

# MedWatch

Manage The Care, Monitor The Cost, Measure The Quality



## **True Population Health Management** **FROM DATA TO CARE MANAGEMENT ACROSS THE CONTINUUM**

**Presented by Sally-Ann Polson**  
**President, MedWatch**



# The Evolution of the US's Epidemic of Chronic Disease and the rising cost of HealthCare



Founded in 1921, White Castle is considered the first hamburger fast food establishment in America.

The first "Pizza Hut" pizza restaurant appeared in the United States during the 1930s.

U.S. and by 1888 the Thomas Adams Gum Company introduced the first gumball vending machine.



In May, 1886, Coca Cola was invented by Doctor John Pemberton a pharmacist from Atlanta, Georgia. Pepsi-Cola was soon to follow, created in 1893.



An automated cigarette rolling machine, developed by 18-year-old James Bonsack, was put into use in 1883 and revolutionized cigarette production. The retail price was cut in half, and volume, which in premachine days had never exceeded 500 million, leaped to 10 billion by 1910.



In 1937 the first Krispy Kreme opens, with Dunkin' Donuts not far behind. Their first store opened in 1950.

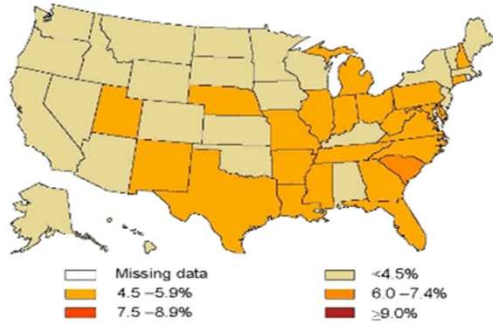
# The Effects of the American Workplace on Their Health



# Maps of Trends in Diagnosed Diabetes 1994 to 2014

Age-Adjusted Prevalence of Diagnosed Diabetes  
Among US Adults

1994

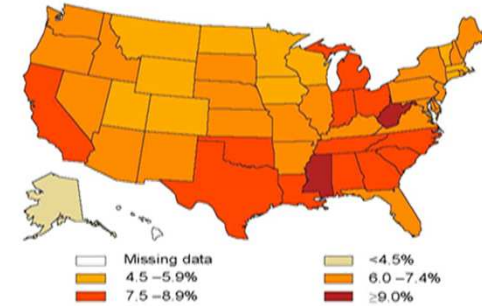


CDC's Division of Diabetes Translation. United States Diabetes Surveillance System available at <http://www.cdc.gov/diabetes/data>



Age-Adjusted Prevalence of Diagnosed Diabetes  
Among US Adults

2004

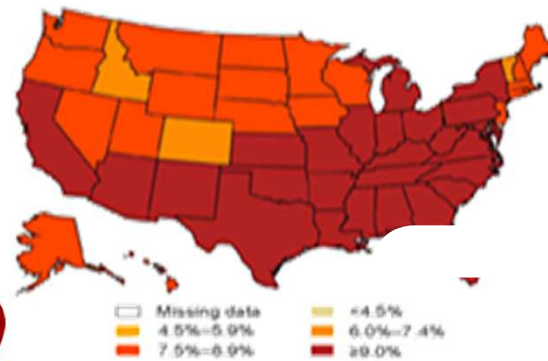


CDC's Division of Diabetes Translation. United States Diabetes Surveillance System available at <http://www.cdc.gov/diabetes/data>



