



Baptist Memorial Health Care Early Results



Agenda

- HSA Workflow Discussion
- Baptist Employee Health Plan Review
- Program Reporting/Updates

Our Value-Based Program Solution

What it addresses

BSN'S value-based program addresses the rising costs and exposure to variability through its offer of:

- Predictable, prospective bundled pricing for neurological care
- Demonstration of proven high quality outcomes for health plan members
- Delivery of cost-effective care guiding patients to the right care at the right place at the right time



Employer

Baptist Employee Health Plan Analysis

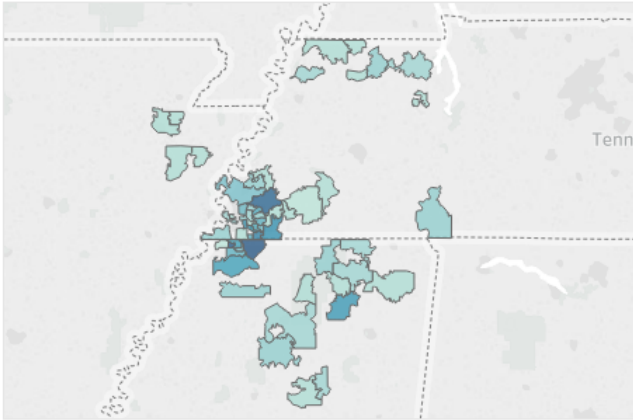
KEY FINDINGS

- 82% of patients who received an evaluation required no further intervention or went on to conservative care treatment
- Program utilization of surgical intervention in the inpatient is 90% below market utilization while utilization of evaluative services to identify appropriate care is 40% above
- The BSN COE is drawing people from across the tri-state area; suggesting ability to market program broadly

