



THR and Population Health Management

Healthcare Leadership Council

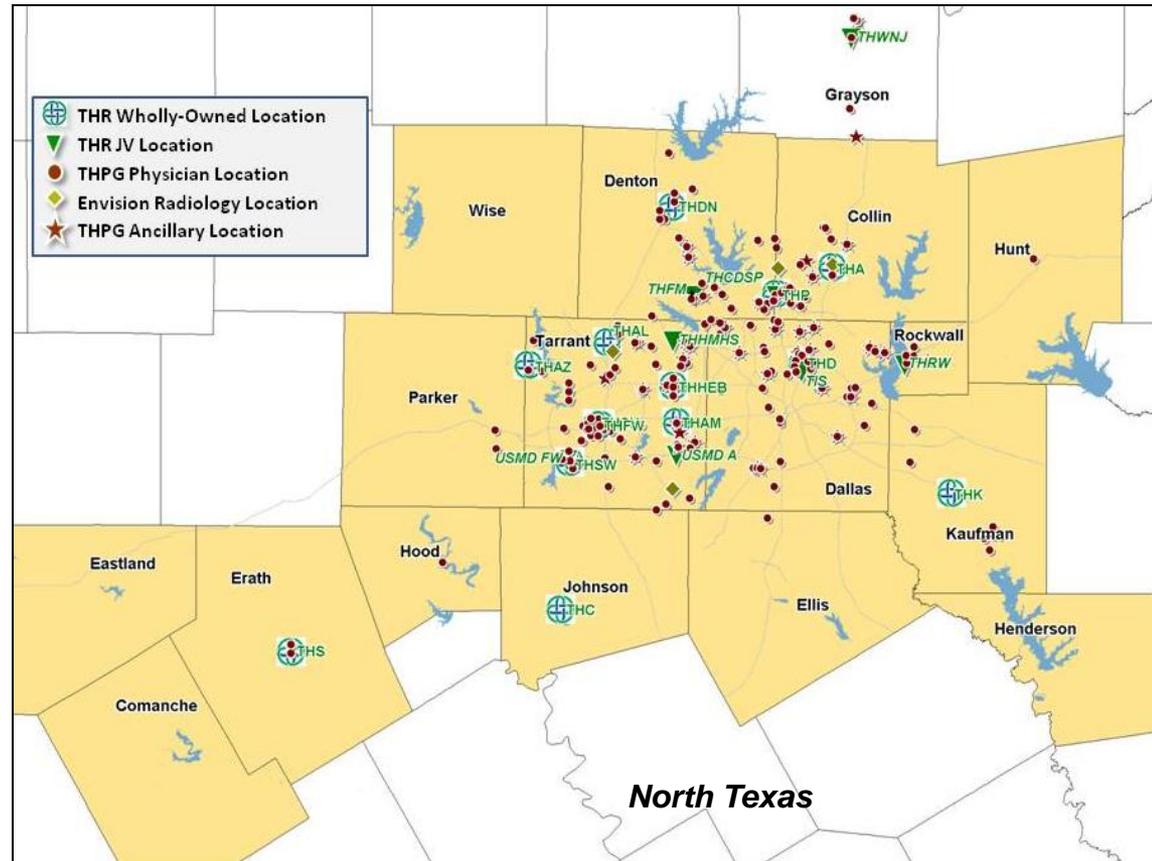
Jonathan Scholl, Executive Vice President and Chief Strategy Officer

7/31/12



Texas Health Resources – Who we are

- **Our Mission:** *“To improve the health of the people in the communities we serve”*
- **One of the largest faith-based, nonprofit health systems in the United States.**
- **Includes the Texas Health Presbyterian, Texas Health Arlington Memorial and Texas Health Harris Methodist hospitals of North Texas, a large physician group (THPG), outpatient facilities, and home health, preventive and fitness services.**
 - **More than 5,500 physicians with active staff privileges ***
 - **\$3.75 billion in total operating revenue****
 - **\$4.6 billion in total assets***



* Fiscal year 2011

** Physicians on the medical staff practice independently and are not employees or agents of the hospital or Texas Health Resources.

