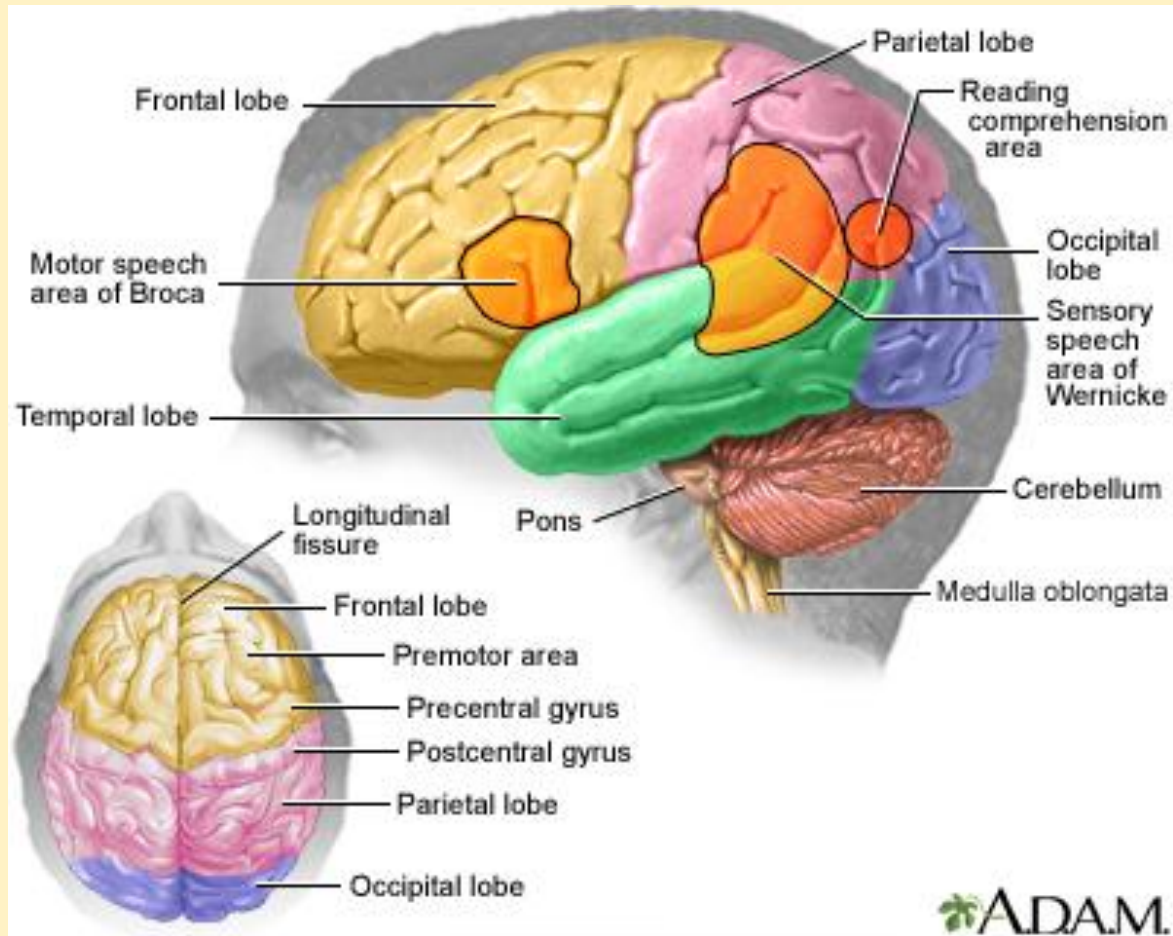


Telemedicine

Telepsychiatry [ˈteləˌsaɪkɪətriː; sɪ-] noun
the application of Telemedicine to the field of psychiatry
specifically defined form of video conferencing that
psychiatric services to patients living in remote areas