Baptist Health Plan Demographics

Patient Count

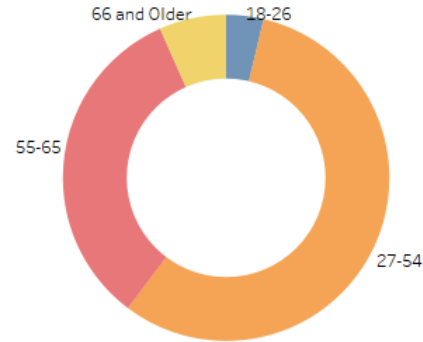
146



Bundle Count

253

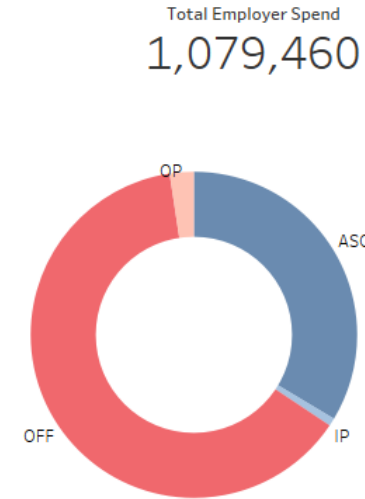
Age



Provider Count

86

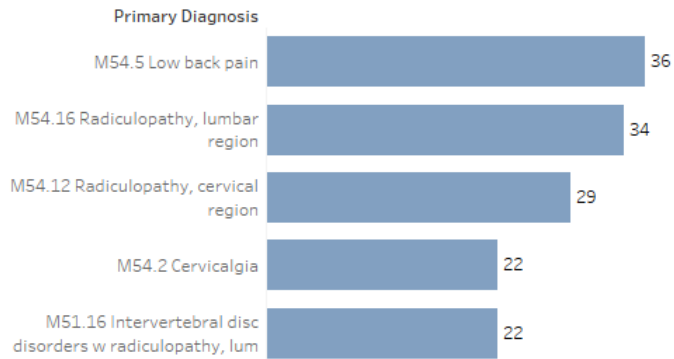
POS



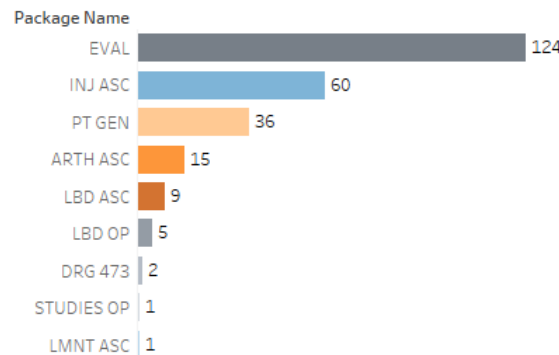
Total Employer Spend

1,079,460

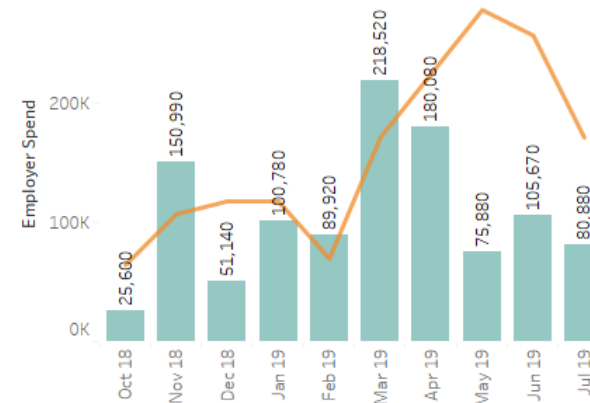
Top N Diagnosis



Package Mix



Total Spend



Key Findings

- Services are following a conservative care pathway with minimal surgical intervention
- Patients are traveling from across the tri-state area, up to 2:30 hours from Union City and other areas
- Main diagnostic treatment encompasses low back pain and radiculopathy or “pinched nerve” of the lumbar and cervical regions

Geographic Utilization

Patients are traveling from across the tri-state area to receive services

60% are from Tennessee with 38% from Mississippi and 2% from Arkansas

Mississippi

Patient Zip Code	Patient Count
38632	8
38654	8
38671	8
38637	6
38652	6
38603	3
38651	3
38672	3
38965	3
38655	2
38663	2
38668	2
38610	1
38659	1
38683	1
38829	1
38878	1
38916	1

