

**2015 ANCC National Magnet Conference®**  
**Section C710, 11:30 am**  
**October 7, 2015**

**Understanding Nurses' Roles in Accountable Care Organizations**

Trish O'Keefe, PhD, MSN, RN, NE-BC  
President  
Morristown Medical Center  
Morristown, NJ

---

---

---

---


---

---

---

---

**Atlantic Health System**



---

---

---

---


---

---

---

---

**Morristown Medical Center**  
**Morristown, NJ**



*6,612 employees: 1800 nurses  
1,588 physicians  
198 medical residents  
687 licensed beds  
40,828 admissions  
4,317 births  
86,385 emergency visits  
419,118 outpatient visits*

---

---

---

---

---

---

---

---




---

---

---

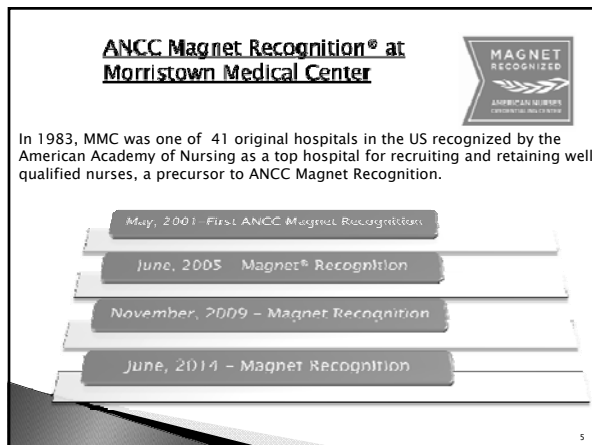
---

---

---

---

---




---

---

---

---

---

---

---

---




---

---

---

---

---

---

---

---

## Today's Objectives

- Overview of Healthcare Reform
- Understand the importance of "Accountable Care Organization (ACO)" as key to the changing healthcare environment at the national level.
- Share Atlantic/Valley's ACO Journey
- Explore Creating and Evolving Nursing Roles
- Highlight Outcomes related to readmission and community programs

7

---

---

---

---

---

---

---

---

## Why the change in healthcare?

- Increased aging population
- Cost of healthcare
- Readmission rates impacting reimbursement
- Fragmented healthcare

8

---

---

---

---

---

---

---

---

## Defining an ACO

The Center for Medicare & Medicaid defines ACO's as a group of physicians, hospitals & other healthcare providers, who come together voluntarily to give coordinated high quality care to their patients on Medicare.

(www.CMS.gov 6/29/15)

9

---

---

---

---

---

---

---

---

## What is an Accountable Care Organization?

- ▶ The goal is to provide coordinated care ensuring that Medicare beneficiaries (ie. Patients), especially those with chronic illness, get the right care at the right time, while avoiding unnecessary duplication of services and preventing maintaining safety.
- ▶ An ACO is successful when it delivers high-quality care in a cost effective manner. This results in more efficient spending of health care dollars.
- ▶ The ACO will **share in the savings** it achieves for the Medicare program with its members accordingly.

10

Waste Waste Waste Waste Waste Waste Waste Waste Waste Waste  
Waste Waste Waste Waste Waste Waste Waste Waste Waste Waste  
Waste Waste Waste Waste Waste Waste Waste Waste Waste Waste  
Waste Unnecessary Procedures Unnecessary Procedures Unnecessary  
Procedures **\$540 Billion** Unnecessary Procedures Unnecessary  
Procedures Unnecessary Procedures Unnecessary Procedures, Unnecessary  
Procedures Unnecessary Procedures Procedures Unnecessary Procedures  
Duplication Duplication Duplication Duplication Duplication Duplication  
Duplication Duplication Duplication Duplication Duplication Duplication  
Duplication Duplication Duplication Duplication Errors Errors Errors Errors Errors  
Errors Errors Errors Errors Errors Errors Errors Errors Errors Errors  
Errors Errors Errors Errors Errors Errors Errors Errors Errors Errors  
Errors Errors Errors Errors Errors Errors Errors Errors Errors Errors  
Errors Errors Errors Errors Errors Errors Errors Errors Errors Errors

JAMA, April 11, 2012

11

### Why are ACO's being established?

In response to the passage of The Patient Protection and Affordable Care Act (PPACA) of March, 2010, Accountable Care Organizations were formed to help fulfill the goals of this legislation in communities.

