



Strategic Value of Value

nThrive Speakers Bureau // Sample Presentation



$$\text{Value} = \frac{\text{Quality}}{\text{Cost}}$$

Value: who cares?

Quality Still room to go

EBM

Clinical Integration

Too much care, **too little** care, **wrong** care

26th in OECD Mortality

90,000 HAC's expected this year with thousands of deaths

Cost

PROVIDERS Operating cost

PATIENTS Out of pocket cost

PAYERS Per Capita Cost PPPY

ALL Trajectory

UNIVERSAL AGREEMENT We have a value problem.

<https://www.healthsystemtracker.org/chart-collection/mortality-rates-u-s-compare-countries/>

PATIENTS: Bottom Line About Cost

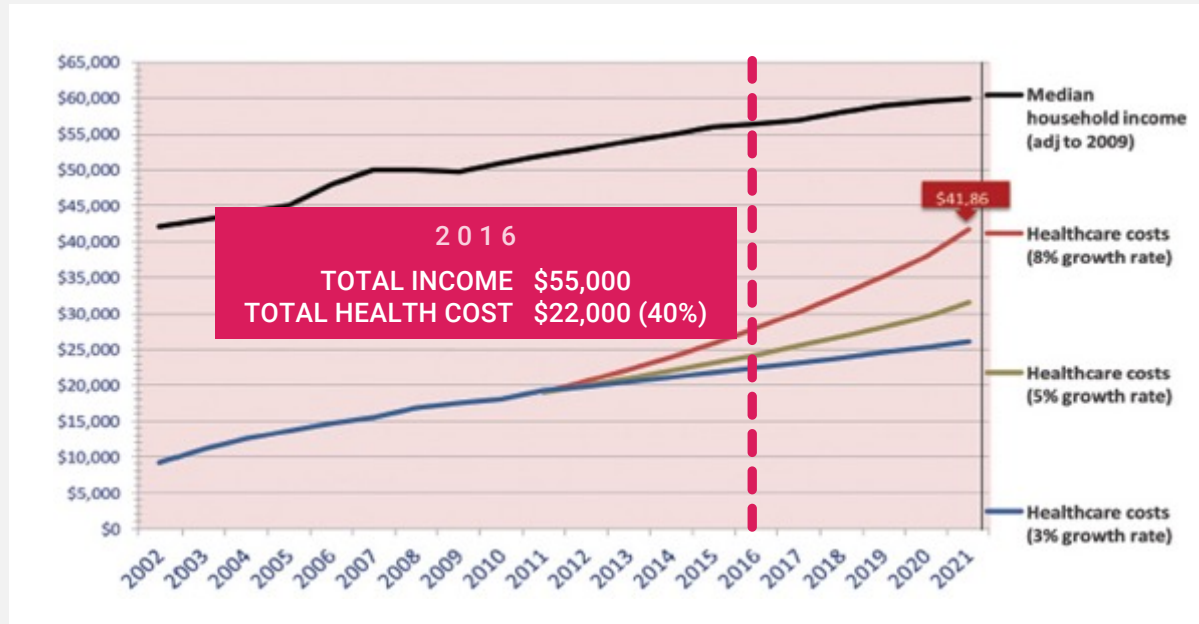


Table 1.
Healthcare costs,
with median
household income,
projected to 2021

SOURCE: INDEPENDENT HEALTH ASSOCIATION

Population cost drivers*



Aging population

Technology and RX advances

40M uninsured:
No Access = higher later cost

Social determinants of health

"Rescue" vs. Preventive
population care

Failures in care*

Fraud*

Lack of clinical integration*

Overutilization*

Administrative and
Regulatory waste*

And...

W
A
S
T
E

Fee-for-Service
Payment System

* Berwick (2004): Over 30% of all healthcare cost is WASTE

Population Health Value Creation Takes Time

YEAR	COST TO CMS
1	\$228 Million
2	\$216 Million
3	\$91 Million
4	(\$152) Million (Savings)

Source: 2018 CMS Over 500 MSSP ACO's



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