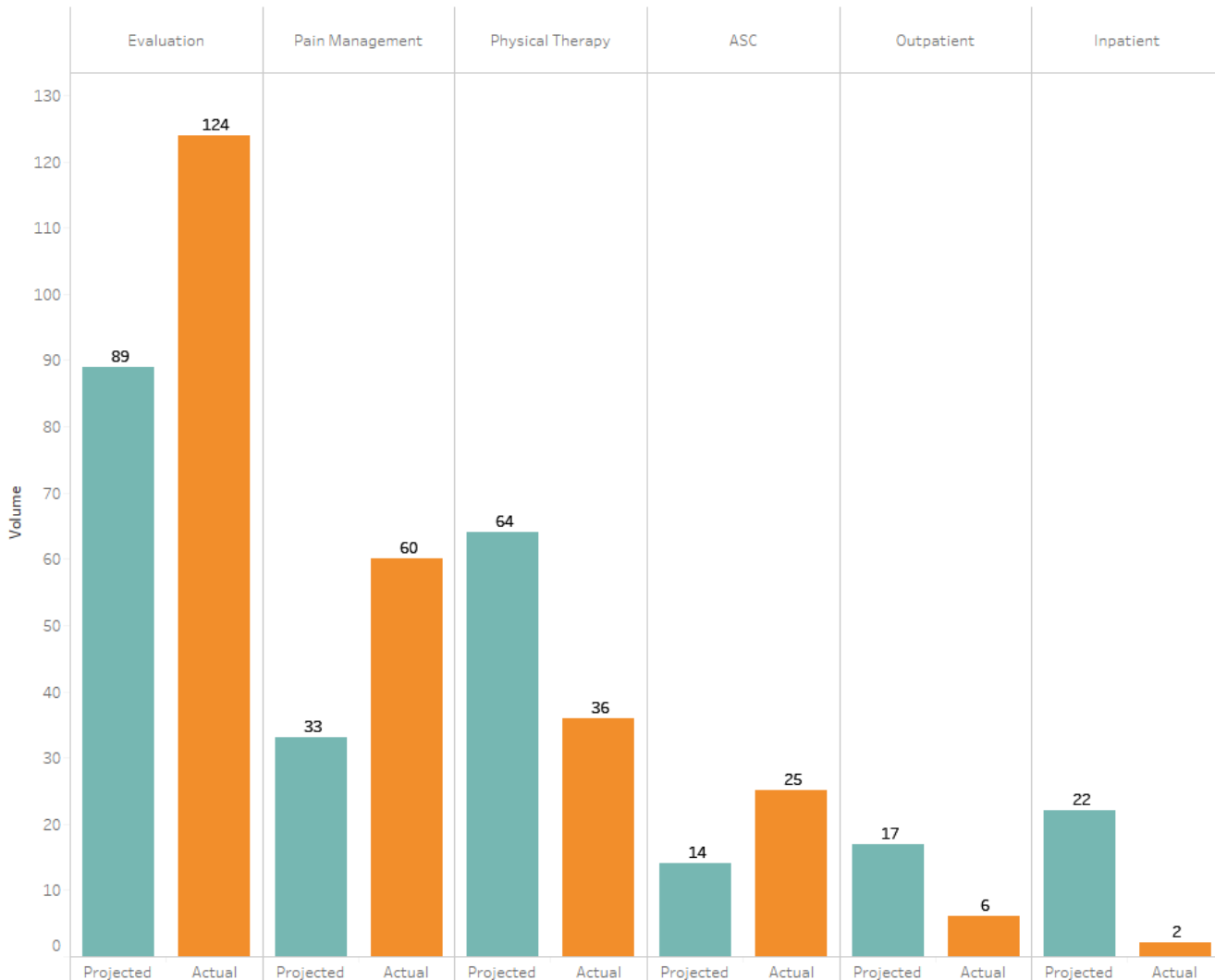
Tennessee

Patient Zip Code	Patient Count
38017	8
38002	6
38125	6
38018	4
38053	4
38117	4
38138	4
38139	4
38109	3
38119	3
38133	3
38016	2
38058	2
38104	2
38128	2
38134	2
38135	2
38141	2
38004	1
38011	1
38028	1
38068	1
38075	1
38103	1
38107	1
38120	1
38122	1
38183	1
38225	1
38240	1
38242	1
38255	1
38257	1
38261	1
38317	1
38372	1

Arkansas

Patient Zip Code	Patient Count
72472	1
72417	1
72401	1
72354	1
38118	1
38060	1

Program Utilization Comparison



*Projected utilization based on Truven Market Data for 1 year



Key Findings

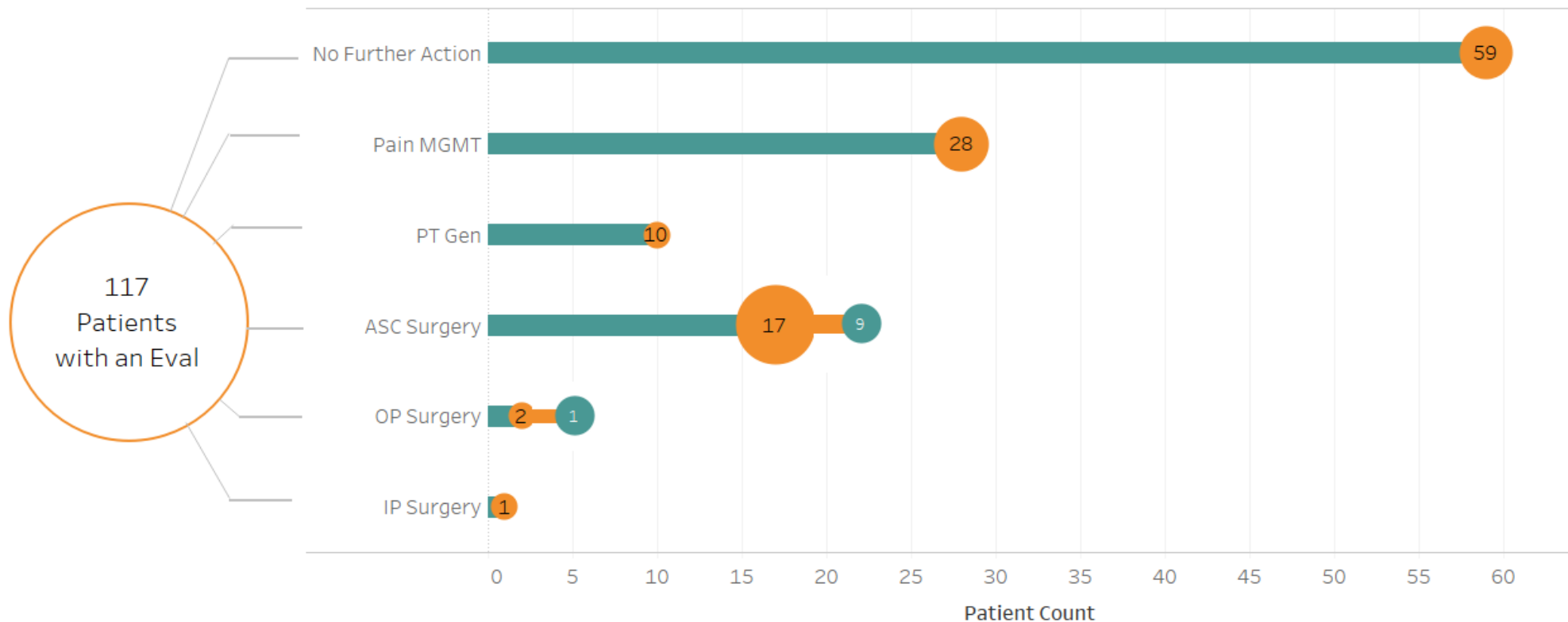
- Expected program utilization is within market range while the bundle mix and POS is favorable to employers
- BSN COE uses 90% lower inpatient, services compared to the TN market utilization rates
- Significant employer cost savings associated with avoidance of more expensive treatment options
- Opportunity to review PT utilization over ASC