### Focus of the ACO

- Improving healthcare outcomes for individuals & the population served
- Improving the delivery of health care services
- Reducing health care expenditures.

12

### Accountable Care Organization Terminology

- ACO Member
  - Physician/Provider
- ACO Beneficiary
  - Patient(s)
- Attribution
- Affordable Care Act (ACA)
- CMS
  - Centers for Medicare and Medicaid Services
- Medicare Shared Savings Program
- Triple Aim
- 33 Outcome Measures

13

---

---

---

---

---

---

---

---

### How do ACO's Function?

- Focused on increasing *cooperation* and *coordination* among providers.
- Performance improvement programs and educating the consumer on how to improve their individual health.
- Physicians, nurses and other health care professionals & organizations who will work together to provide high-quality cost-effective service and care *at the right time in the right setting*.
- Held accountable by CMS (Medicare) and other payors by reporting on and being rewarded for improvements in quality outcomes and cost reductions.

14

---

---

---

---

---

---

---

---

### Three Types of ACO Programs

- Medicare Shared Savings Program—a program that helps a Medicare fee-for-service program providers become an ACO.
  - January 1, 2012
- Advance Payment ACO Model—a supplementary incentive program for selected participants in the Shared Savings Program.
  - 35 Rural and physician-based
- Pioneer ACO Model—a program designed for early adopters of coordinated care. No longer accepting applications.
  - May 4, 2015 evaluation report for first two years
  - 19 locations in USA

15

---

---

---

---

---

---

---

---

## Shared Savings Program

- To improve beneficiary outcomes and increase value of care by providing:
  - Better care for individuals;
  - Better health for populations; and
  - Lowering growth in expenditures
  - The Shared Savings Program will reward ACOs that lower their growth in health care costs while meeting performance standards on quality of care and putting patients first.

<http://www.cms.gov/Medicare/Medicare-Fee-for-Service-Payment/shared-savingsprogram/index.html?redirect=/sharedsavingsprogram/>

16

---

---

---

---

---

---

---

---

## Shared Savings Program

- 404 programs in USA
- 7.3 million people served
- 49 States, plus Washington DC and Puerto Rico

17

---

---

---

---

---

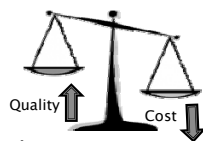
---

---

---

## ACO Expected Outcomes

- Improved access for care
- Enhanced care delivery
- Improved individual care
- Health education and promotion
- Better population health
- Reduce cost
- Physician alignment
- Payment reform implementation



18

---

---

---

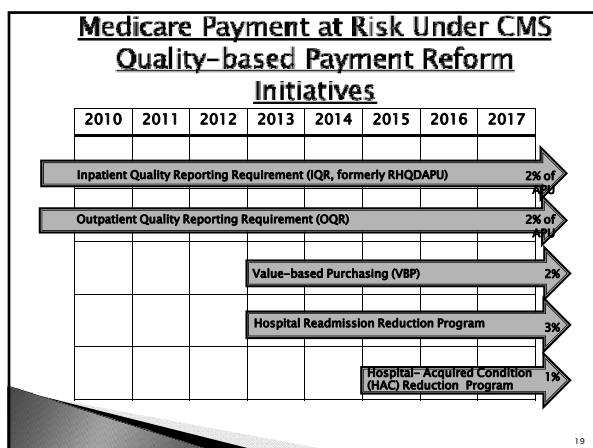
---

---

---

---

---



---

---

---

---

---

---

### Changes ...

- ▶ Moved from Fee for Service model to Value Based Purchasing model
- ▶ Provider reimbursement directly related to the quality of care and outcomes
  - Up to 30% Medicare payments for quality by 2016
- ▶ Increased utilization of health information exchange
- ▶ Plans to combine incentives with tools to increase quality