Age-Adjusted Prevalence of Diagnosed Diabetes  
Among US Adults

2014



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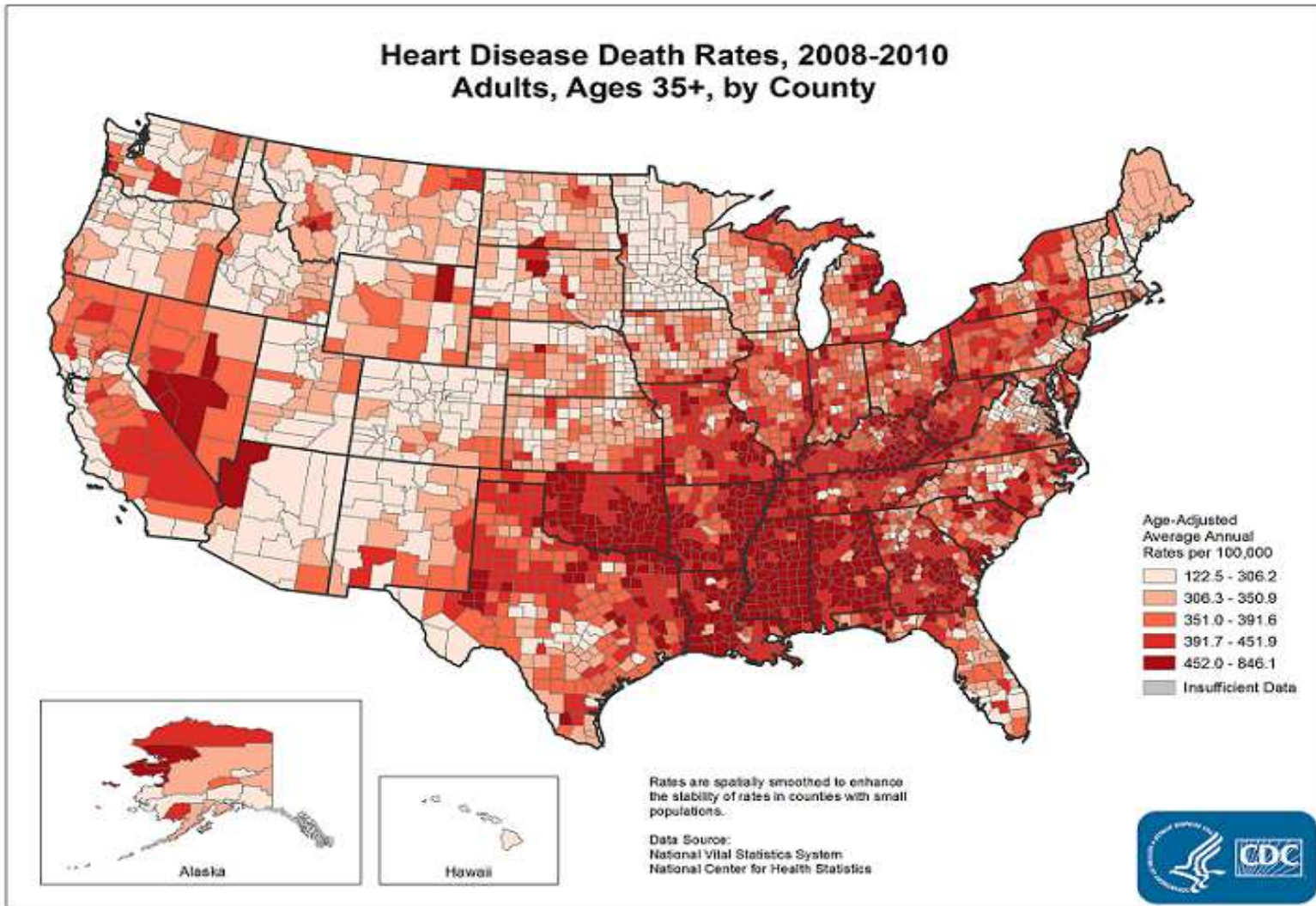
CDC's Division of Diabetes Translation. United States Diabetes Surveillance System available at <http://www.cdc.gov/diabetes/data>





