Commonwealth Fund: Using WhyNotTheBest.org

ECG Management Consultants

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ECG Management Consultants, Inc.

For 40 years, ECG has served as a trusted adviser to some of the nation's leading healthcare providers.

- ECG is a national consulting firm focused on offering realistic, implementable solutions to healthcare providers.
- Our staff of approximately 125 consultants operates out of offices in Boston, Dallas, San Diego, San Francisco, Seattle, St. Louis, and Washington, D.C.
- We have a strong team of experts to assist you with managed care contract strategy, negotiations and data analytics.



ECG is committed to delivering smart and practical resolutions to critical issues, on time and within budget, across the spectrum of healthcare organizations.



How and Why we use WhyNotTheBest?

WhyNotTheBest has been an effective tool on our work to understand and demonstrate how the how the hospitals we work with compare to peer hospitals as well as regional and national benchmarks.

How we use WhyNotTheBest?

- To help differentiate high-performing organizations in health plan negotiations.
- As part of our work with hospitals and health systems related to population health strategies.

Why we use WhyNotTheBest?

- Consolidated source of publicly available data from a trusted source.
- Provides standardized data that can be used for "apples to apples" comparisons across hospitals and/or geographic regions.



Differentiating Top Performing Hospitals Overview

The tools available in WhyNotTheBest Data provide a tool to help top performing hospitals demonstrate the relative advantage they offer

Quality/Effectiveness Measure:

- Quality (Overall and/or at condition-specific level).
- Readmission Rates.
- Surgical Care Improvement.
- Patient Experience.

Comparisons:

- National Average and/or Percentiles.
- State Average.
- HRR Average.
- Specific competitor and/or peer hospitals.



Differentiating Top Performing Hospitals Examples – Quality & Readmission Rates



"Community Hospital" in the top 10% Nationally.



"Community Hospital" in the top 25% Nationally.



Differentiating Top Performing Hospitals Examples – Surgical Care Improvement & Patient Experience



"Community Hospital" in the top 10% Nationally.



"Community Hospital" in the top 25% Nationally.



Understanding Status of The Population Served

As provider organizations begin to develop their population health management capabilities, WhyNotTheBest provides tools to understand the relative health status and costs in their region.

Measures of Population Health:

- Average Hierarchical Condition Category (HCC) risk score expressed as a Ratio to the National Average.
- Percent of Medicare beneficiaries with Diabetes; and Percent of Medicare beneficiaries with Heart Failure.

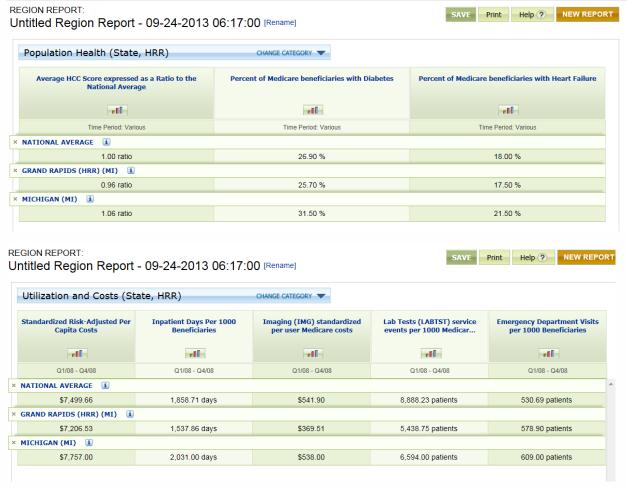
Measures of Utilization and Costs:

- Standardized Risk-Adjusted Per Capita Costs.
- Inpatient Days Per 1,000 Beneficiaries.
- Imaging (IMG) standardized per user Medicare costs.
- Lab Tests service events per 1,000 Medicare beneficiaries.
- Emergency Department Visits per 1,000 Beneficiaries.



Understanding Status of The Population Served Examples

The current health status and costs provide context for the current capabilities, challenges and potential opportunities in managing the costs and care of a population.





Mr. James P. Donohue

Senior Managed ECG Management Consultants, Inc. 617-227-0100 jdonohue@ecgmc.com