Health is more than just the absence of illness

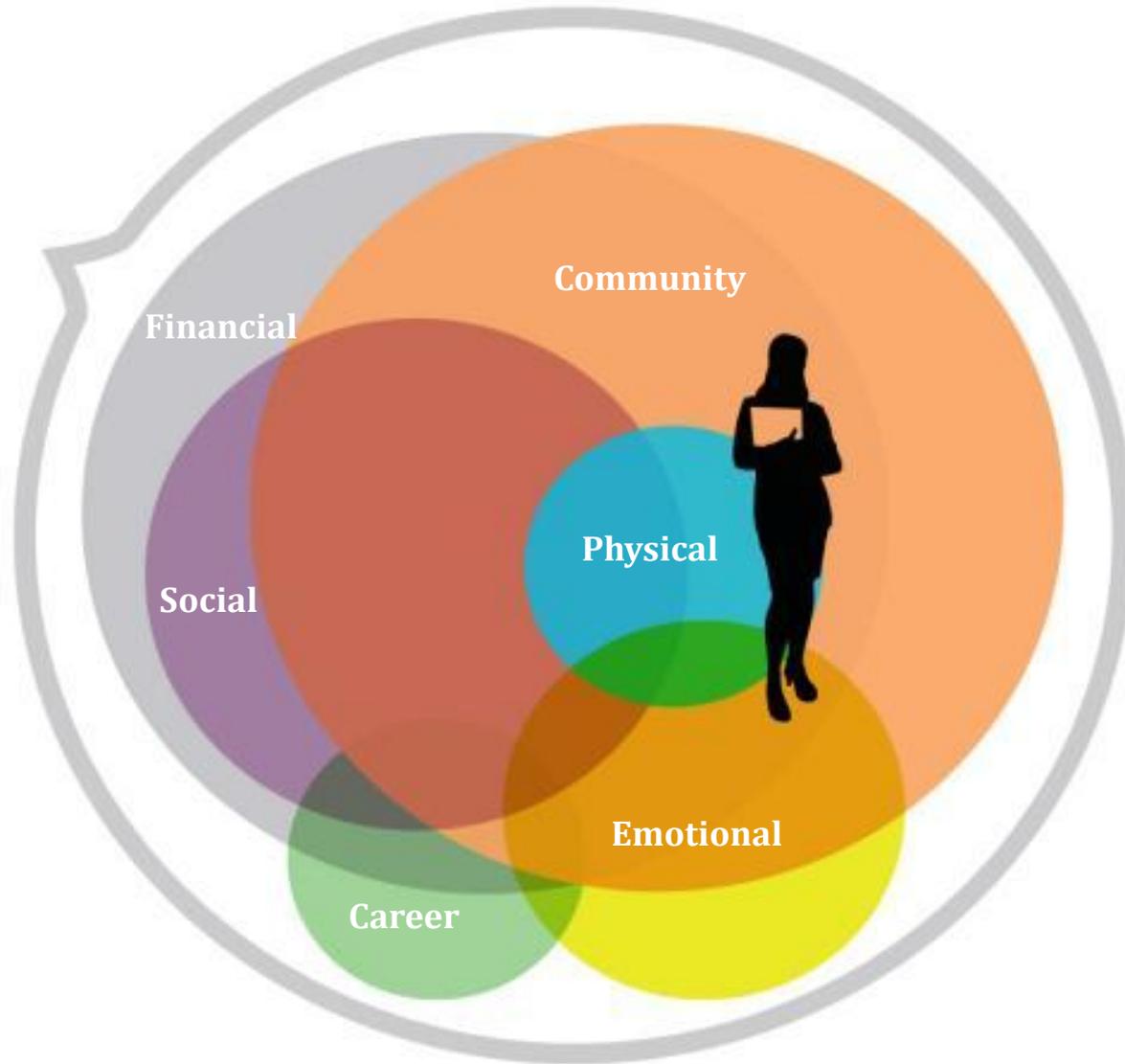


***“Health is a state of complete
physical, mental and social
well-being
and not merely the
absence of disease or infirmity.”***