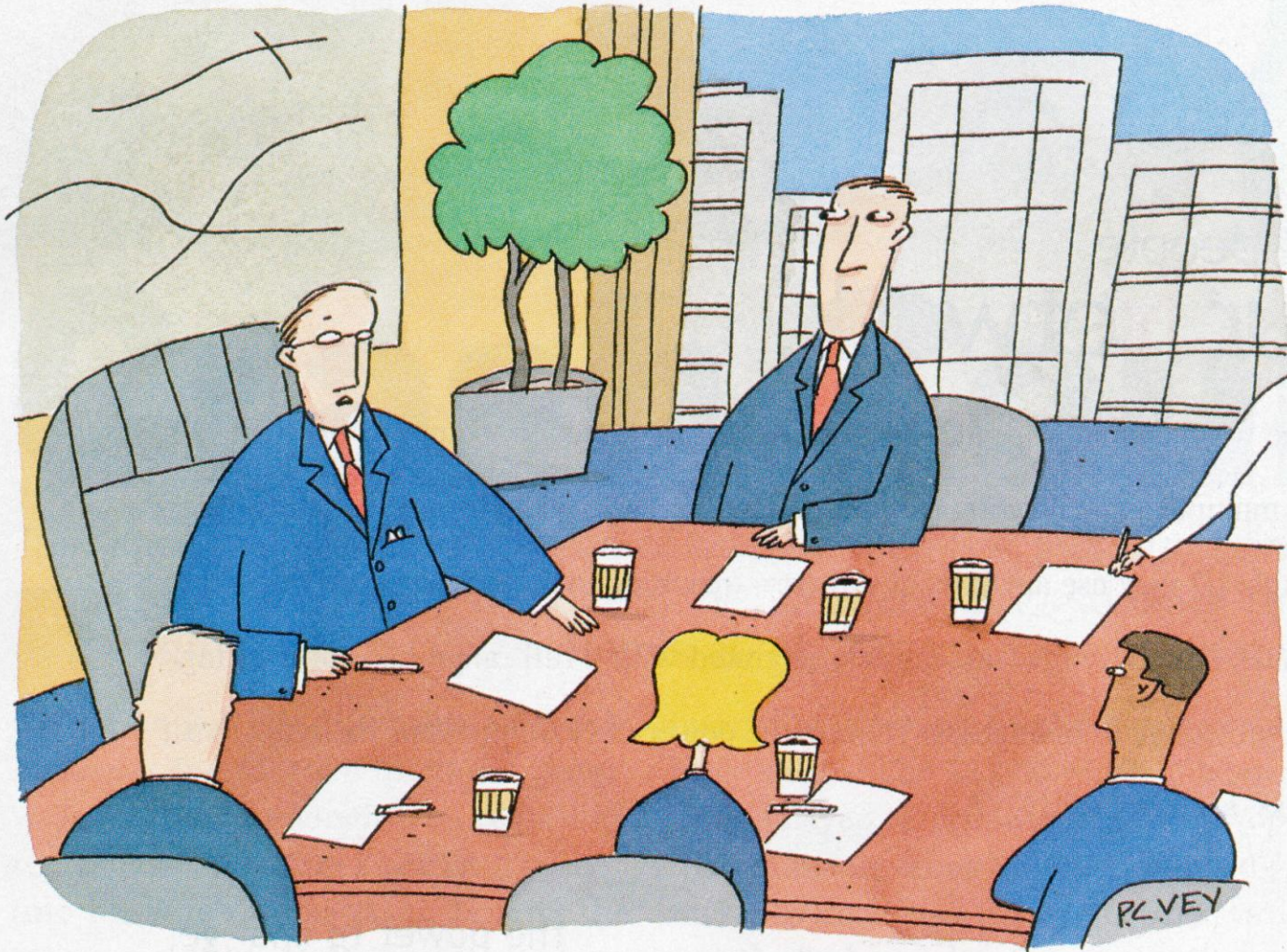
Pharmacogenomics



Embrace Technology

- Imaging
- Procedural interventions
 - ECT
 - Deep Brain Stimulation
 - Transcranial Magnetic Stimulation





“What we need is an affordable alternative to losing our shirts.”

Characteristics of Successful Behavioral Health Systems

1. Continuum of care
2. Clinical services integration
3. Clinician organization integration
4. Primary care integration
5. Partnerships & affiliations
6. Market identity/image
7. Market development