# Maps on Obesity Rates mimic Diabetes Rates

## Cancer Deaths mimic Heart Disease Deaths

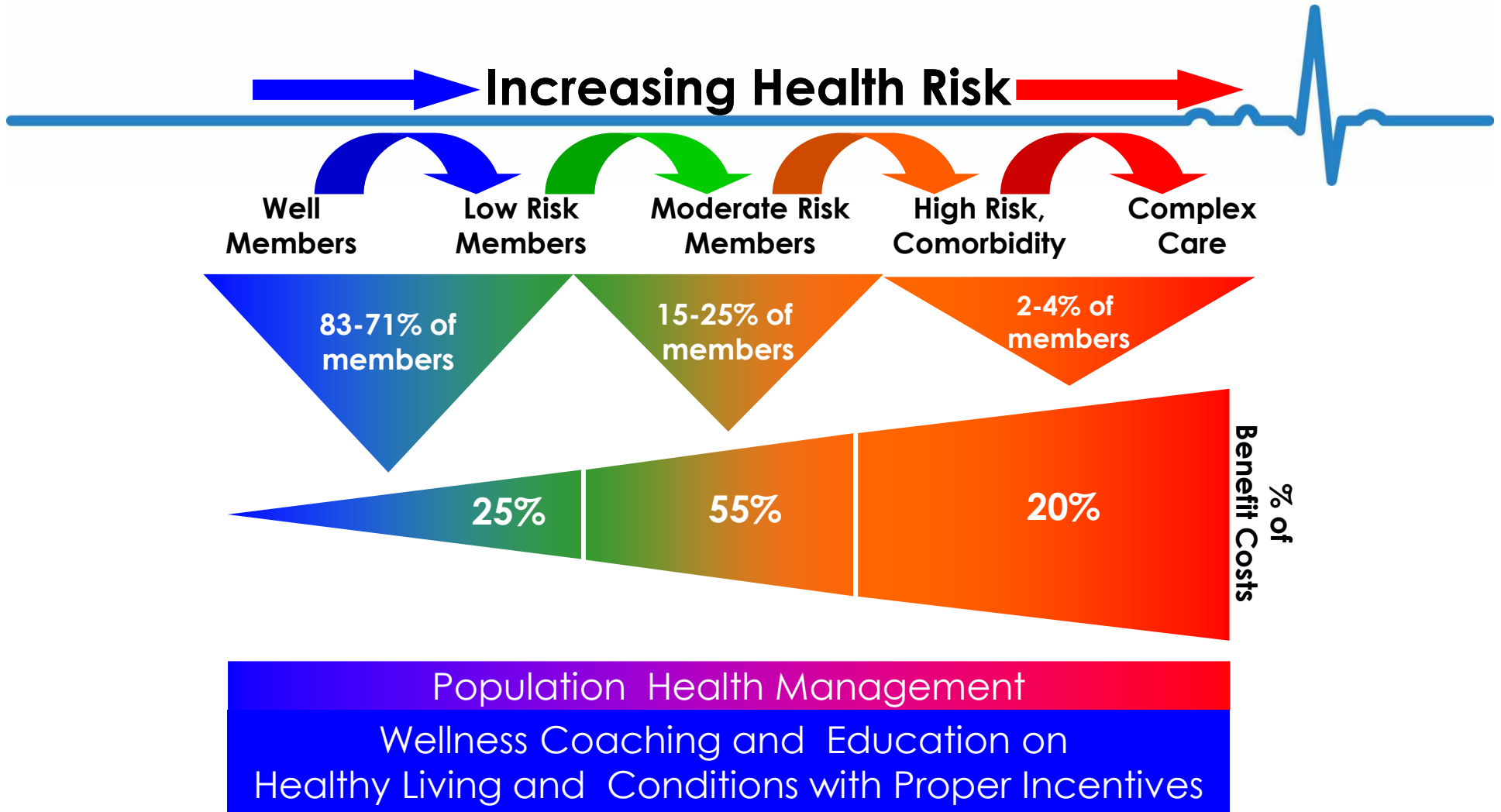


# From Chaos to Competency in Health Benefits

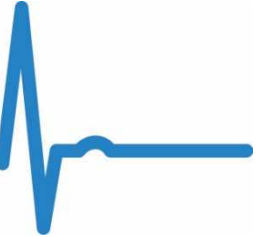


- **“Houston we have a problem!”**
  - Astronomical cost increases in the last two decades....note behavior change....
  - Aging, at-risk population
  