Evaluation pathway

Providing the Right Care at the Right Place at the Right Time

50% of patients evaluated received no further intervention while 32% received conservative care treatment following an evaluation

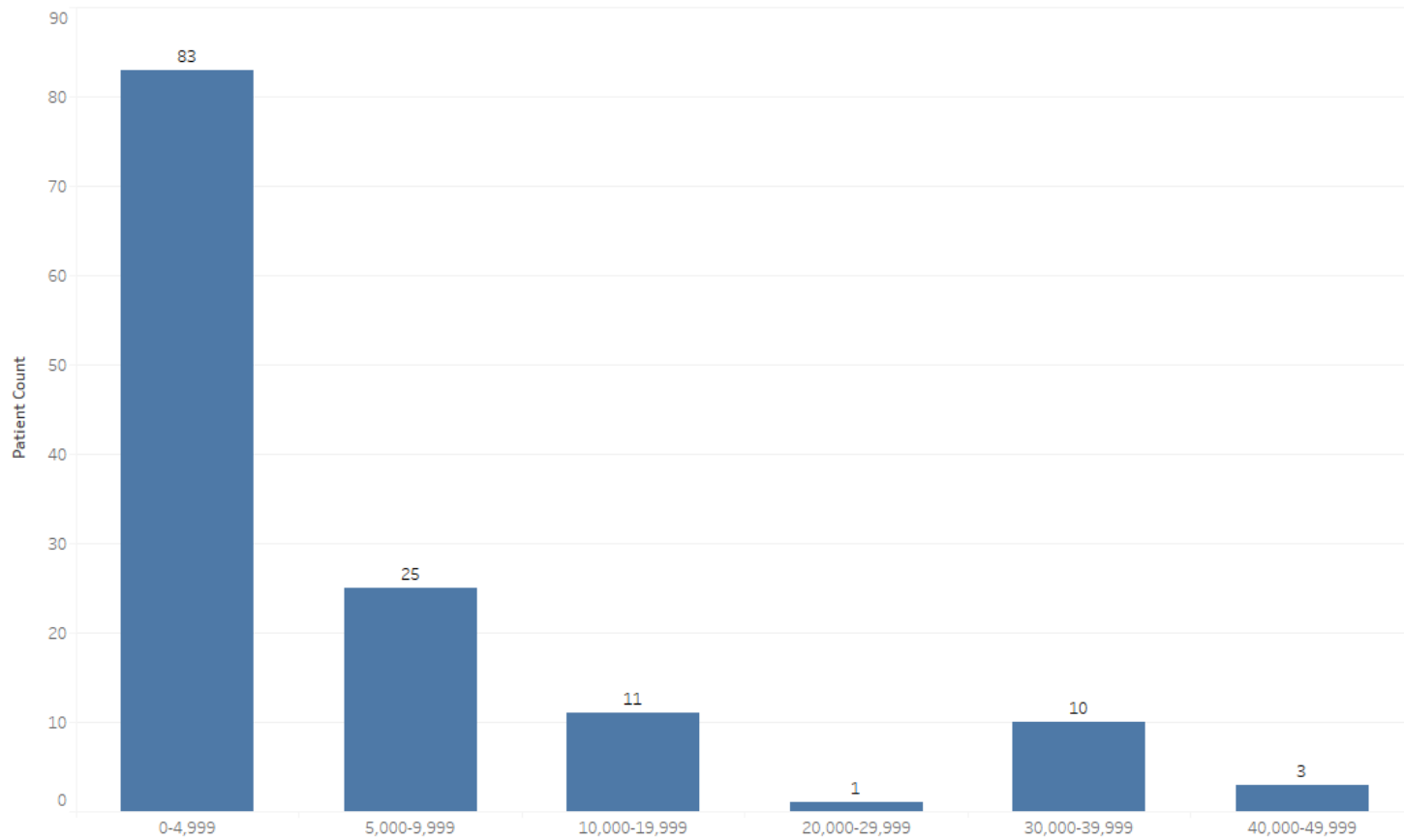
Only 16% of patients evaluated progressed to an outpatient surgical setting and less than 1% were recommended for inpatient surgery