---

---

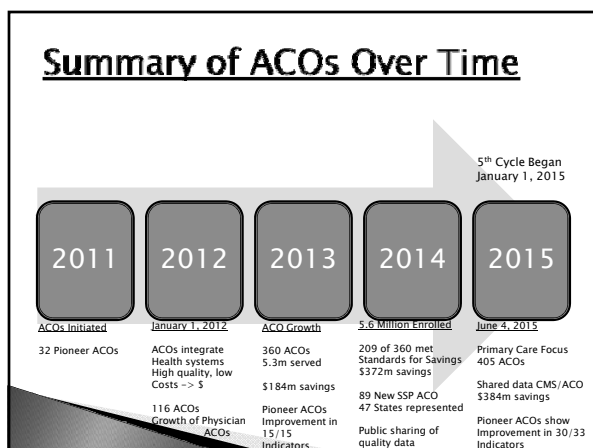
---

---

---

---

### Summary of ACOs Over Time



---


---

---


---

---

---



## Atlantic Health / Valley's ACO Journey



22

---

---

---

---

---


---

---

---

### Atlantic ACO

Morristown, Overlook, Chilton, Newton and Valley



23

---

---

---

---

---

---

---

---

### U.S. News & World Report

How U.S. News & World Report ranked Morristown Medical Center

**NATIONALLY**

- \* Cardiology & Heart Surgery
- \* Geriatrics
- \* Orthopedics
- \* Pulmonology

**Regional high-performing adult specialties recognized:**

- \* Gastroenterology & GI Surgery
- \* Gynecology
- \* Nephrology
- \* Neurology & Neurosurgery
- \* Urology



24

---

---

---

---

---

---

---

---



## Our Atlantic ACO Today

- › **5 Key Hospitals**
  - › Morristown Medical Center, Newton Medical Center,
  - › Overlook Medical Center, Chilton Medical Center and The Valley Hospital
- › Serving four regions of northern New Jersey
- › Primarily in Bergen, Morris, Passaic, Sussex, Union/Somerset counties
  - › 1,800+ Physicians
  - › 53,000 Medicare Beneficiaries
  - › \$600M+/yr. Cost of Care

25

---

---

---

---

---

---

---

---

## Atlantic ACO Service Area



26

---

---

---

---

---

---

---

---

**It's all about the Data!**

Wise person, 2013

27

---

---

---

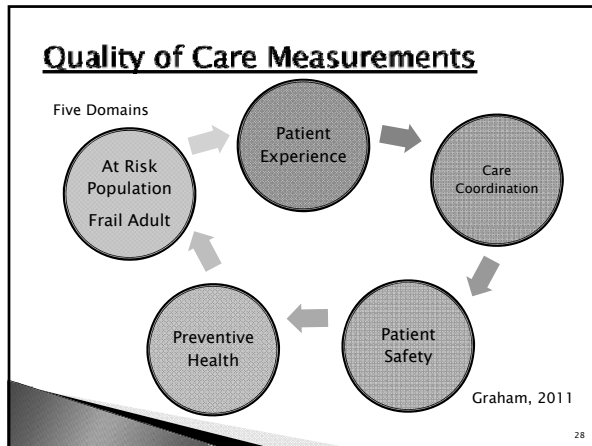
---

---

---

---

---




---

---

---

---

---

---

---

---

- ### Quality of Care Measurements
- #### 5 Domains
- Patient Experience
  - Care Coordination
  - Patient Safety
  - Prevention Health
  - At Risk Populations / Frail Adult
- (Graham, 2011)
- 29

---

---

---

---

---

---

---

---

### Quality Indicators

Preventive Health-Adult	
1	Flu Shot
2	Pneumococcal Vaccine
3	Weight Screening and Follow Up
4	Tobacco Use Assessment and Intervention
5	Depression Screening
6	Colorectal Cancer Screening
7	Mammography Screening
8	Blood Pressure within 2 years

Preventive Health

30

---

---

---

---

---

---

---

---

## Quality Indicators



At Risk Populations	
	Diabetes
9	HCAH: < 8
10	LDL < 100
11	Blood Pressure < 140/90
12	Tobacco/Non-Use
13	Aspirin Use
14	HCAH: > 9
	HTN
15	Blood Pressure Control
	Ischemic Vascular Disease
16	LDL < 100
17	ASA or Another Antithrombotic
	Heart Failure
18	B-Blocker for Systolic Dysfunction
	Coronary Artery Disease
19	Drug Therapy for LDL Lowering
20	ACEI/ARB

31

---

---

---

---

---

---

---

---

## Quality Indicators

Care Coordination / Patient Safety	
21	All Condition Readmissions
22	COPD Admissions
23	CHF Admissions
24	PCPs who Qualify for EMR Incentive
25	Med Reconcile after Inpatient Discharge
26	Fall Screening Done



32

---

---

---

---

---

---

---

---

## Quality Indicators



CAHPS: Patient/Caregiver Experience	
	Timely Care: Appointments and Information
27	Doctor Communication
28	Doctor Communication
29	Patient's Rating of Doctor
30	Access to Specialists
31	Health Promotion and Education
32	Shared Decision Making
33	Health Status/Functional Status