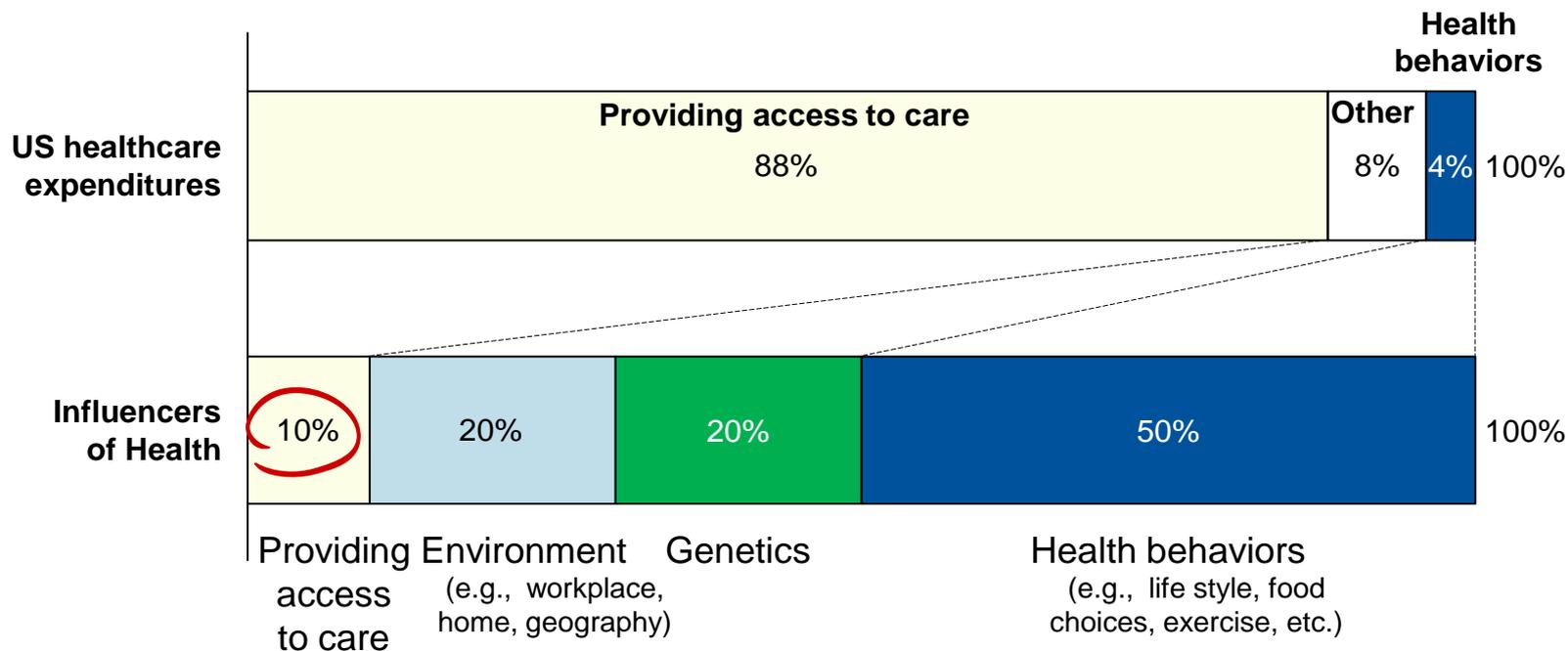


Preamble to the Constitution of the World Health Organization as adopted by the International Health Conference, New York, 19-22 June, 1946; signed on 22 July 1946 by the representatives of 61 States (Official Records of the World Health Organization, no. 2, p. 100) and entered into force on 7 April 1948.

