

Center of Excellence Program

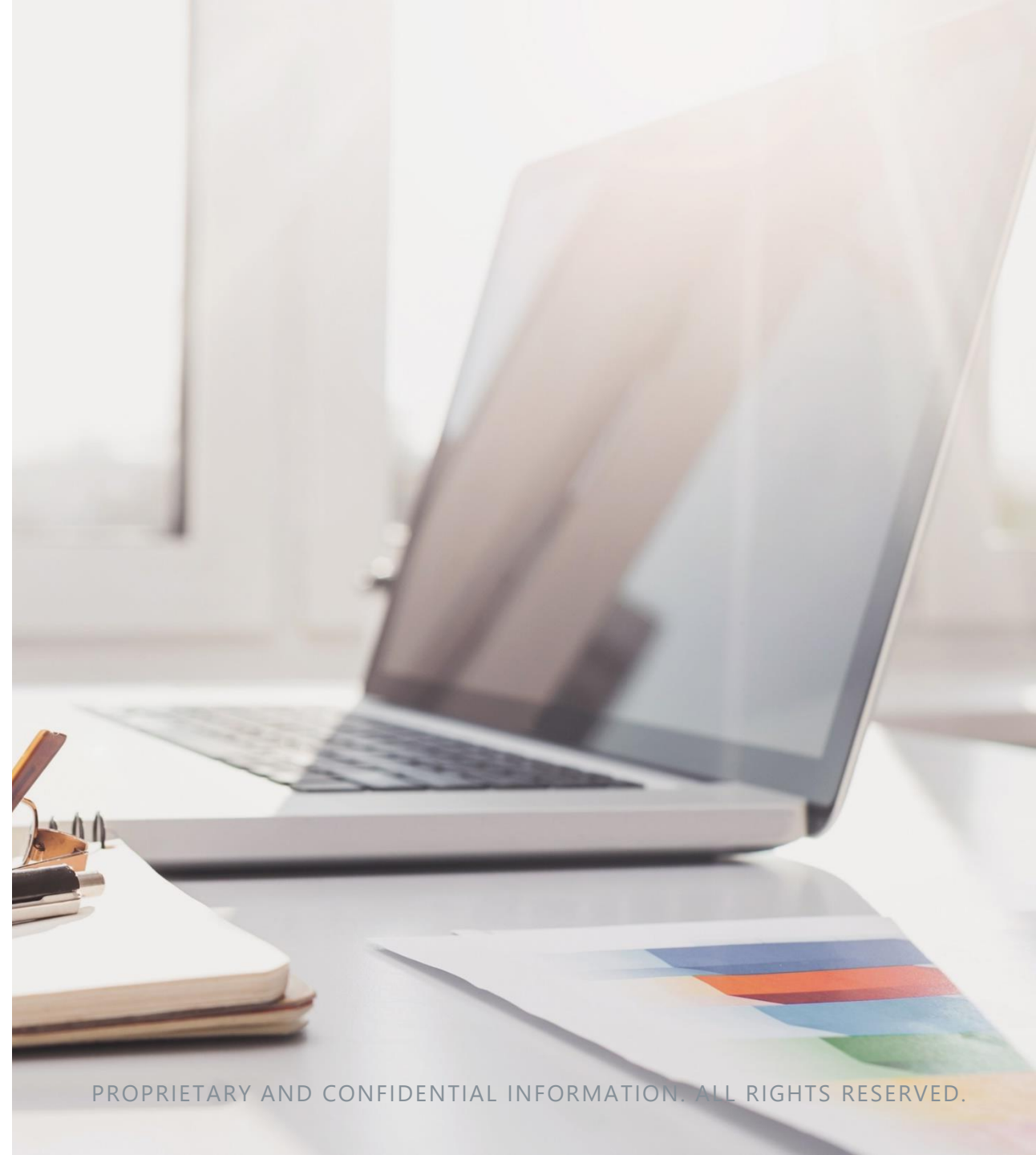
**BRAIN & SPINE
NETWORK**

BAPTIST +
SEMMES-MURPHEY



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BRAIN & SPINE NETWORK

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CLINICAL EXCELLENCE



NATIONAL BENCHMARKS



MULTI-DISCIPLINARY
APPROACH



EXCEPTIONAL
EMPLOYEE EXPERIENCE



QUALITY & PRICING
TRANSPARENCY



PROGRAM
ADMINISTRATION

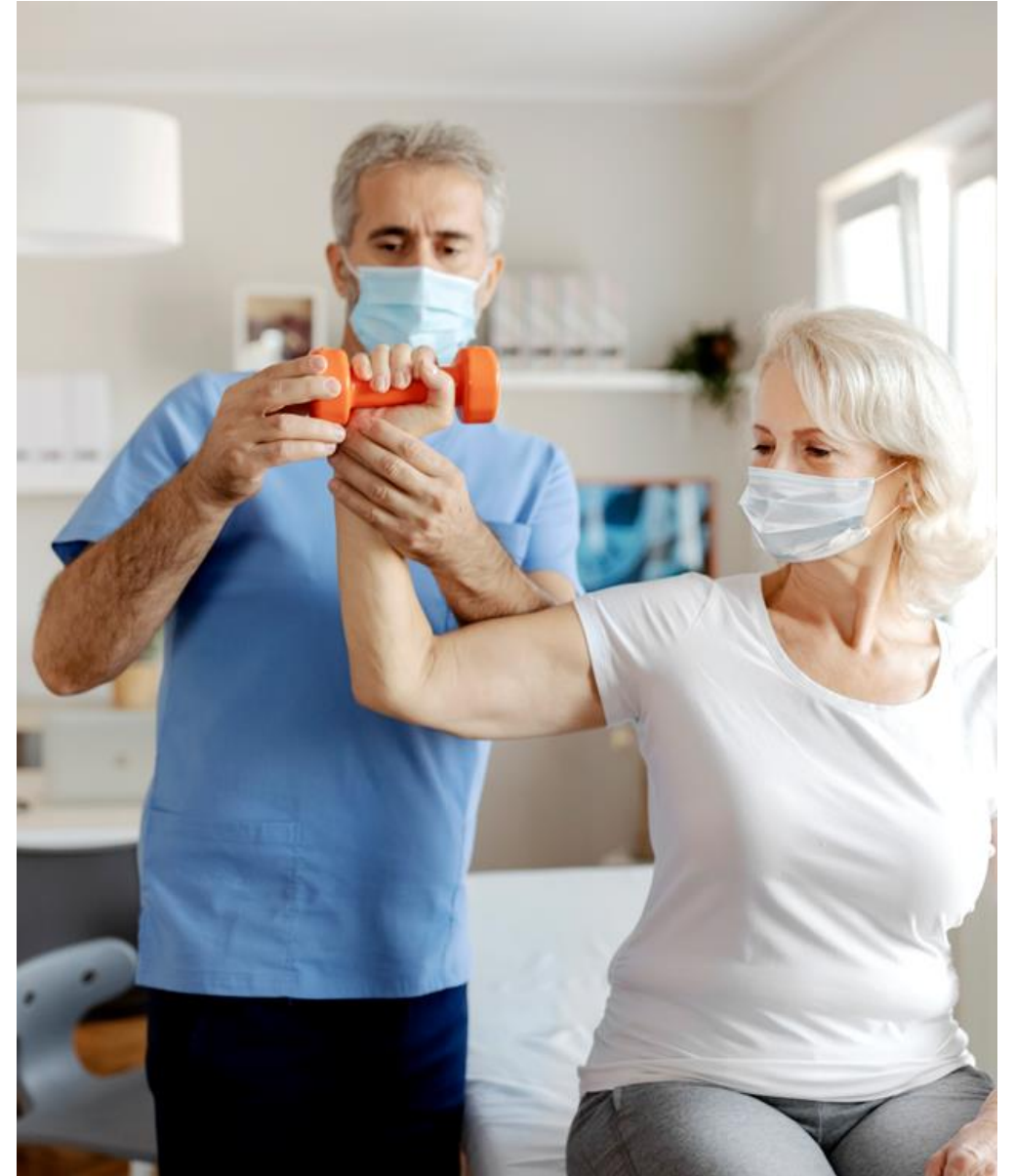


VALUE-BASED
PERFORMANCE

Center of Excellence Program

ADDRESSES RISING COSTS AND EXPOSURE TO VARIABILITY

- › Competitive and predictable pricing through bundled payments
- › Quality care and proven outcomes for health plan members
- › Cost-effective ways to guide patients to the right care, at the right place at the right time



Benefits and Value

EMPLOYER BENEFITS

- › 14% quicker return to work compared to the national average
- › Predictable, prospective bundled pricing
- › Patient-centered care
- › Highest quality program offering to health plan members
- › Increased health plan member satisfaction with medical benefits
- › Tie outcomes to cost for demonstrated value

EMPLOYEE BENEFITS

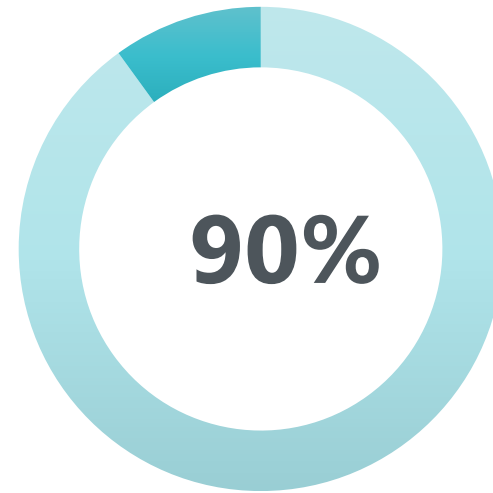
- › Enjoy ease of access to the highest caliber clinical providers
- › Avoidance of unnecessary high-cost intervention through appropriate treatment plans
- › Quicker return to work, reduced pain and increased quality of life
- › Access to patient education, screenings and Nurse Navigators for a seamless experience
- › Lower or no out of pocket expense

Patients at the Center



There has been an overwhelming positive response from our health plan participants regarding the Brain and Spine Network offering. We routinely receive feedback from team members who have accessed care through the BSN to thank us for making this available to them, and to express how pleased they are with the level of care and service. In particular, they find ease of access, the service of the personal navigator, and expertise of the clinical care to be a wonderful experience all wrapped into one.”

Nancy Averwater,
Vice President, Human Resources
Baptist Memorial Health Care



of patients within the COE program **were satisfied with their care** and **would recommend this program to their colleagues.**

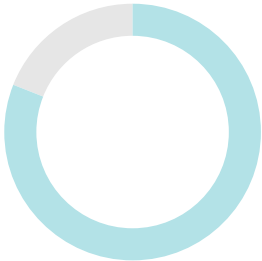


Program Results

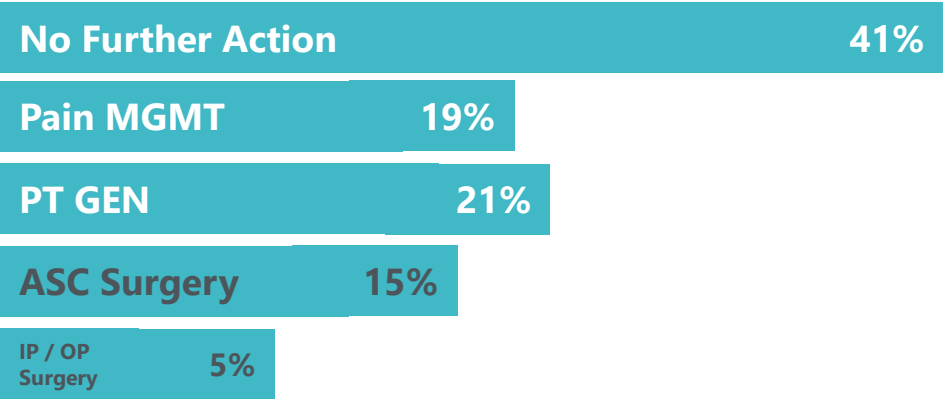


26K Lives

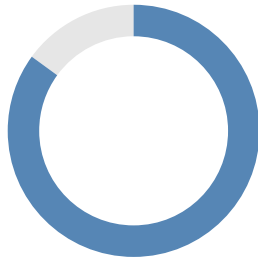
In just two years, the **Brain & Spine Network** has **outperformed** the market while addressing costs through **conservative** treatment and **transparent** pricing



81% of patients who received an evaluation for spinal surgery **required no further intervention** or went on to **conservative care treatment**



85% of program inpatient **surgical interventions** were **below expected market utilization**

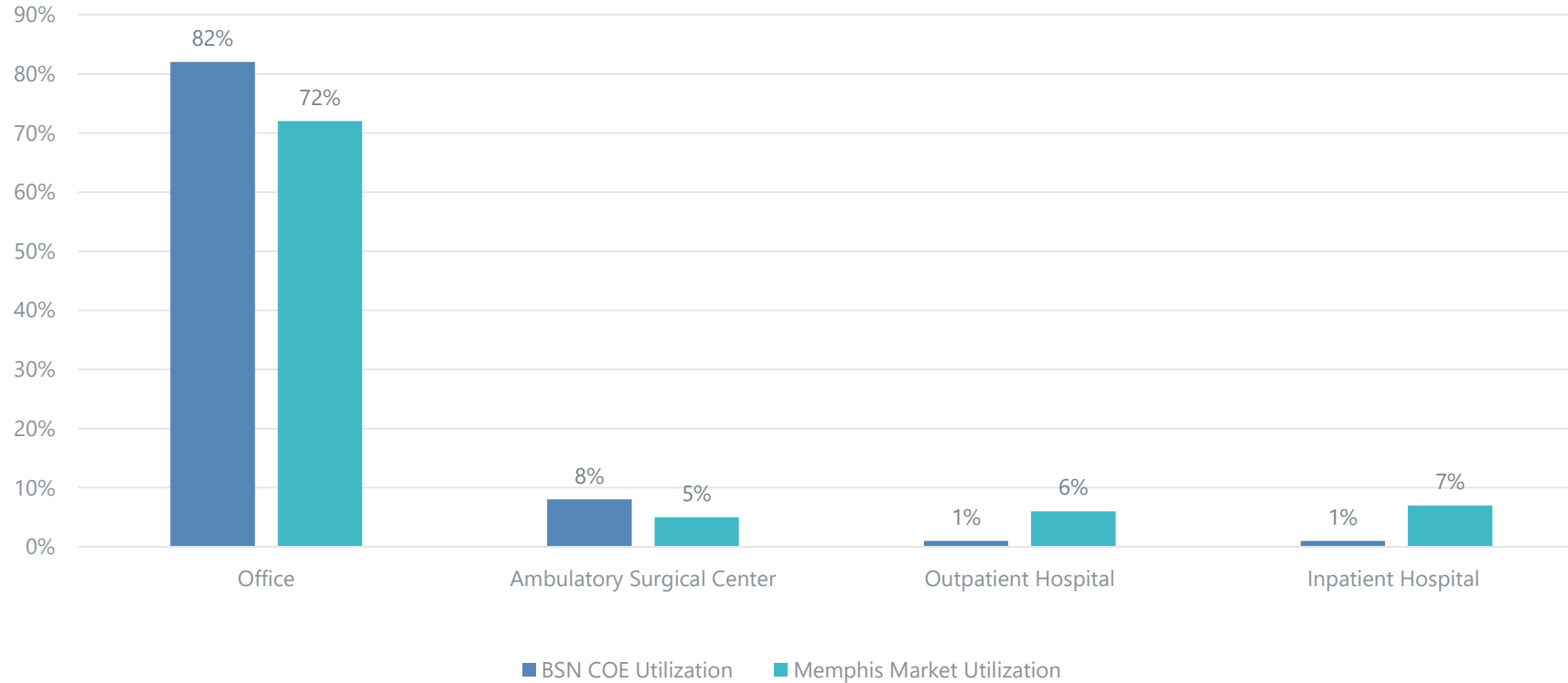


89% of patients **returned to work in 3 months** exceeding the National QOD Benchmark

Market Comparison

PLACE OF SERVICE UTILIZATION

Site of Service Utilization



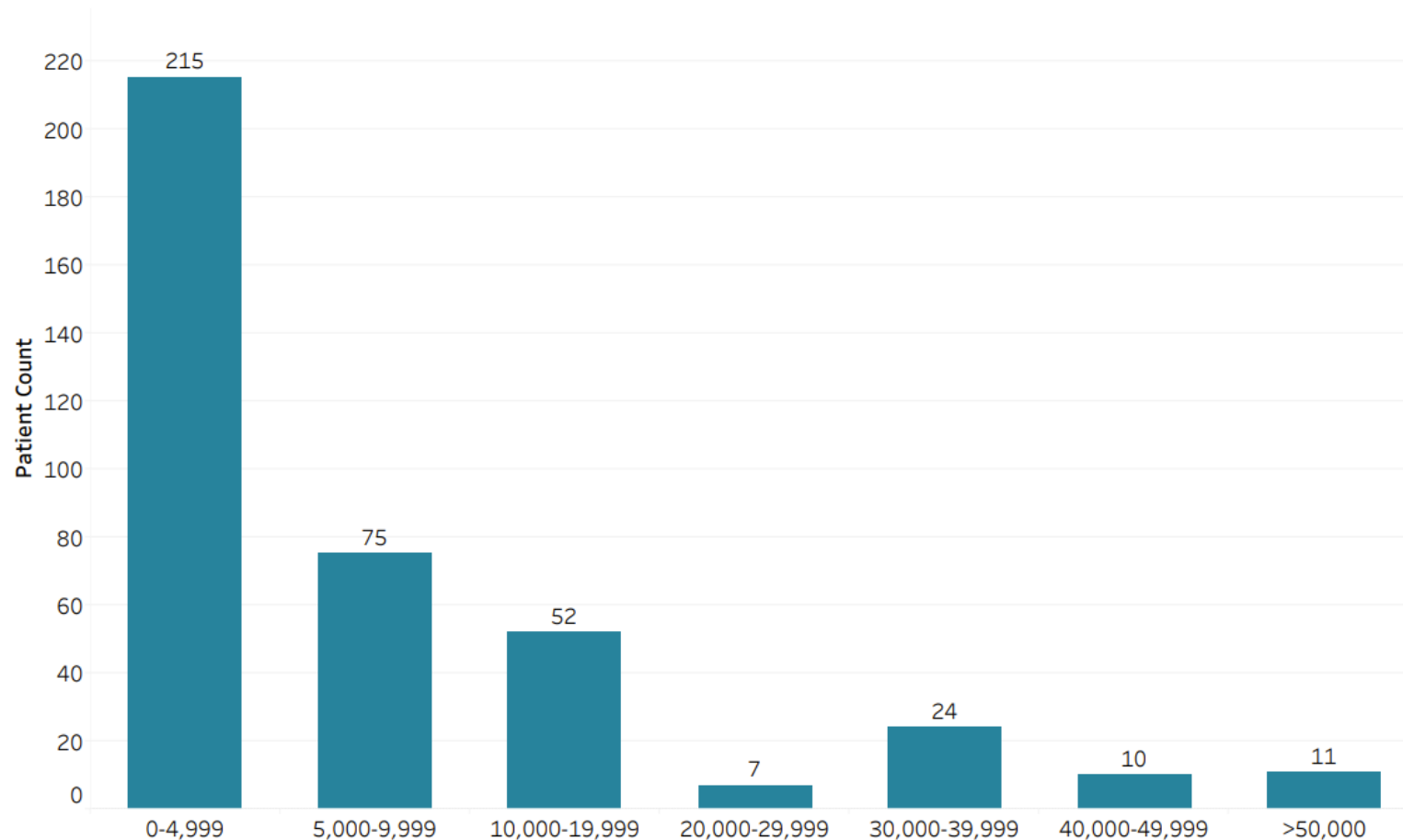
Source : Market Analysis data used in this analysis includes a sample set of commercial enrollees from the city of Memphis for the calendar years 2016, 2017, and 2018. Market analysis data Copyright 2017 Truven Health Analytics Inc. - All Rights Reserve

Outcomes

- › BSN COE program has **85% less inpatient surgical** intervention than the market
- › Creating **savings** through the avoidance of more expensive treatment options

PATIENT SPEND: SURGICAL AND CONSERVATIVE TREATMENTS

Stratification of Spend per Patient



Overview

- › **55%** of patient spend falls within \$0-\$4,999.
- › **87%** of spend per patient is below \$20,000 avoiding the higher costs of surgical interventions.
- › For conservative care patients, the spend is most often associated with physical therapy and nerve blocks.



Bundle Portfolio

INPATIENT, OUTPATIENT AND OFFICE CARE SETTINGS

- › Evaluative Services
- › Physical Therapy
- › Pain Management Blocks
- › Cervical Disk Surgery
- › Laminotomy/Low Back Disc Surgery
- › Anterior/Posterior Spinal Fusion
- › Cervical Spinal Fusion
- › Lumbar Spinal Fusion
- › Inpatient Back, Neck and Spinal Procedures
- › Neck Spinal Fusion
- › Catheter Placement, Cranial
- › TLIF/Spinal Fusion
- › Craniotomy
- › Arthrodesis

Surgical services include facility and professional charges during inpatient stay.

We Can Help You

WITH A LONG-TERM COST SOLUTION IN MIND

- › Reduce the administrative burden on you and your health plan members
- › Provide predictable and transparent bundled pricing
- › Customized and seamless care coordination for each patient
- › Providing value to your health plan with proven quality and clinical outcomes





Thank you!

FOR ADDITIONAL INFORMATION, PLEASE CONTACT KIM HALLUM-STEWART
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