



Expanding Behavioral Health Solutions for ACOs

October 29, 2019

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Agenda

Introductions

Overview

Model

Outcomes

Questions

Topics

- Provide PCP access to mental health care team and psychiatry services
- Focus on screenings such as PQH-9, GAD-7, trauma and substance abuse
- Evidence-based process to reduce symptoms in 50% less time than traditional approach
- Deliver population-level behavioral health outcomes
- Increase net reimbursements of \$100 or more per engaged member monthly

► MindHealthy CoCM

MindHealthy CoCM integration with primary care is now widely considered an effective strategy for improving outcomes for the millions of Americans with mental or behavioral health conditions.

- Evidence-based integrated care model
- Over 80 controlled trials
- Leverages established PCP-patient relationship
- Primary care average net reimbursement of \$100+ per engaged patient, per month
- Patients remain on program an average of 6-10 months

► Quality Measures

Impacts CMS's Meaningful Measures

- Strengthen Engagement
- Coordination of Care
- Prevention & Treatment of Chronic Disease
- Affordable, Appropriate, Patient-focused Care



- 1.) Promote Effective Communication & Coordination of Care
- 2.) Work with Communities to Promote Best Practices of Healthy Living
- 3.) Make Care Affordable
- 4.) Make Care Safer by Reducing Harm Caused in the Delivery of Care
- 5.) Strengthen Person & Family Engagement as Partners in their Care
- 6.) Promote Effective Prevention & Treatment of Chronic Disease

▶ Mental Health Prevalence and ACO Populations

Patients



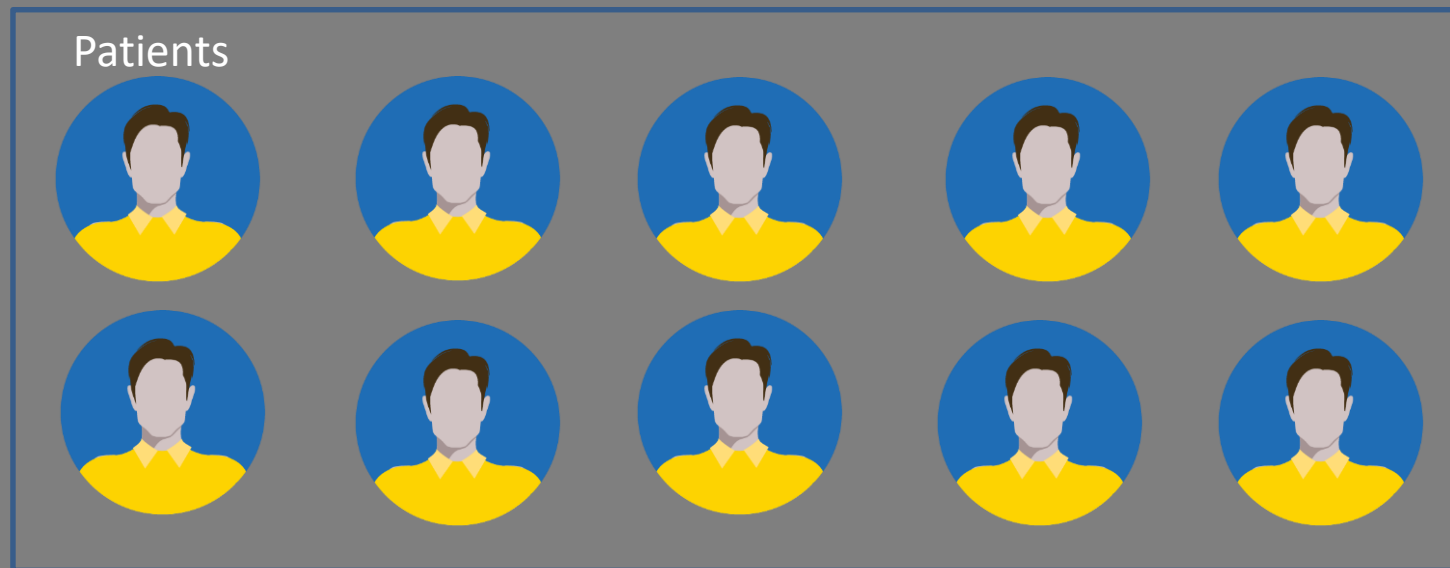
With Mental Health Diagnosis:

- 9% of Medicare population
- 14% of Medicaid population

Mental Health Diagnosis + Chronic Illness:

- Average 1.7x cost of patients with chronic disease only
- \$38K vs \$22K

► Mental Healthcare in ACOs Today



Primary Care
Provider

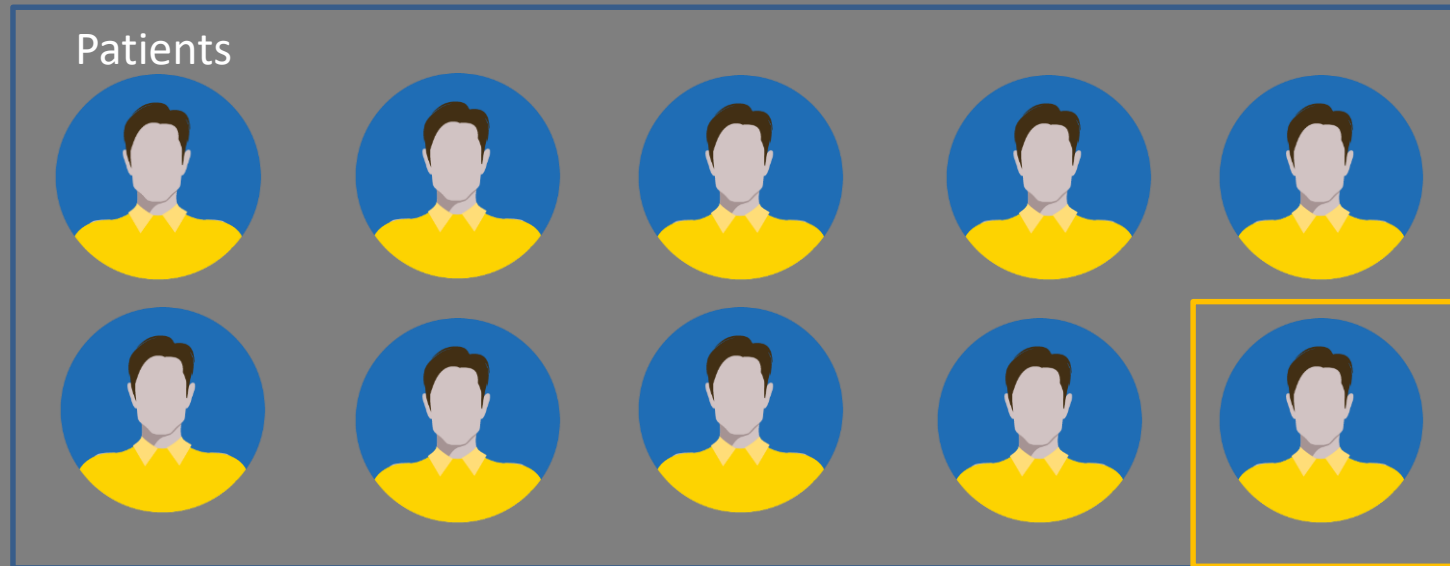


Psychiatrist or
BH professional

For 10 Patients with a Mental Health Diagnosis
Treatment Options:

- Psychiatric or Mental Health Professional Referral
- Primary Care Physician Management

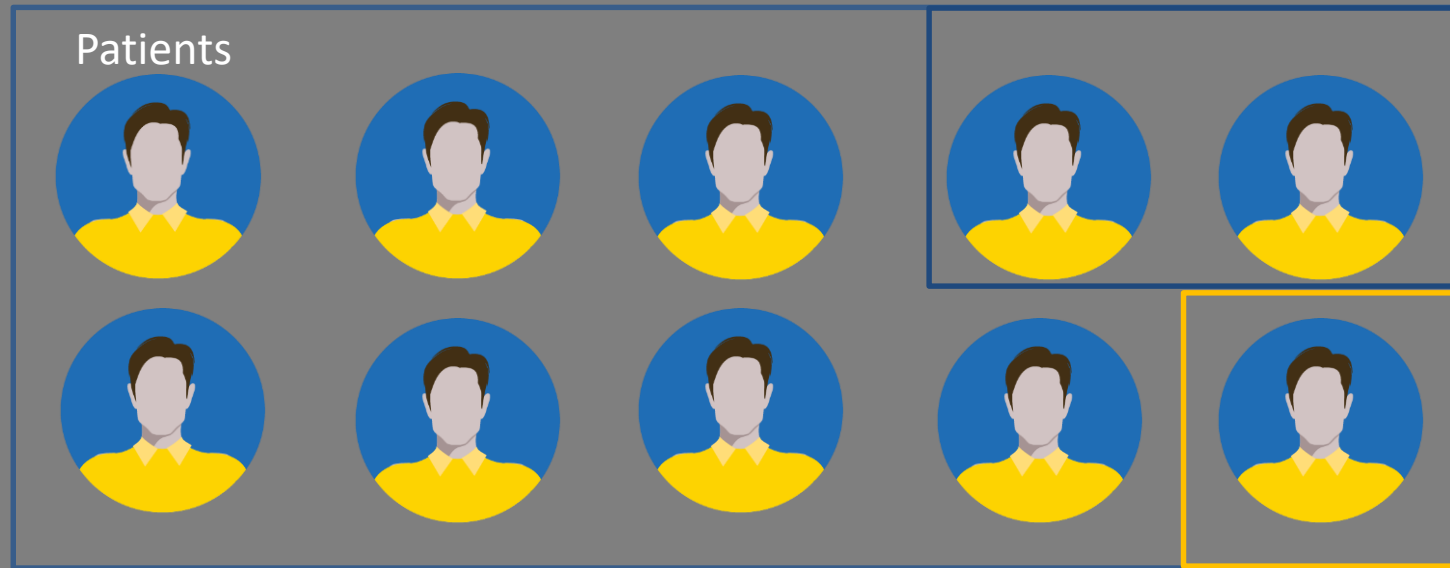
► Mental Healthcare in ACOs Today



Psychiatrist or BH Professional

- Half made it to a referral appt
- Mean of 2 follow ups visits

► Mental Healthcare in ACOs Today



PCP Management (20%)
30M patients with prescriptions
<25% shown any improvement



Psychiatrist Referral (10%)
50% made it to a referral appt
Mean of 2 follow ups visits

Who is receiving effective care?

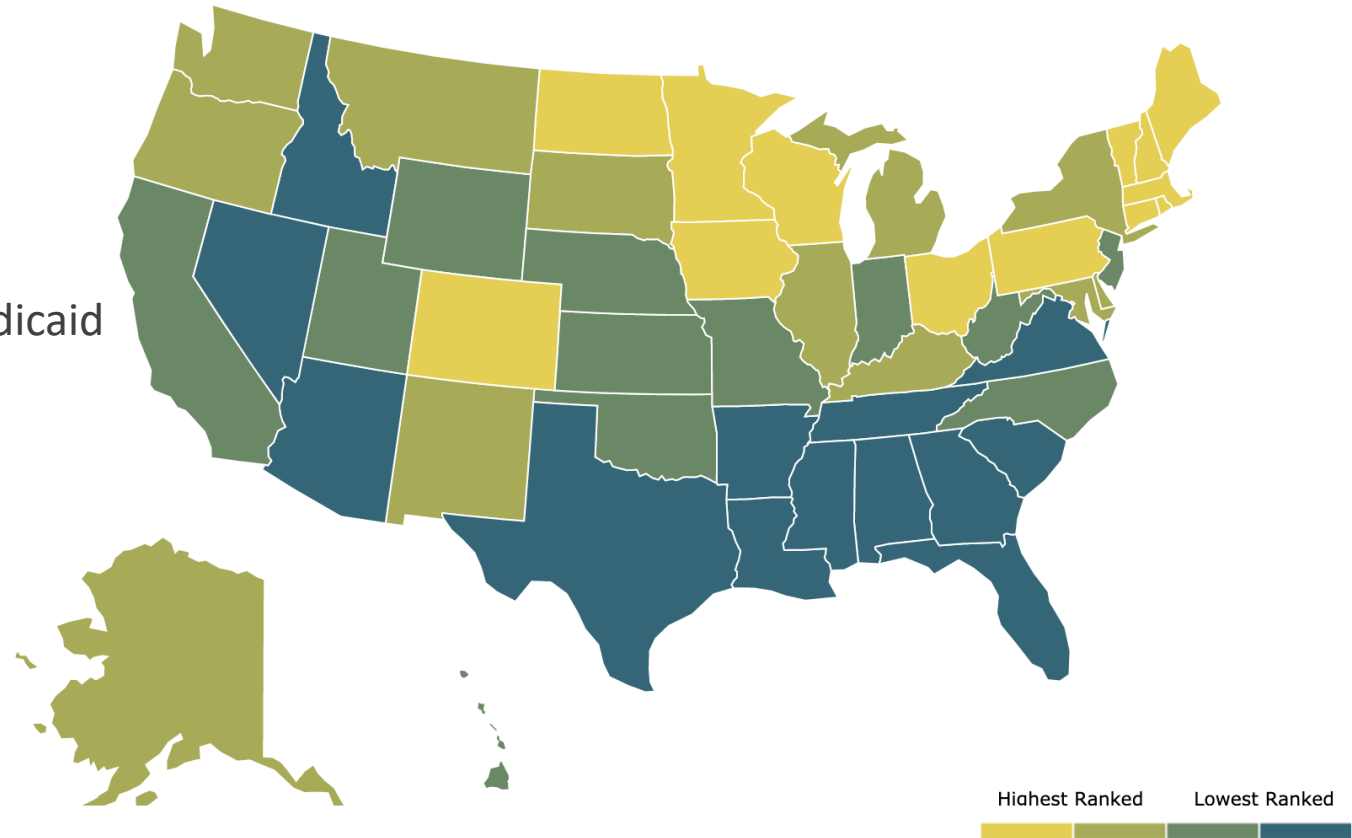
- 7/10 with diagnosis receive no care
- <1/10 improve under PCP management
- 1/10 receive ongoing Psychiatric or professional care

No impact to 80% of Population

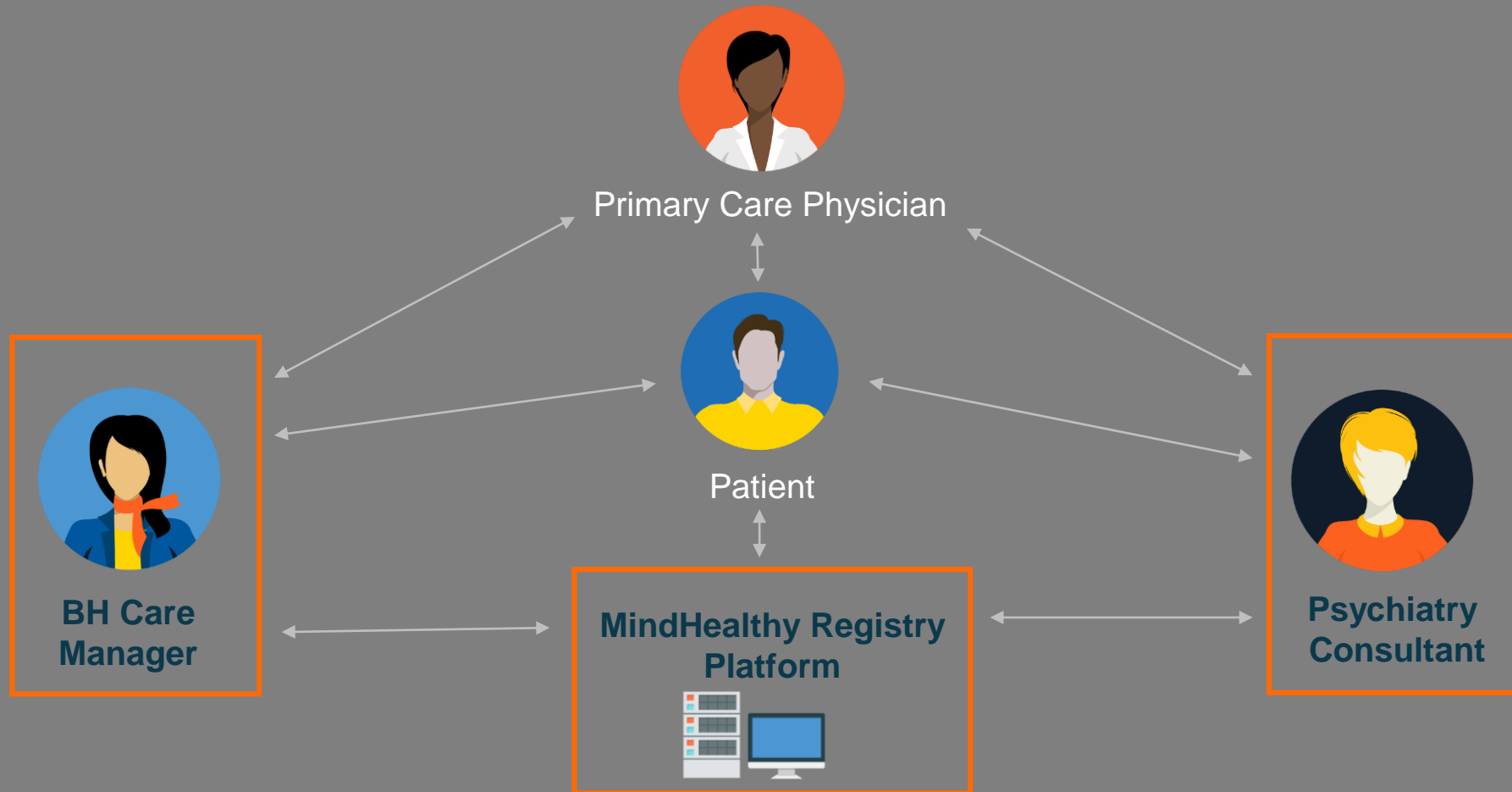
► National Mental Health Access to Care

2019 Ranking of states rankings based on access to mental healthcare in relation to need.

- Mental health workforce availability
- Providers accepting insurance
- Providers accepting Medicare or Medicaid



► MindHealthy CoCM



► Roles: Practitioner



Oversees the patient's care.

- Identifies and engages patients in treatment for mental health disorders
- Introduces collaborative care concept to patients
- Starts and prescribes any pharmacological treatments
- Remains quarterback of patient care through ongoing oversight, management, collaboration and reassessment with Behavioral Health Care Manager and Psychiatric Consultant

► Roles: Behavioral Care Manager



Supports the delivery of collaborative care.

- Administers clinically validated mental health assessments
- Provides psychosocial interventions in telephonic or tele-video outreach
- Develops initial care plan in consultation with psychiatric consultant
- Monitors patient progress via registry-reported outcomes
- Revises care plan for patients not responding to therapies
- Maintains continuous relationship with patients and a collaborative, integrated relationship with care team

► Roles: Psychiatric Consultant



Develops integrated patient care plan to include both medication and behavior intervention.

- Advises the practitioner and behavioral health care manager regarding diagnosis
- Makes recommendations for resolving issues with patient adherence to and tolerance of behavioral health treatment
- Manages negative interactions between behavioral health and physical health treatments
- Participates in regular clinical status reviews of patients receiving BHI services

► Clinical Workflow

Inservice – educate office staff and introduce teams

Screen – commence screenings for patient enrollment

Enroll – attain consent of eligible patients

Engage – begin program



► MindHealthy Registry

- Necessary component for reimbursement
- Tracks outcomes and care plans
- Supports risk-stratification

Patient		Caseload												Search Patients
Current Patients														
Action	ID	Med Rec #	Assessment Date	Action(Notes)	Time Spent	PHQ-9 Initial	GAD-7 Initial	PTSD Initial	CAGE Initial	PHQ-9 Current	GAD-7 Current	PTSD Current	CAGE Current	Diagnosis
Edit	898		03-04-2019		1-300 mints	20	19	4		20	19	4		
Edit	905		03-12-2019		1-300 mints	5	4	4	1	5	4	4	1	
Edit	1548		06-25-2019		1-300 mints	22	11	8	1	22	11	8	1	
Edit	1643		06-30-2019		1-300 mints	21	17	4	1	21	17	4	1	
Edit	1754		08-05-2019		1-300 mints	17	11	6	1	17	11	6	1	
Edit	1755		08-05-2019		1-300 mints	4	4	8	1	4	4	8	1	
Edit	1756		08-05-2019		1-300 mints	17	12	4	1	17	12	4	1	
Edit	1757		08-05-2019		1-300 mints	5	9	5	1	5	9	5	1	
Edit	1758		08-05-2019		1-300 mints	3	9	8	1	3	9	8	1	

▶ Measurement-based

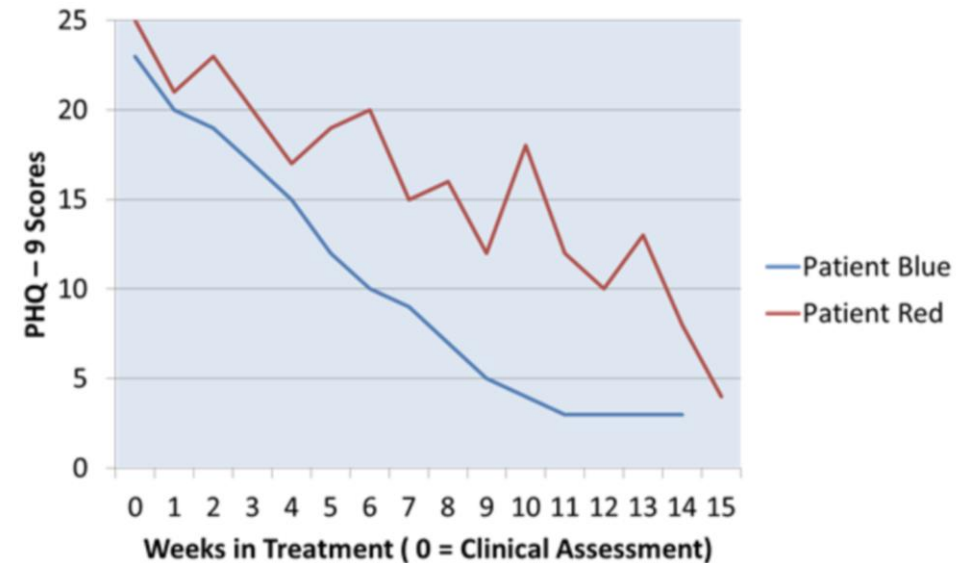
Treatment to Target

- Set patient-centered goals
- Treatment systematically adjusted until target is achieved
- Identify and intensify treatment for patients

▶ Evidence-based

High Quality Treatments

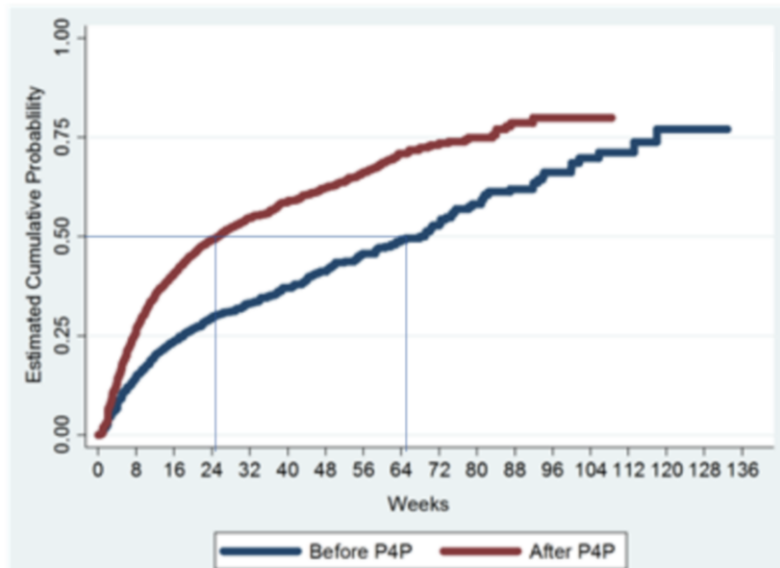
- Delivery of current, evidenced-based medication treatment for mental disorder
- High-quality, brief psychotherapy delivered telephonically



▶ Patient Impact



Treatment response time for depression reduced by more than **50%**
(**24 weeks vs. 64 weeks**)



► Outcomes



Provider Reported

50% less time to reach depression treatment response

82% said patients seemed less distressed

82% saw patients showed a better sense of well-being

73% observed patients exhibited better self-management



Impact on Hospitalizations

Retrospective analysis showed statistically-significant lower rates of:

- **Hospital admissions**
- **30-day readmissions**
- **Emergency department visits**

► Our Technology

Integrated Screening Tools

- ▶ Measure via online or hardcopy assessments

Care Planning Platform and Collaborative Registry

- ▶ Chart and analyze for opportunities for improvement via our collaborative online platform

HIPAA Compliant Tele-Video

- ▶ Proprietary tele-video platform enables tele-psychotherapy appointments from anywhere

Patient Engagement Apps

- ▶ Web-based iOS and Android apps for education, self-therapy, and emotion regulation




► Provider Insight

” I’ve been in practice for more than 20 years and this is the type of medicine I’ve been waiting for – where I can fully address my patient’s whole health!
- Primary care physician ”

Questions and Discussion

Visit our Digital Booth on ACOExhibitHall.com



C³ HEALTHCARE^{Rx}
Care. Collaboration. Compliance™

As experts in efficiency, C³HealthcareRx consultants work with ACOs to identify key challenges, and create an innovative roadmap to improve health outcomes and drive down costs.

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- C3 HealthcareRx Introduction
- Collaborative Care Case Study
- C3 Medication Management
- Blog Post: So Many Medications, So Little Adherence

COMPANY OVERVIEW

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Thank you