A person's well-being is what is 'good for' them; the notion of how well a person's life is going for that person



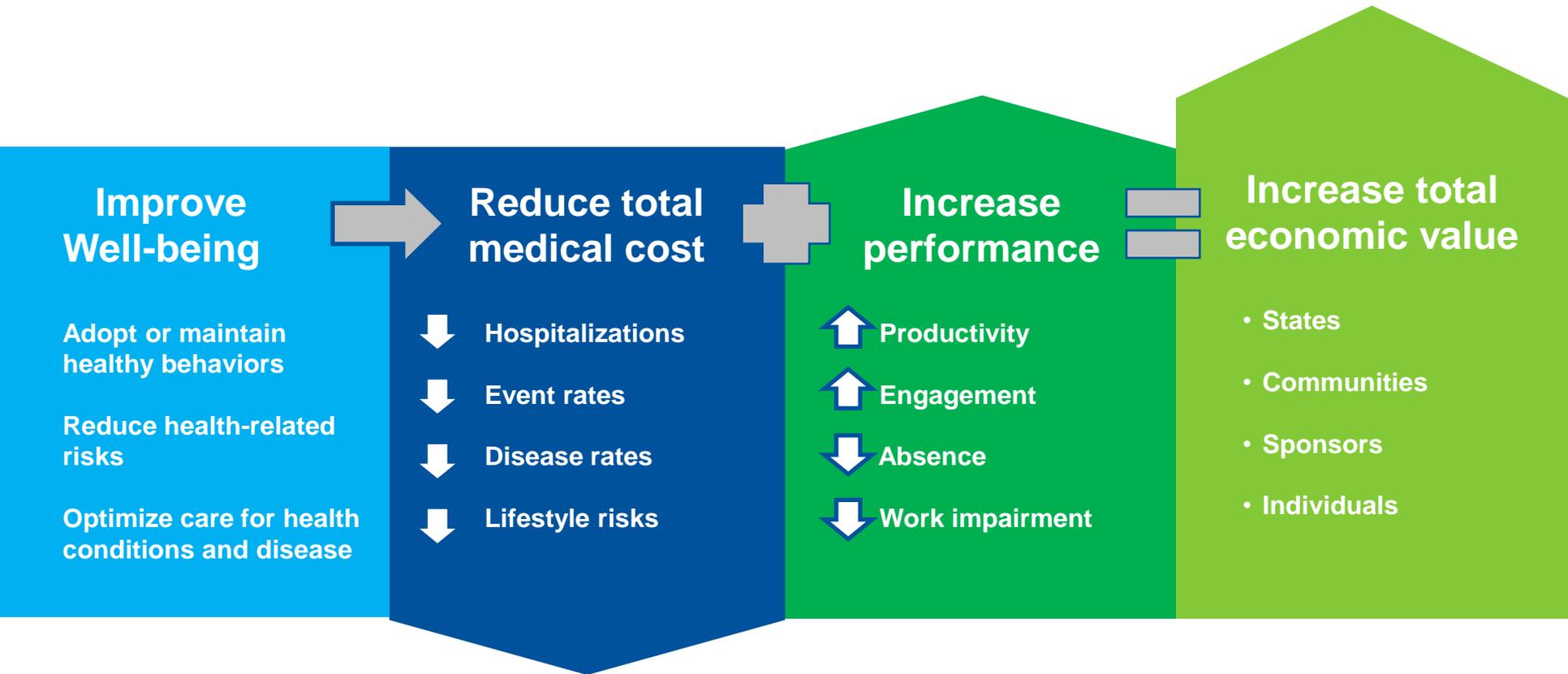
Unfortunately, providing access to care only impacts ~10% of those factors that influence overall health



Source: Centers for Diseases Control and Prevention, University of California at San Francisco, Institute for the Future

Healthcare providers are best positioned to address health behaviors, but our historical spend has been primarily focused on access

Value proposition: Individuals with higher well-being cost less and perform better



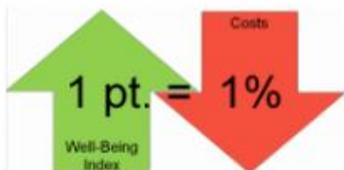
Economic drivers

- Prevent or delay next new case of disease or condition
- Prevent or reduce impact of the next new episode of care
- Enhance one's ability to actively manage their well-being

Well-being can be measured through the research and science behind the Well-Being Index™



