Sutter Health
Advanced Illness Management (AIM®)

ECRI Institute Conference
Session 3
November 6, 2014
Sutter Health at a Glance

Serving more than 100 communities with:

- 5,000 physicians
- 24 acute care hospitals
- 26 surgery centers
- 48,000 employees
- $9.6 billion in revenues (2013)
- Home-based services: Home Health, Hospice, Home Infusion Pharmacy, HME, Private Services
- Sutter Center for Integrated Care
- Health care research, development and dissemination program

“The project described is supported by Grant Number 1C1CMS331005-01-00 from Centers for Medicare & Medicaid Services, Center for Medicare and Medicaid Innovation.”
This Is What It’s All About

AIM Patient: Eduard Fogarty

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System Fragmentation → System Integration

HOSPITALS
- Emergency Dept.
- Hospitalists
- Inpatient palliative care
- Case managers
- Discharge planners
- AIM Care Liaisons

MEDICAL OFFICES
- Physicians
- Office staff
- Care managers
- Telesupport

HOME-BASED SERVICES
- Home health
- Hospice
- Transitions Team

CRITICAL EVENTS
- Acute exacerbation
- Pain crisis
- Family anxiety

Traditionally unreimbursed AIM staff & services

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Advanced Illness Management (AIM®)

Person Centered, Evidence Based, Coordinated Care + Palliative Care

For Persons with Advancing Illness:
Last 12-18 Months of Life
High Symptom Burden
Clinical, Function or Nutritional Decline

Integrated Care Management Skills and Competencies

5 Pillars of Care
(Advanced Care Planning; Symptom Management; Med Management; Ongoing Physician Follow-up Visits; Patient Engagement/Self Management Support)

Fills in Gaps of Care;
Continues Even When Feeling Well;
Frequent and Predictable MD Communication

94% Depression Screening completed in 30 Days
77% Advanced Care Planning initiated within 30 days
Reduces Hospitalizations by 59%
Reduces ED Visits by 19%
Reduces ICU Days by 67%
Estimated to Reduce Total Cost of Care by 52%

Outcomes have not yet been independently evaluated by CMMI.
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The AIM Journey: 2008 - Present

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<tbody>
<tr>
<td>Site implementation (2012-2014)</td>
<td>Launch readiness assessment &amp; planning</td>
<td>Secure funding (July 2012)</td>
<td>Evaluated pilot; decided on system wide implementation (2011-2012)</td>
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<td>Infrastructure development</td>
<td>Continuous program development, improvement, maturing</td>
<td>Program evaluation- multiple methods-clinical, operational, financial</td>
<td>Sustainability Planning &amp; Execution</td>
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Impact of AIM

Based on current projections, estimated total Payer Savings for the nearly 5,120 enrollments (Q8) is greater than $51 Million

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Overview AIM Payer Distribution

AIM Enrollees – Types of Payers
N=5,120

Fee-for-Service (n= 3,739)
- Medicare 62%
- Commercial 15%
- Medicare/Medi-Cal 14%
- Medi-Cal 9%
- Commercial capitated 2%

Capitated (n=1,368)
- Medicare capitated 92%
- Medicare capitated / Medi-Cal 6%
- Commercial capitated 27%

*Number of Patients without insurance =13
Source: MM_1005_8QR_SCC Updated 08.26.2014. xlsx Contact Person: Amalia Young, Decision Support Analyst, Sutter Care at Home.

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Health Care Innovations Award

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