- **The Collective Solution**
  - Value Based Care (*primary care is key: < 38% get some type of preventative care*)
  - Benefits structured to drive participant behaviors
  - Data for better decisions
  - Wellness-knowledge-prevention targeted at issues found in the data

# Where Do the Cost Reside

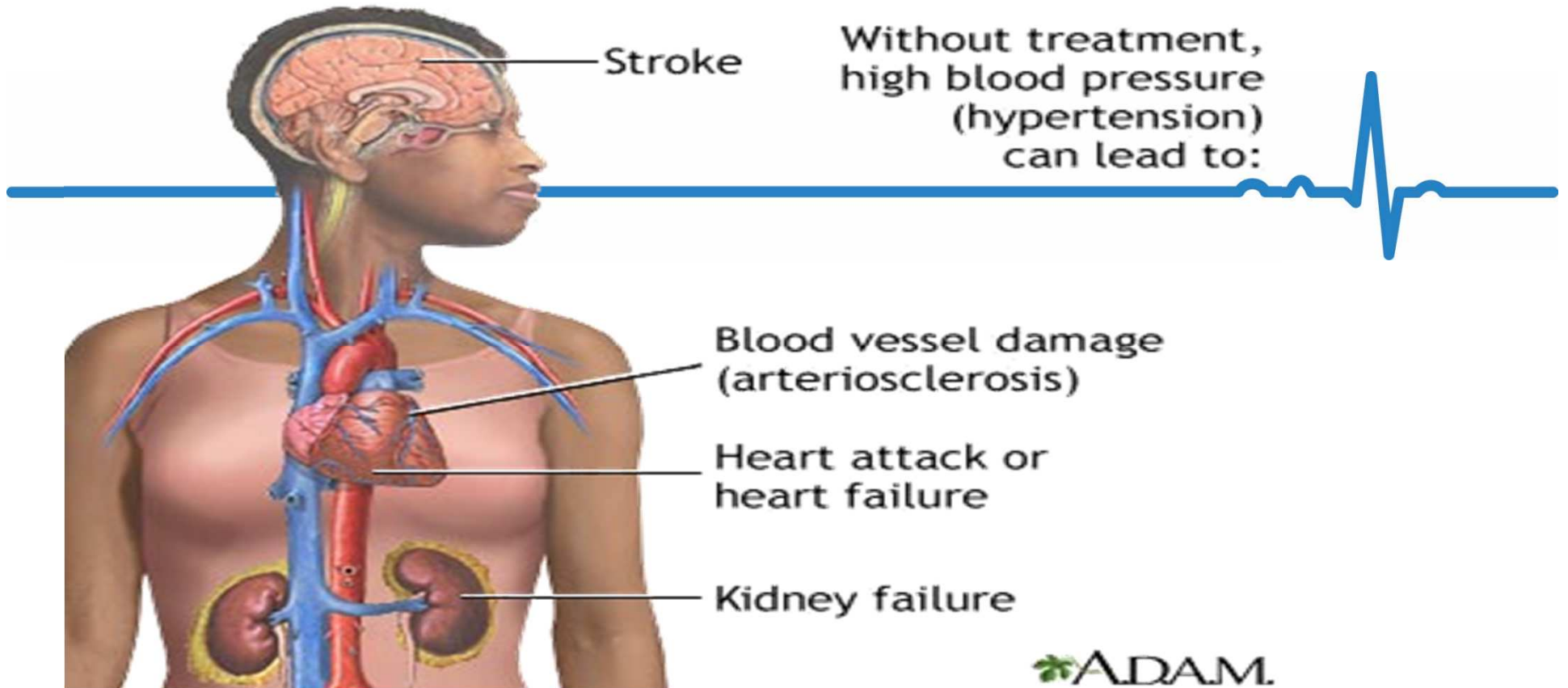


# Primary Causes of Death



- **Two-thirds of the population dies in one of two ways, then there is *everything else*:**
  - # 1 - Cardiac
  - # 2 - Cancer
  - # 3 - Everything Else
- **Risks for these top two conditions are:**
  - Well Known, Identifiable and Preventable





Every cell in the heart requires a blood vessel. The heart is a pump and an electrical system and can “shock out”. One major branch develops a block everything beyond it will die. HBP narrows and hardens the arteries which then can no longer supply blood, High Cholesterol and high sugars ...do the same and block far more than just the heart.