Gallup · Healthways
Well-Being Index™

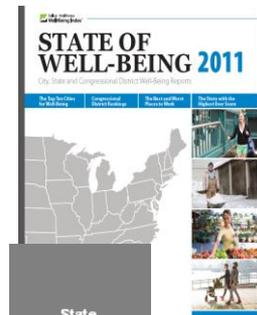


Lower Costs

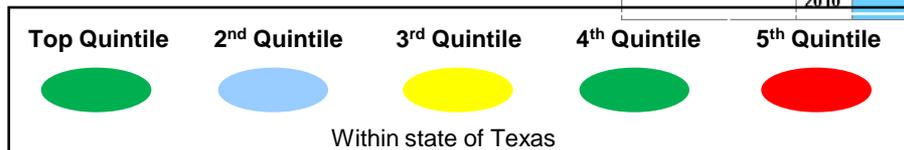
Lower Utilization



- More than 1,000 new interviews with U.S. adults each day



		Austin, Round Rock	San Antonio	Dallas, Fort Worth, Arlington	Houston, Sugar Land, Baytown	Corpus Christi	Lubbock	State
Population		1,716,289	2,142,508	6,371,773	5,946,800	428,185	284,890	
Overall Rank	2011	36	55	64	68	78	137	27
	2010	11	60	56	84	161	N/A	27
Life Evaluation	2011	33	13	34	40	36	29	14
	2010	8	15	40	33	21	N/A	9
Emotional Health	2011	101	99	86	43	97	172	24
	2010	19	84	88	83	168	N/A	19
Physical Health	2011	19	100	37	28	120	80	24
	2010	13	95	55	42	71	N/A	18
Healthy Behavior	2011	103	121	137	125	159	188	37
	2010	46	100	142	152	175	N/A	32
Work Environment	2011	41	79	71	62	30	146	19
	2010	48	96	44	59	183	N/A	20
Basic Access	2011	73	111	114	160	142	110	45
	2010	76	138	115	163	179	N/A	44

