



Better care coordination
should be this simple.

CMS Demonstration for Innovative Chronic Care among Physician Practices Reduces Hospitalizations, Costs

Results from the Billings Clinic Heart Failure Clinic (The Clinic) pilot of the Centers for Medicare and Medicaid Service's (CMS) Medicare Physician Group Practice (PGP) demonstration confirmed that through the use of innovative technologies, such as Pharos Innovations' remote monitoring platform, physician group practices and other healthcare providers can improve chronic condition care and save money.



The Clinic was one of ten participating physician groups in the demonstration. As part of the program, they managed more than 500 patients, many of whom were older adults and living in remote, rural communities. Working with Pharos Innovations, a pioneer in assisting clients to achieve next generation clinical

and financial performance improvement through a device-free remote patient monitoring platform, allowed The Clinic to implement a flexible, easy-to-use solution that encouraged physician and patient engagement. CMS designed the demonstration to determine the effectiveness of pay for performance for physician groups to achieve quality and cost efficiencies and incentives to better coordinate inpatient care.

Results

Third-party validated results include:

- ▲ 44% reduction in hospitalization of enrolled heart failure patients
- ▲ Total cost savings of \$3+ million, including \$2.4+ million reduction in Medicare billings, between January 2006 and July 2007
- ▲ More efficient case management by leveraging the technology to care for an additional 100-200 patients with current staffing

Implications

Due to the demonstration's success, Dr. Douglas Carr, The Clinic's medical director, education and systems initiatives, and his team, are expanding the length and reach of the program to include other conditions, such as COPD. Additionally, The Clinic has received national recognition for their outstanding commitment to chronic care management and Dr. Carr has been asked to present results to local physician groups and national industry conferences.

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