# # 1 Killer Cardiac Disease



- **Narrowing of the Arteries is a 10 – 30 year process.**
  - Early Detection = Early Prevention
  
- **7 well known Risk Factors:**
  1. Smoking: #1 preventable killer. Builds plaque, blocks arteries & blood vessels
  2. Diabetes: SUGAR closes the blood vessels
  3. Cholesterol: Slug in your blood...
  4. High Blood Pressure: Narrows the arteries
  5. Family History
  6. Age
  7. Gender

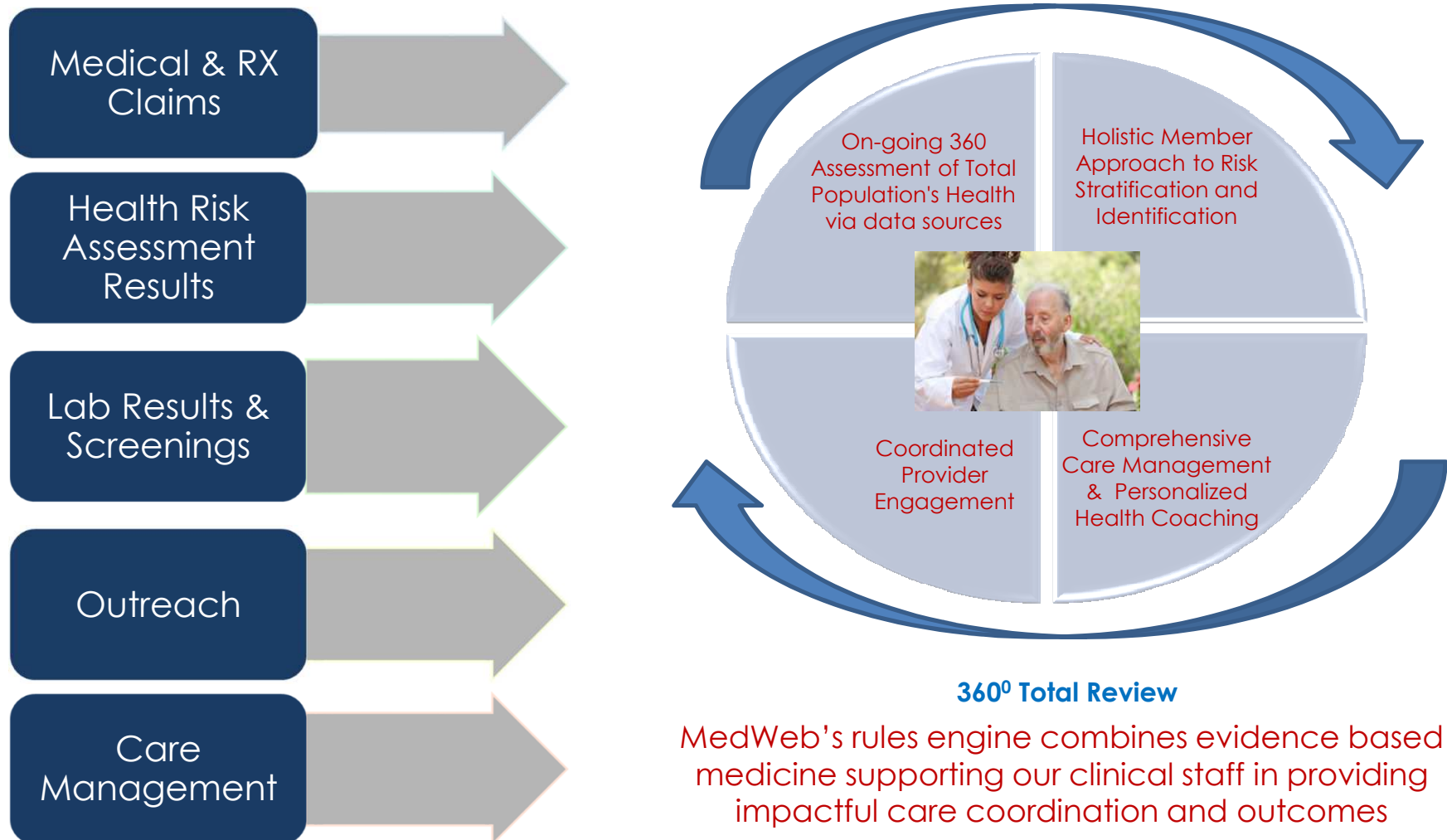
# # 2 Killer Cancer: Over 50% of are Avoidable



