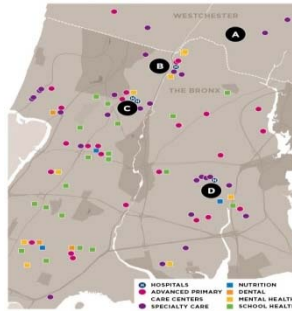
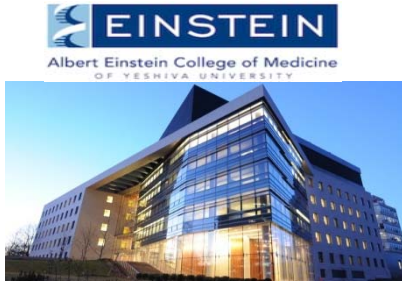




Montefiore

**Driving Toward Integrated
Delivery Systems**

**Stephen Rosenthal
Senior Vice President
Population Health Management
September 17, 2015**



Montefiore
THE UNIVERSITY HOSPITAL FOR
ALBERT EINSTEIN COLLEGE OF MEDICINE



CMO

MONTEFIORE CARE MANAGEMENT

Montefiore | School of Nursing

Montefiore IT

INFORMATION TECHNOLOGY

Schaffer Extended Care Center

Taking on Financial Risk

Our IPA and CMO

Montefiore IPA

- Formed in 1995
- MD/ Hospital Partnership
- Contracts with managed care organizations to accept and manage risk
- Over 4,900 providers
 - 3,000 physicians
 - 1,900 employed
 - 500 PCPs



- Established in 1996
 - Wholly-owned subsidiary of Montefiore Medical Center
 - Performs care management delegated by health plans as well as other administrative functions, (e.g. claims payment, credentialing)
- Montefiore**

Overview of Value-Based Payment Arrangements at Montefiore

Source	2015 Population	2015 Est. Revenue
Risk Contracts	220,000	\$1,360m
Shared Risk	170,000	\$1,122 m
Medicaid Health Home (Care Coordination)	10,000	\$18 m
Totals	400,000	\$2,500 m

Goal: To reach 1,000,000 covered lives

Montefiore

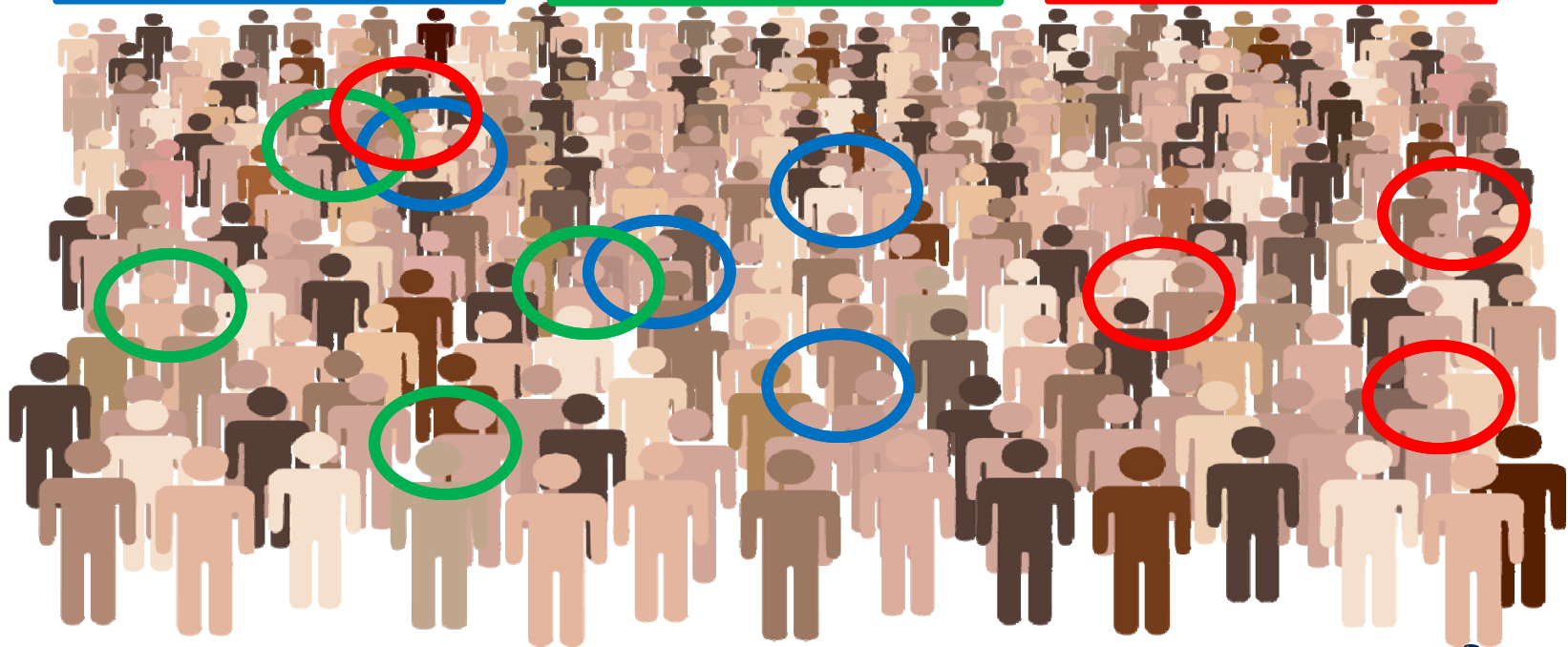
Knowing Our Patient Population

Role of Data + Care Management

8% Generate 55% of Medical Expense

5% Dual Eligible

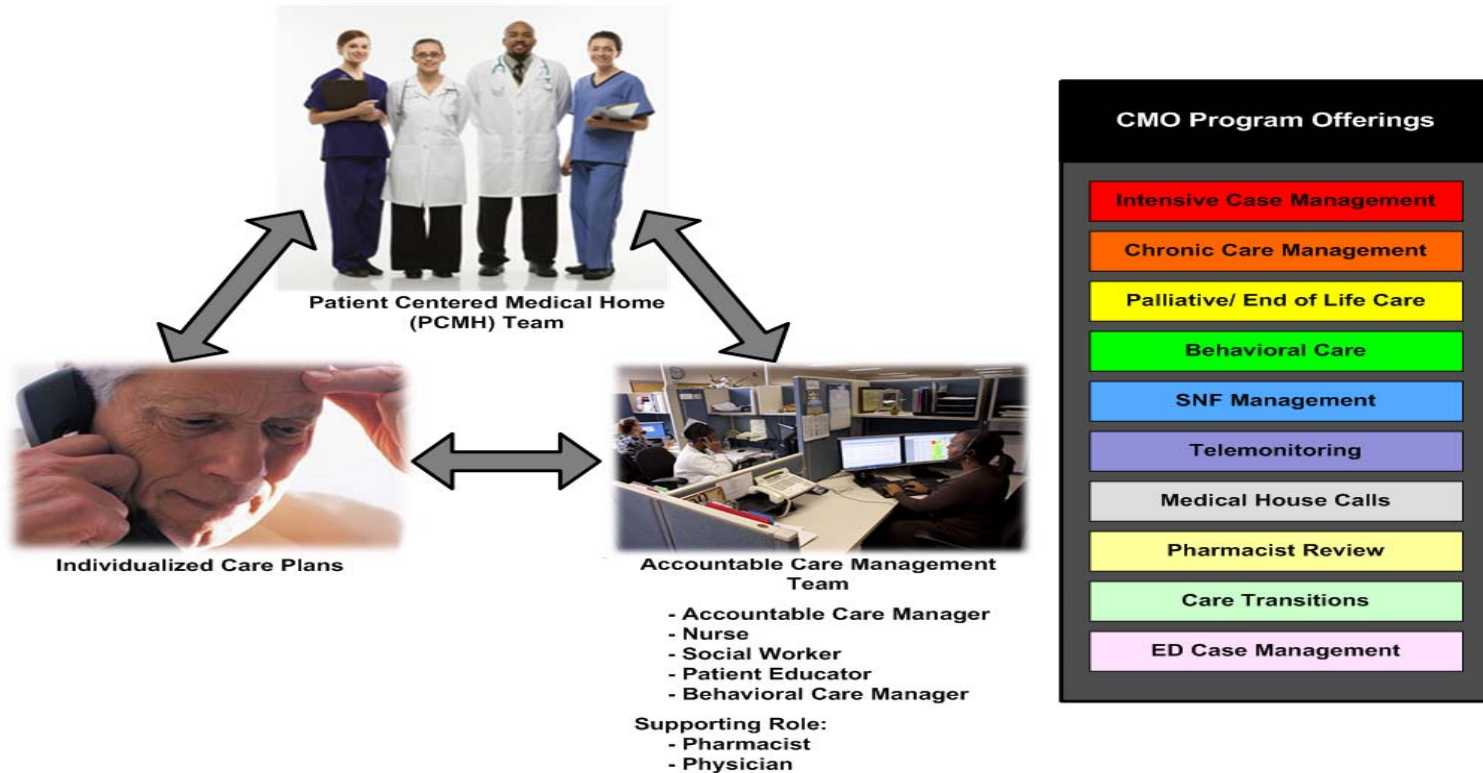
12% Diabetes



Montefiore

Acting As Air Traffic Controllers

Care Guidance

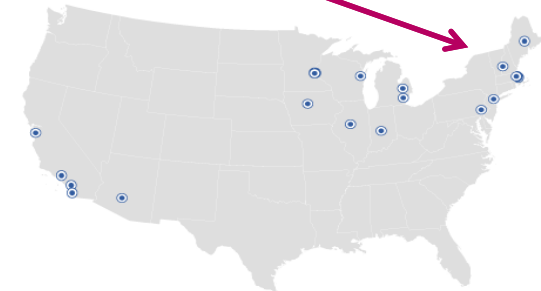


Finding Pioneer ACO Success

Year 1, Year 2 and Year 3

- **One of original 32 selected by CMS in 2011**
- **Only one in New York State**
 - Montefiore plus 5 other hospitals, 3 FQHCs
 - 3,400 physicians
- **Most financially successful Pioneer ACO in PY1, PY2 and PY3—\$62 million savings to Medicare**
 - Montefiore ACO share: \$35 million
- **49,000 attributed beneficiaries in PY4**
 - ~15,000 duals
 - Estimate that 9% = 55% of spend

Montefiore ACO



Source: Centers for Medicare & Medicaid Services

Montefiore

Montefiore - The Future: Reaching One Million Lives Under Value Based Arrangements (“UBA”)