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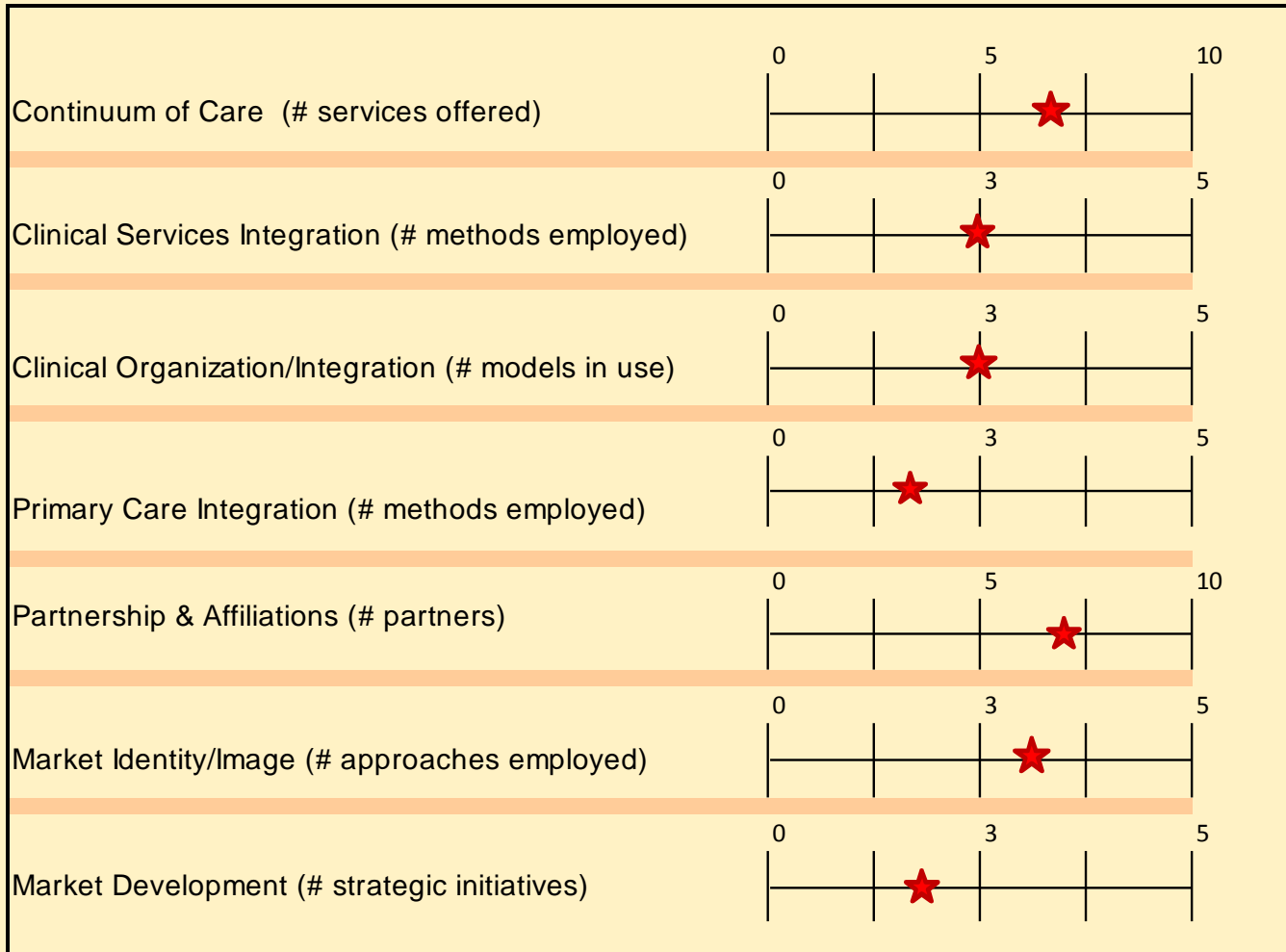


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Behavioral Health Systems Benchmarks



**“We cannot solve the problems
we have created with the same thinking
that created them.”**

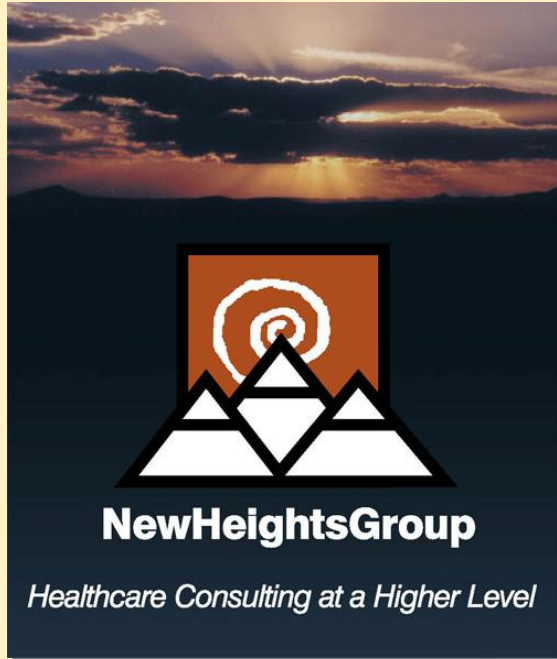
Albert Einstein





Questions

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