

What's Special About High-Value Primary Care?

It's Easy to Access



Your doctor and primary care team give you more time. Typical clinics rush through appointments in 15 minutes or less; a high-value clinic gives you 30 minutes or more when needed.



You can get an appointment quickly - often on the day you call or the next day, based on your needs.



Telemedicine, email or telephone visits are offered - sometimes all three!

High-value primary care improves patients' health and lowers the total cost of health care.

Patients Who Need More Care Get More Time



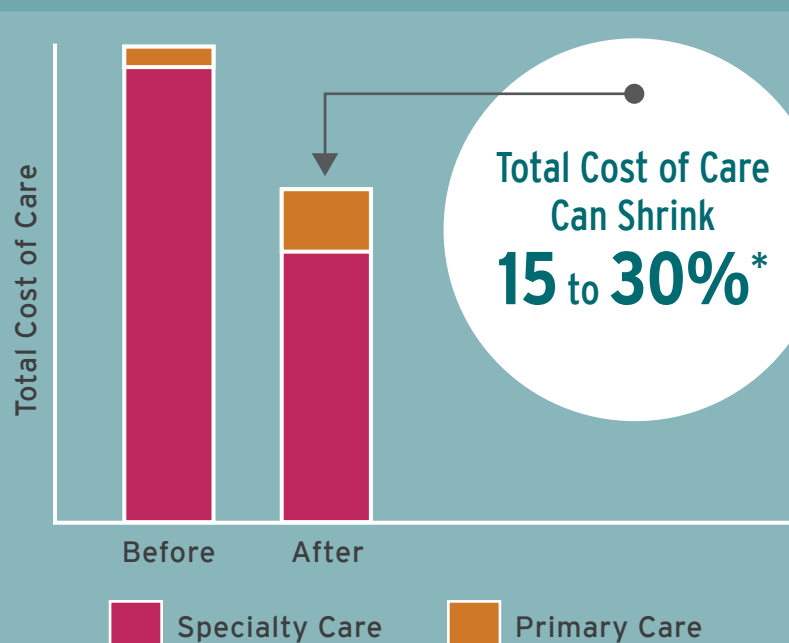
- ▶ 71 percent of all health care costs are due to patients who have heart disease, diabetes or another condition that needs ongoing care.*

- ▶ 85 percent of doctors say they lack time during appointments to meet the needs of these patients.*

- ▶ High-value primary care offers longer appointment times to meet patient needs.

* Source: Quest Diagnostics study, "Hidden Hazards: Closing the Care Gap Between Physicians and Patients with Multiple Chronic Conditions"

Total Spend Goes Down



But primary care's share increases. Cost savings typically begin in 12 to 18 months.

* Source: Dr. Michael Tuggy, "Cutting the Tie Between Primary Care and the Fee-for-Service Model," The Alliance blog, www.the-alliance.org/blog

Doctors Help Patients Get the Right Care

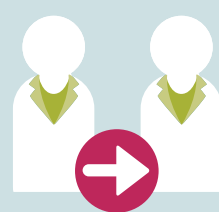
High-value primary care doctors and staff:



Identify and reach out to high-risk patients.



Do more at the primary care clinic and less at high-cost specialty centers - when it's right for patients.



Seek out high-value specialty care when a referral is needed.



Coordinate care for patients and stay connected even when patients are referred elsewhere for care.



Use evidence-based medicine, which means decisions are based on scientific proof instead of opinions.



Have processes in place that lead to better outcomes.

Patient Well-Being = Success



- ▶ Monthly per-person fees replace a fee for each service.
- ▶ Success is measured by patients' health status instead of by revenue from extra visits and tests.
- ▶ Patient well-being and satisfaction impact pay for doctors and staff.

Employers' Role Changes



- ▶ Some employers pay a monthly fee directly to a high-value primary care clinic.
- ▶ Some employers pay to have primary care clinics at or near worksites with no copays or out-of-pocket costs for employees.