*Size of circle based on amount of payment attributed to those patients that followed each course of action. Subsequent circle is PT.

Patient Spend Stratification

Stratification by patient spend



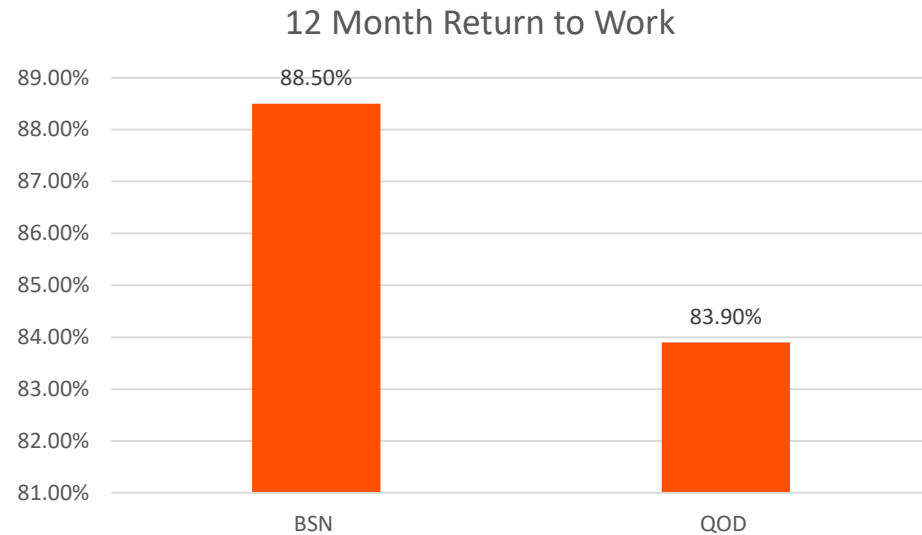
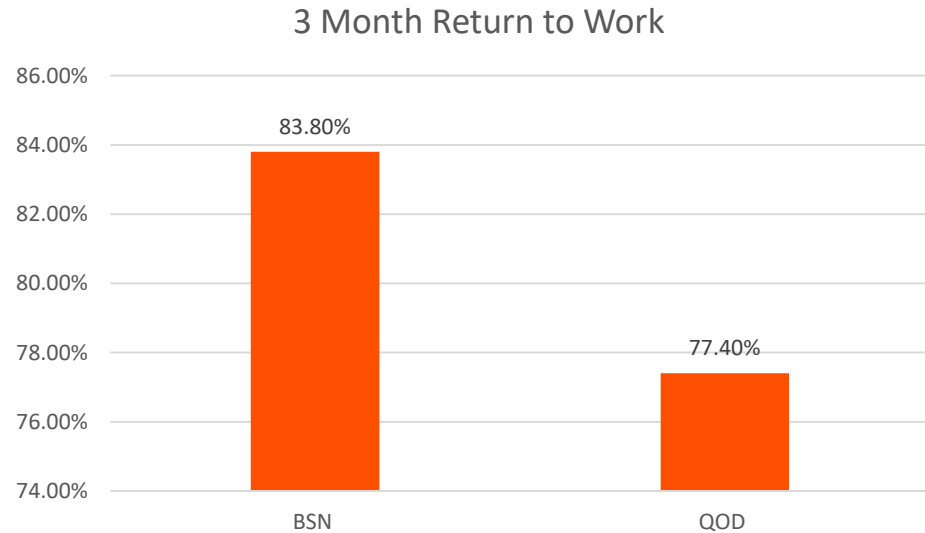
Key Findings

