



Rhode Island Business Group on Health: What's New in Healthcare for Employers

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Primary Care
Brown Health Medical Group

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Coastal Medical is now Brown Health Medical Group Primary Care

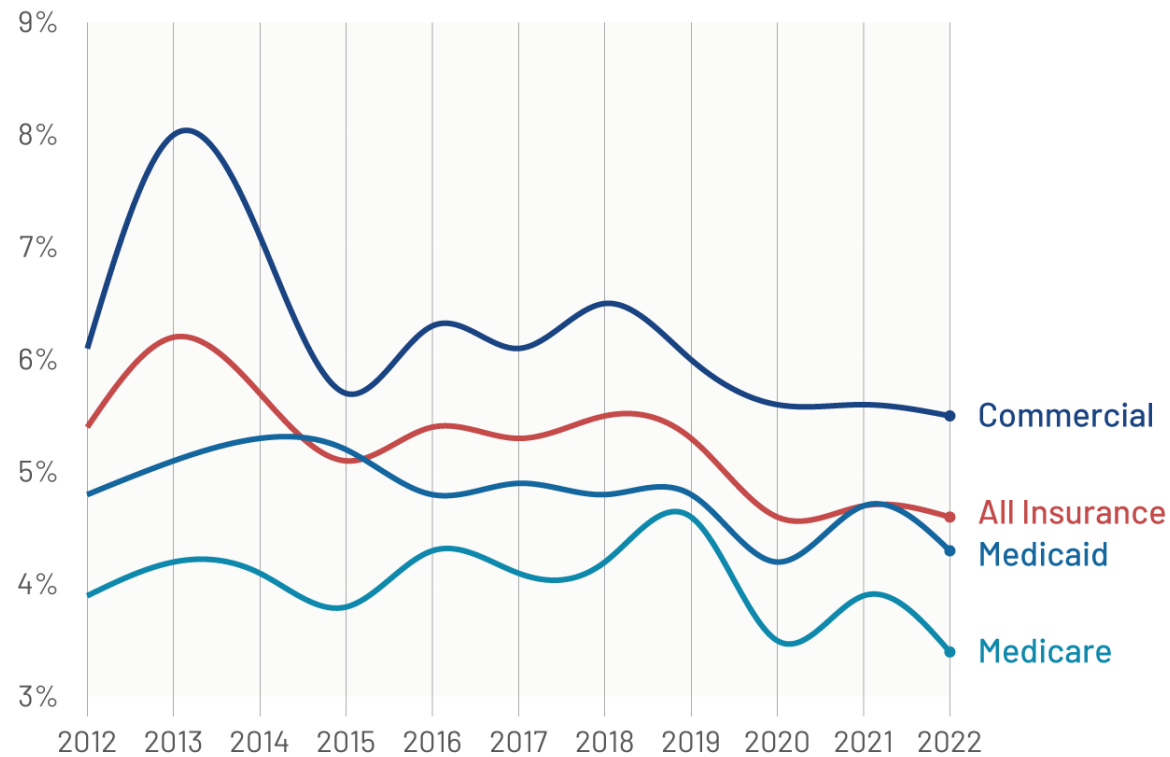
- 160 clinicians caring for 152,000 patients at 21 locations
- >**90%** Primary Care
 - Non-operative Orthopedics
 - Child and Adolescent Psychiatry
- All in on the Advanced Primary Care model
 - Team-based care
 - Care coordination
 - Integrates technology
 - Proactive vs. Reactive
- Moved to Value-Based Care in 2012
- Coastal Medical joined Lifespan in 2021
- 60% of patients covered under primary care capitation



Primary Care Spending Continues to Decline for All Payers

FIGURE 1.

Primary Care Spending (Narrow Definition), 2012–2022



Data Sources: Analyses of Medical Expenditure Panel Survey data, 2012–2022.

Notes: The primary care narrow definition is restricted to primary care physicians only. Primary care specialties included family medicine, general practices, internal medicine, geriatrics, pediatrics, and osteopathy.

Value-based care improves outcomes

Hypertension Control Rate (%)			
	2020 (Target)	2021 (Target)	2023 (Target)
CMS GPRO	73.2 (90)	79.3 (90)	81.6 (81)
BCBS MA	81.1 (82)	90.2 (64/77/84)	82.3 (65/78/85)
BCBS Commercial	74.4 (80)	80.6 (64/77/84)	82 (62/69/75)
UHC Commercial	48.7 (73.7)	72.9 (74)	83.3 (74)
Tufts	66.67 (74.21)	73 (74.21)	77.8 (74)
UHC Medicaid	62.59 (73.1)	71.5 (64.2)	77.5 (69)
NHP Medicaid	68.54 (73.1)	76.5 (64.2)	76.4 (69)

Value-based care saves money

Avoided Interventions

Clinical Program	ED Avoided	IP Avoided	Readmission Avoided	Pharmacy Avoided
Behavioral Health	76.00	32.09	0.00	0.00
Care Management	402.00	132.90	0.00	0.00
CHF	157.00	131.86	0.00	0.00
Coastal@Home	40.00	13.22	0.00	0.00
Coastal365	3,320.00	604.01	0.00	0.00
COPD	145.00	84.02	0.00	0.00
Diabetes Management Program	241.00	107.52	0.00	6.00
Pharmacy	55.00	18.18	0.00	0.00
Transitions of Care	178.00	42.00	32.00	0.00
Total	4,614.00	1,165.82	32.00	6.00

Cost Avoidance

Clinical Program	ED Avoidance Cost	IP Avoidance Cost	Readmission Avoidance Cost	Pharmacy Avoidance Cost	Total Cost Avoidance
Behavioral Health	77,246.00	536,014.74	0.00	0.00	613,260.74
Care Management	310,656.00	1,602,146.45	0.00	0.00	1,912,802.45
CHF	114,132.00	1,929,264.14	0.00	0.00	2,043,396.14
Coastal@Home	26,680.00	133,721.09	0.00	0.00	160,401.09
Coastal365	3,210,946.60	8,381,394.84	0.00	0.00	11,592,341.44
COPD	105,593.00	934,271.42	0.00	0.00	1,039,864.42
Diabetes Management Program	202,446.00	1,468,350.08	0.00	23,400.00	1,694,196.08
MSK	0.00	614,479.00	0.00	0.00	614,479.00
Pharmacy	41,667.00	211,865.67	0.00	755,122.00	1,008,654.67
Transitions of Care	148,330.00	485,685.06	495,930.00	0.00	1,129,945.06
Total	4,237,696.60	16,297,192.50	495,930.00	778,522.00	21,809,341.10

Care delivery focus areas for improving primary care

- More team-based primary care with a population view
 - Risk-stratified panels
 - Focus on access
 - Better IT
- Better primary-specialty care integration
 - eConsults
 - High patient satisfaction rates
 - Reduced low-value consults
 - Care pathways
 - Shared risk and quality models
- Improved community engagement, navigation, and integration