33

---

---

---

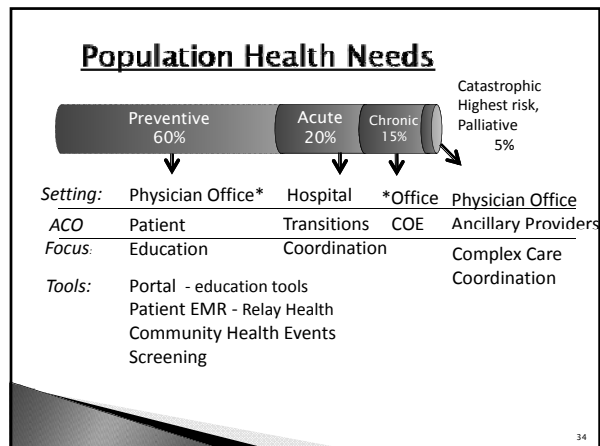
---

---

---

---

---




---

---

---

---

---

---

---

---

---

---

### ACO Centers of Excellence:

Coordinated care and resources provided by expert clinicians and physicians who adhere to national standards in order to optimize health outcomes for the at-risk population.

*Quality indicators are tracked and maintained*

Cardiac/Heart Failure	Behavioral Health
Cardiac Valves	Oncology
Pulmonary	Musculoskeletal
Geriatrics	Diabetes

35

---

---

---

---

---

---

---

---

---

---

### ACO Website ([www.atlanticaco.org](http://www.atlanticaco.org))

36

---

---

---

---

---

---

---

---

---

---

### **The Atlantic ACO Plan**

- › Deliver improved individual care
- › Enhance population health
- › Reduce the growth of healthcare expenditures

*By:*

- › Competently Delivering & Coordinating Care
- › Increasing Provider Engagement
- › Implementing Performance Improvement Measures
- › Effecting Clinical, Business & Consumer Change
- › An Agent of Change

37

---

---

---

---

---

---

---

---

### **Nursing Leadership Role: Creating and Evolving Roles for Nurses**



38

---

---

---

---

---

---

---

---

### **ACO's Impact on Nursing**

- › Largest group of providers in the US
- › Impacts more populations of patients than any other health care discipline
- › Awareness of promoting safer transitions across all settings & levels of care
- › Collaborates & communicates with team members across the continuum
- › Enables interdisciplinary teams to provide high quality, evidenced-based care, by including nurses in all practice settings

39

---

---

---

---

---

---

---

---

### **Nursing Leadership needs to ...**

- Develop leadership and team effectiveness
- Build Care Coordination Skills
- Focus on Populations Based Health
- Strengthen Transitional Care Expertise
- Create Patient Navigators
- Utilize Performance Analytics /Tools

40

---

---

---

---

---

---

---

---

### **Evolving Role Opportunities for RN's**

- Patient Advocate
- Collaboration with interdisciplinary team
- Facilitate specific discharge plans and changes in level of service
- Performing comprehensive admission assessment
- Communicating findings to Care Managers so timely discharge plan can be developed
- Care Coordinators
  - Outpatient practices
  - Ensuring highest quality of care provided and CMS Metrics are tracked.

41

---

---

---

---

---

---

---

---

### **National Readmission Rates**

- 150,000 fewer admissions annually since 2012
- 30-day readmission rate decreased
  - <19% to < 18%

Blumenthal, M.P.P., Abrams, M., & Nuzum, R. (2015). The Affordable Care Act at 5 Years. New England Journal of Medicine. 372(25), 2451-2458.

42

---

---

---

---

---

---

---

---

### CMS- Transitional Care

- Eric Coleman's Community Care Transitions Program
- Project Boost
- Project Red
- Mary Naylor's Transitional Care Model

43

---

---

---

---

---

---

---

---

### Care Transitions Program

- Care Transitions Coach
- 4 Pillars
  - Medication Self Management
  - Patient Centered Health Record
  - Follow up visits with PCP / Specialists
  - Red Flags