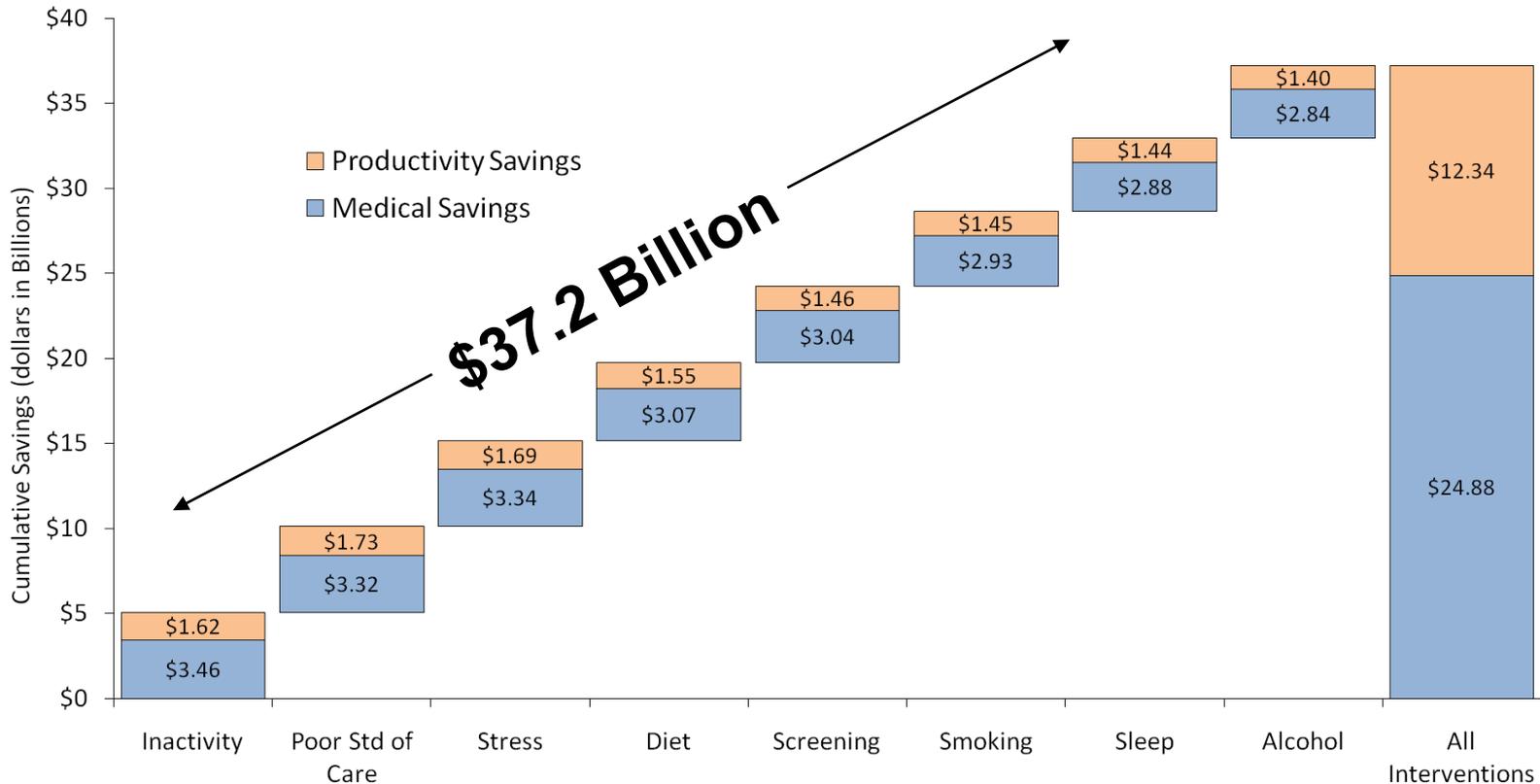




Improving well-being has economic benefits

Five-year, cumulative cost savings through interventions in modifiable behaviors

- Each intervention contributes to incremental savings
- By introducing comprehensive wellness programs that address all eight behaviors:
 - Medical costs reduced by **13.40%**
 - Productivity costs reduced by **8.06%**
 - Total costs reduced by **10.99%**



Changing behaviors can begin with physician/clinician-led interventions



Meet Janet



Today

“Managing cases”

A physician’s schedule has 25, 10 minute appointments with no system to manage the entire panel...

- Physician has limited time to see patient
- One major complaint is addressed, i.e. low back pain
- Brief examination reveals the need for a couple of prescriptions, i.e., muscle relaxant and pain relief
- Not enough time to discuss issues of weight, stress, or other concerns
- Janet leaves with issues not addressed; physician/clinician feels rushed

Future

“Managing causes”

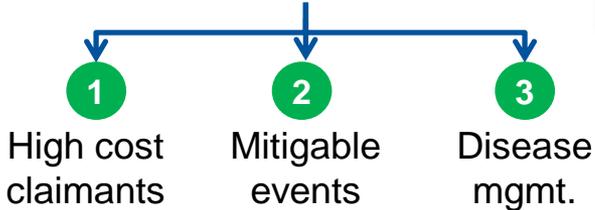
With evidenced-based care plans and a system to support...

- The physician reviews appointment schedule to identify areas that need special attention
- Janet receives counseling and loses 8 lbs. through a weight loss coaching program.
- Physician reminds Janet that it was really good she was able to reduce her level of stress and get into an exercise program.
- Behavior change becomes the new focus of the office visit. Janet feels her physician really cares about her overall health and not just her back pain. The physician feels he is really making a difference, not only for this patient but for all his patients.

THR and Healthways, partnering with physicians, is making this vision come alive in N. Texas



Assess the population



- Keep well people well
- Treat chronic disease
- Take care of problems



Define the most important **actions** and **interventions**



Provide clinicians with **tools/ resources** to better understand patient population and workflow



Clinician creates **customized care plan** with interventional support



Truly improving the health of a population will require engagement of multiple stakeholders



Customer: “Any person or institution that takes risk for healthcare outcomes”



One need in common across all: Mitigating healthcare risk by improving health and well-being



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