- **# 1 Lung Cancer men and women**
  - 90% related to smoking
  - If you quit after 10 years almost look like a non-smoker
- **#2 Colon cancer men and women**
  - Process takes 10 – 12 years to go from a polyp to cancer
  - Colonoscopies save lives
- **#3 Prostate cancer in men & Breast Cancer in women**
  - PSA and Mammograms = early detection

# A Comprehensive Approach to Population Health Management

Clinicians, combined with technology, leverage information to deliver comprehensive population medical management solutions.



# C.A.T. Data Mining System for on-going Identification



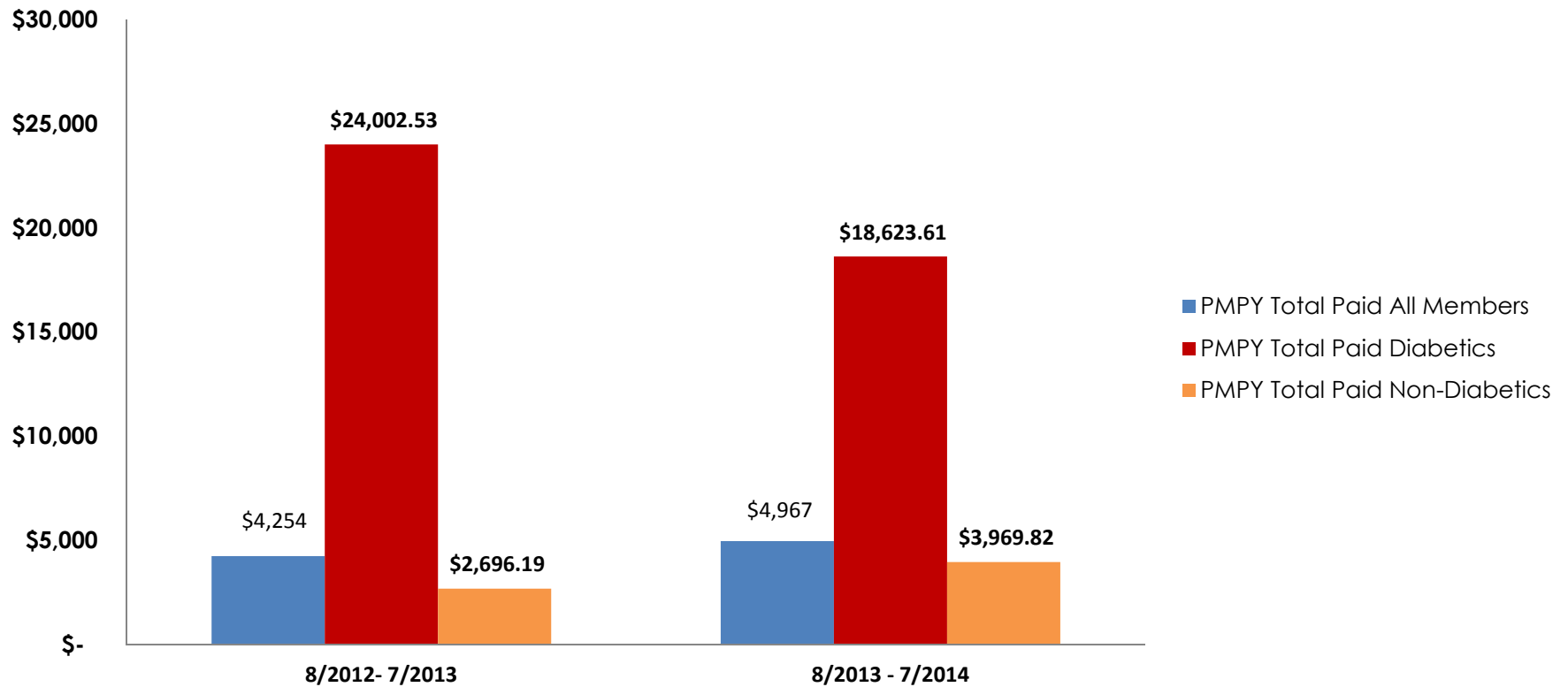
Description	# of Profiles	# of Claims	Total Charges
Diabetes	214	10032	\$118,805,971.21
Hypertension	147	6957	\$55,195,116.30
Hyperlipidemia	114	4303	\$25,732,568.59
Heart Failure	74	4718	\$45,475,095.45
Coronary Artery Disease	69	3448	\$33,993,429.62
GERD	61	2944	\$15,851,991.39
Asthma	28	1346	\$7,655,580.27
COPD	21	973	\$6,303,607.00
Migraines/Chronic Headaches	13	601	\$2,643,481.54