44

---

---

---

---

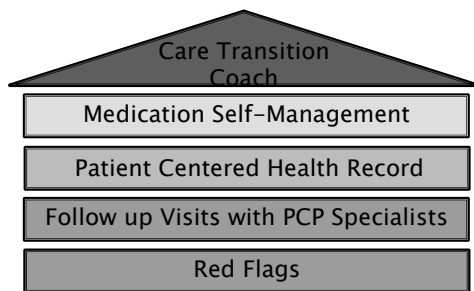
---

---

---

---

### Care Transition Program



45

---

---

---

---

---

---

---

---

## **Project BOOST**

**(Better Outcomes by Optimizing Safe Transitions)**

- › Society of critical care medicine
- › Developed through \$1.4M grant from John A. Hartford
- › Based on New England Journal of Medicine, 1 in 5 Medicare beneficiaries were readmitted within 30 days

### **Tools**

- › Risk Stratification
- › Risk Intervention Plan
- › Universal Discharge Checklist
- › General Assessment of Preparedness

Berenson, R.A., Paulus, R.A., & Kalman, N.S. (2012). Medicare's Readmissions-Reduction Program - A Positive Alternative. NEJM, 366(15),1364-1177.

46

---

---

---

---

---

---

---

---

## **Project RED**

**(Re-Engineered Discharge)**

- › Research group at Boston Medical Center
  - Supported by AHRQ
- › Develop & tests strategies to improve the hospital discharge process

### **Tools**

- › After hospital care plan
- › Cultural competency to diverse populations
- › Post discharge follow-up telephone calls

47

---

---

---

---

---

---

---

---

## **What is Transitional Care Nursing?**

- › Dr. Mary Naylor's Transitional Care Model
  - Transition Coach Visits patient in hospital prior to discharge
  - Performs home visit 24-72 hours post discharge
  - Three phone calls over the next month to review:
    - Progress towards goals
    - Encourage follow up appointments
    - Reinforce importance of when to call the provider

48

---

---

---

---

---

---

---

---



### **Transitional Care Model**

- **Pros:**
- Patient Centered Care is provided by the same APN across multiple settings.
- Patient satisfaction is enhanced.
- Quality of Care & Care Coordination are enhanced.
- Positive relationships are established.
- **Cons:**
- Expensive since APN's are the TCN's

49

---

---

---

---

---

---

---

---

### **Beneficiary Role**

- Active, engaged healthcare consumers
- Maintain active role in their healthcare
- Engage in patient education specific to their needs
- Maintain an accurate Personal Health Record
- Seek knowledge and skills necessary in order to maintain health and manage chronic illness
- Know where to go to obtain the right care, at the right time from the right providers/facilities in order to maintain highest level of functioning

50

---

---

---

---

---

---

---

---

### **Proof in Practice**

- Lower Re-Admission Rates
- Heart Success iPad use
- Telehealth
- Pulmonary Navigator

51

---

---

---

---

---

---

---

---

### Successful Outcomes

- Pulmonary Center of Excellence
  - Multidisciplinary approach
  - Nurse Navigator coordinates care
  - Works with MDs and APN
  - Includes three medical centers, 400 patients/year
  - Customized iPad program to report symptoms
  - 10% reduction in length of stay for COPD
  - 10.5% related admission rate

52

---

---

---

---

---

---

---

---

### Nursing Home Collaboration

CareOne at Madison Avenue



- Convenient location
- APN and Respiratory Therapist at MMC
- Discharge from MMC
- Follow-up by APN and Respiratory Therapist
- Aim to keep readmission rate low

53

---

---

---

---

---

---

---

---

### Successful Transition Outcomes

- Matheny School for Developmentally Disabled Children Transition Nurse collaboration with MMC
  - Transition nurse from Matheny accompanies child upon admission
  - Complex medical needs explained, i.e. Cerebral Palsy
  - Provides staff with education specific to the child's needs (e.g. orthopedic assist devices, feeding equipment)
  - Readmission rate lowered from 8.6% to 3.1%

54

---

---

---

---

---

---

---

---

## Lessons Learned

- › Be clear on Key Quality Indicators
- › Value Data
- › Monitor Outcomes
- › Facilitate the professional growth and outreach of nurses
- › Keep your eye on moving targets
- › Communicate
- › Leverage technology (EHR)



55

---

---

---

---

---

---

---

---

## Going Forward .....

- › Nursing will continue to play a key role to meet the changing needs of population health & disease management.
- › Incorporate Nursing Informatics and use of Health Information Exchanges for data sharing health trends.
- › As new roles and responsibilities continue to emerge, nurses will need to prepare our future nurses to meet the healthcare needs

56

---

---

---

---

---

---

---

---

## Success

- › Measuring efficiency and efficiently
  - Identify actionable trends
  - