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We'll be starting soon…

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Unlocking the power of digital health:

How ACOs can deliver value through digital platforms

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Meet Our Panelists

Meredith Barrett, PhD
VP of Population Health at Propeller Health | ResMed

Linette Demers, PhD
Program Director at Digital Medicine Society (DiME)

Craig Worland
Chief Development Officer at Southeast Primary Care Partners

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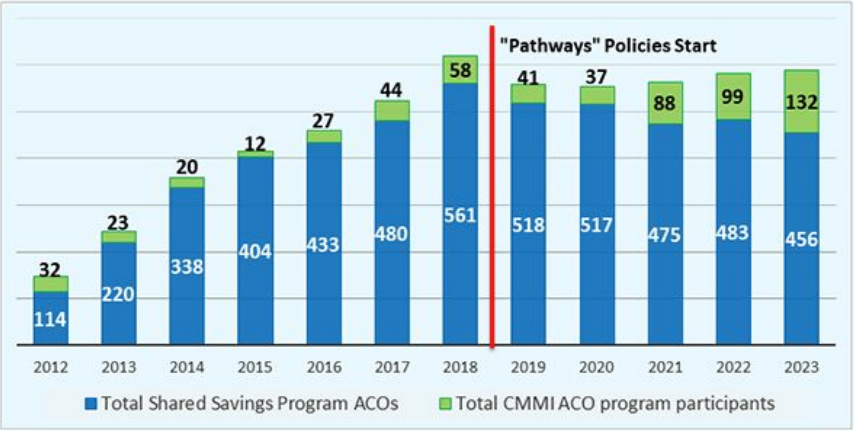
ACO Growth & Landscape

Total Number of Medicare ACOs



More than **$17B** in gross savings to Medicare through 2021[2]

30% growth in MSSP ACOs taking on two-sided risk since 2020[1]

1.Holder, E. (n.d.). Medicare ACO participation by Year. National Association of ACOs. Retrieved from https://www.naacos.com/medicare-aco-participation

2.https://www.naacos.com/acos-and-cost-savings#:~:text=ACOs%20and%20Cost%20Savings&text=Since%202021%2C%20ACOs%20have%20saved,savings%2C%20according%20to%20CMS%20data.

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ACO Reach Focus

- **132 ACOs participating in ACO Reach**

- Improve the focus on:
  - Introduction of health equity benchmark adjustment
  - Requirement to collect demographic and social needs data
  - Increase range of services ordered by Nurse Practitioners to improve access

1. Comparing DPDC to the ACO Reach Model: https://innovation.cms.gov/media/document/gpdc-aco-reach-comparison

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ACO Challenges

- Strong quality improvement across chronically ill patients
- Appropriately stratifying their patient population and having disease specific interventions for those populations
- Difficulty engaging chronically ill patients in their care, outside of the traditional clinical setting
- Lack of actionable insights to drive decision making and referrals
- Moving the needle on health equity

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Driving Outcomes & Value

Lower cost of care:
- **Save $1,349 per asthma patient per year[6]**
- **Save $3,232 per COPD patient per year[7]**

Key COPD Outcomes*

Up to
35%
reduction in **COPD-related** hospitalizations and ED visits[1]

*Among Medicare-eligible COPD patients[2]

Up to 36%
more days without SABA use

Up to 63%
reduction in SABA inhaler use

Up to 73%
reduction in nighttime SABA inhaler use

Key Asthma Outcomes

Up to
57%
reduction in **asthma-related** ED visits and hospitalizations[3]

Up to 58%
improved medication adherence[4]

Up to 18.5%
less asthma-related rescue inhaler use[5*]

Up to 2.6
more outpatient visits per asthma patient per year[3]

Engaging Patients in Their Care

- Empower patients through sustainable, positive behavior changes
- Deliver personalized care to motivate and engage patients
- Provide robust onboarding and engagement support to remove barriers to adoption

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Empowering Care Teams With Data

- Leverage clinical decision support, oftentimes within native workflows
- Streamline care coordination
- Identify and proactively intervene with at-risk patients
- Seamlessly identify and coordinate speciality referrals

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Equitable Health Care, Digitally-enabled

- Extend care to medically underserved and rural communities through remote monitoring
- Address potential environmental determinants of health at the patient level
- Remove barriers to technology or internet access
- Capture and report out on demographic and social needs data

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Key Takeaways

- Digital health partners are critical for helping ACOs maintain quality metrics while lowering the total cost of care
- Patient engagement is crucial — digital platforms need to support patient onboarding and engagement to drive results
- Digital health solutions should be able to serve clinicians actionable insights to drive treatment plans without adding friction to their workflow
- The potential to leverage digital health to reduce health disparities is promising

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Craig Worland

Q&A

What is the main barrier preventing ACOs from adopting digital?

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Linette Demers

Q&A

What is the main benefit for ACOs when leveraging digital?

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Meredith Barrett

Q&A

What is the opportunity for digital health solutions with Medicare populations?

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Thank you!

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