



**ChooseHealth**  
DELAWARE

# Delaware's State Health Care Innovation Plan

September 18, 2014

# Karen's story



# The case for change



Health care is confusing for **Patients,** and premiums are rising



**Employers** are facing increasing costs, an unhealthy workforce, and complex decisions



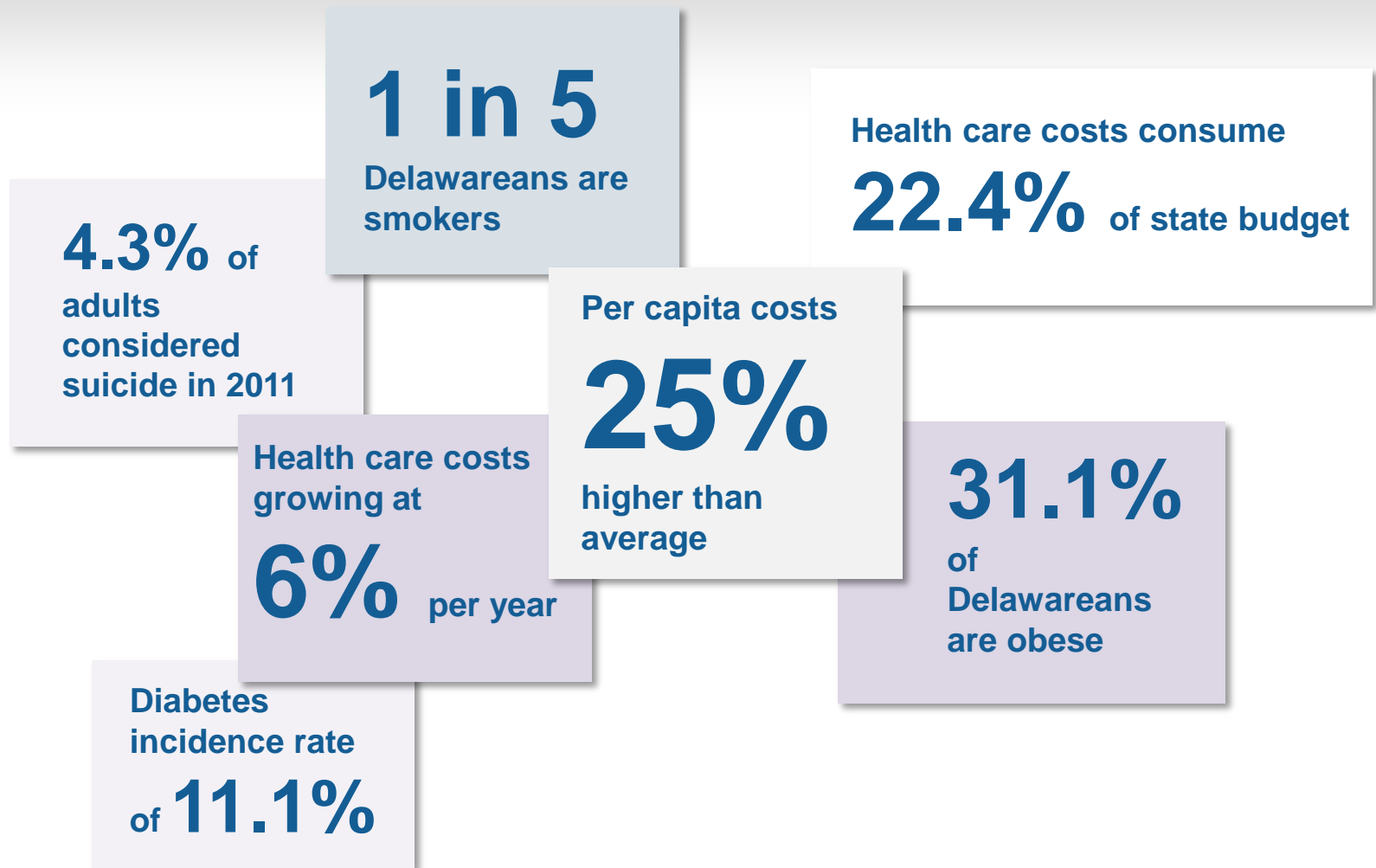
The **State of Delaware**

faces health care costs that consume 22.4% of the state budget



**Providers** lack time and resources to proactively coordinate care

# Our shared dilemma: The facts



# A vision for each patient

- I have a **personal relationship** with my primary care provider
- My primary care provider **reaches out to me** when I need care
- I have **easier access** to appointments and fewer repeat visits
- My different providers understand my needs and **work together**
- I have **support in my community** to live a healthy lifestyle and make healthy choices



# Current innovations in Delaware



## Delaware Cancer Consortium

- Developed a program to enable free cancer screening and treatment for those ineligible for insurance
- State has seen a 19% fall in cancer mortality rates

## Beebe CAREs

- Provides care coordination, access and advocacy, referrals, and empowerment for complex chronic patients
- Results include a 42% reduction in re-admissions and a doubling in quality of life scores
- Generated savings more than five times program expenses



# Current innovations across the country



- **GE** Developed a smoking cessation programs with financial incentives linked to commitment
- Saw cessation rates three times greater than in control group



- **Johnson & Johnson** created an integrated program for employee health including prevention, care management, and follow-up
- Generated savings of \$225 in medical costs per employee

# Multi-stakeholder approach

- **Public-private approach with statewide multi-stakeholder participation**
  - More than 100 people and 40 organizations in at least one session
  - Delaware Center for Health Innovation to carry the work forward
  - Participation from every hospital, every FQHC, every major payer, primary care providers, and specialists
  
- **Open and transparent process**
  - More than 30 public meetings held since May 2013
  - Regular updates at Health Care Commission meetings
  - Email updates to 500+ recipients
  
- **Input from businesses**
  - Employer roundtable hosted by Governor Markell





# Core elements of Delaware's strategy



- **Change the way that we pay for health care** to link provider payments to better quality and better management of costs



- **Support primary care providers** to work with care teams to help high-risk patients better access and engage with the health system



- **Build healthier communities** through “**Healthy Neighborhoods**” – local communities that come together to form a multi-stakeholder coalition to tackle important health needs



- **Strengthen the health care workforce** through training and capability building



- **Build IT tools and resources** to provide the right information to right people at right time

# Factors for success

- **Everyone is at the table**
- **Leveraging experts**
- **Building on existing efforts**
- **Comprehensive**
- **Data - driven**



# What this means for businesses

## How businesses can participate in innovation



### Individual employers

- Work with payers to offer benefit designs that **incentivize employee wellness**
- Ensure that contracts with payers include access to **high performing providers**



### Employers with payers and providers

- Pursue contracts with payers that are participating in **new payment models**



### Employers and the community

- Join together with others in the community (e.g., schools, social service organizations) to form **Healthy Neighborhoods**
- Promote healthy lifestyles in the workplace

# How to stay involved

For additional information, please visit the **Delaware Health Care Commission** website or contact **Robin Lawrence** at the HCC

<http://dhss.delaware.gov/dhcc/Robin.Lawrence@state.de.us>