# Medical Claims PMPY



USD 428: Medical Claims Paid PMPY Comparison



# MedWeb: Individual Patient Medical Claims Detail



## Medical Claims Summary

Sources:  Payor Data  WeCare Clinic Data

Services:  In-Patient  Out-Patient

From:  Start Date

End Date



Drag a column header here to group by that column

Profile Source	Service Type	Place of Service	Provider Name	Service From	Service To	Total Charges	Total Paid	#
Payor Data	Out-Patient	OFFICE	BOLTON,CHRISTINE,D,OD	7/12/2012	7/12/2012	\$0.00	\$13.37	1
Payor Data	Out-Patient	OFFICE	HOLMES,ROBERT,M,MD	8/6/2012	8/6/2012	\$0.00	\$19.80	1
Payor Data	Out-Patient	OFFICE	OLIVER,WILLIAM,K,III,DP	8/30/2012	8/30/2012	\$0.00	\$19.86	1
WeCare Clinic Data	Out-Patient	INDEPENDENT CLINIC	Smith, Melissa	11/6/2012	11/6/2012	\$0.00	\$0.00	1
Payor Data	Out-Patient	OFFICE	DALUGA,DANIEL,J,MD	4/22/2013	4/22/2013	\$0.00	\$0.00	1
Payor Data	Out-Patient	OUTPATIENT HOSPITAL	ST ELIZABETH	4/30/2013	4/30/2013	\$0.00	\$32.56	1
Payor Data	Out-Patient	OUTPATIENT HOSPITAL	ST ELIZABETH	5/7/2013	5/7/2013	\$0.00	\$4.93	1
Payor Data	Out-Patient	INPATIENT HOSPITAL	DALUGA,DANIEL,J,MD	5/7/2013	5/7/2013	\$0.00	\$270.87	1
Payor Data	Out-Patient	INPATIENT HOSPITAL	KESLER,DOUGLAS,D,PA	5/7/2013	5/7/2013	\$0.00	\$36.84	1
Payor Data	Out-Patient	OUTPATIENT HOSPITAL	HENDERSON,LEE,A,MD	5/7/2013	5/7/2013	\$0.00	\$4.54	1
Payor Data	Out-Patient	OUTPATIENT HOSPITAL	MERCHO,FAROUK,E,MD	5/7/2013	5/7/2013	\$0.00	\$1.78	1
Payor Data	In-Patient	INPATIENT HOSPITAL	ST ELIZABETH	5/7/2013	6/27/2013	\$0.00	\$1,184.00	1
Payor Data	Out-Patient	INPATIENT HOSPITAL	MADREN,TIMOTHY,M,MD	5/7/2013	5/7/2013	\$0.00	\$60.25	1

\$0.00 \$5,254.57

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