- Largest portion of patient spend is in the more conservative treatment pathways
- 62% of patient fall into the \$0-\$4,999 spend category

BSN far exceeds national quality measures for Return to Work

Brain and Spine Network is the largest site Contributor to QOD

The QOD serves as a continuous national registry for the most common neurological, neurovascular and spine procedures. Top healthcare organizations use its infrastructure to define, measure and continuously promote quality of care, leading to improved patient outcomes. *



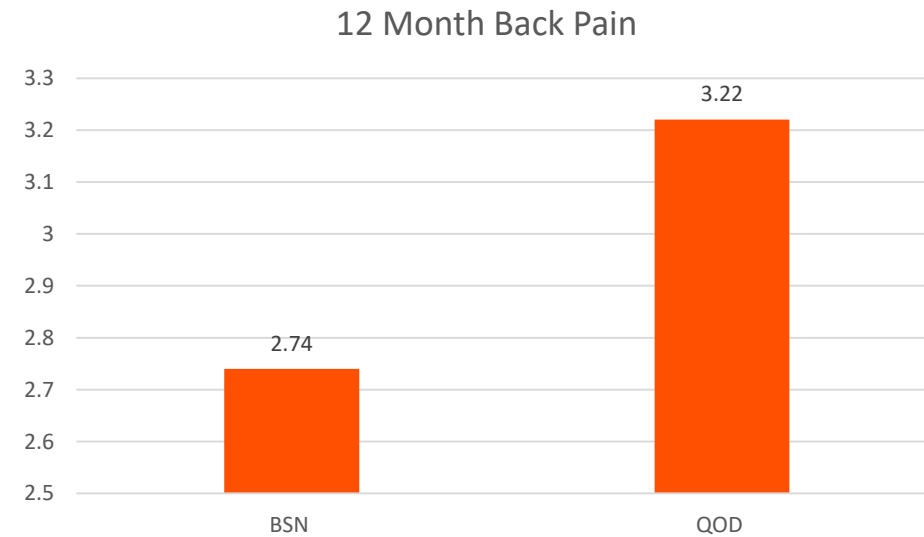
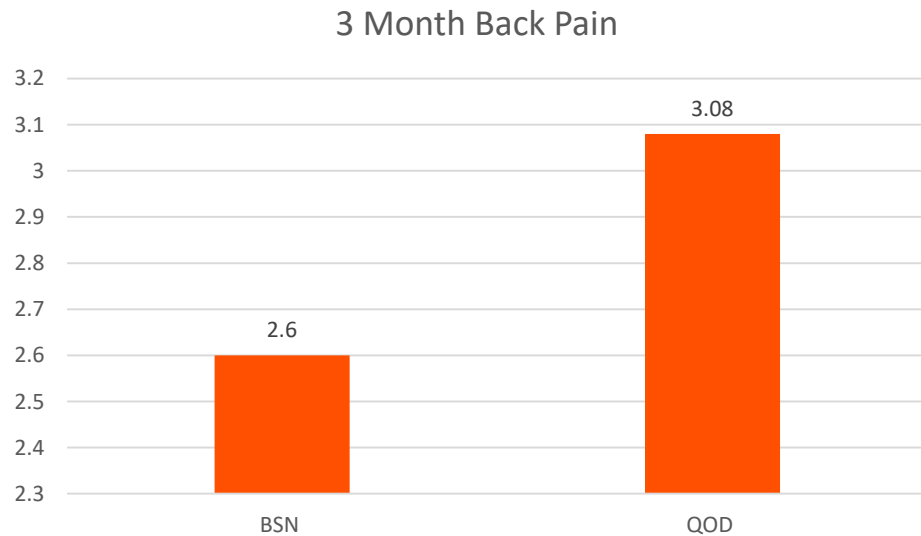
source: "Statistics and Outcomes Report Lumbar." Quality Outcomes Database, March 2019

BSN far exceeds national quality measures for Back Pain

Brain and Spine Network is the largest site Contributor to QOD

The QOD serves as a continuous national registry for the most common neurological, neurovascular and spine procedures. Top healthcare organizations use its infrastructure to define, measure and continuously promote quality of care, leading to improved patient outcomes. *

Patients rate Back Pain on a 0-10 scale with 0 indicating no pain and 10 indicating worst pain



source: "Statistics and Outcomes Report Lumbar." Quality Outcomes Database, March 2019
Representative program data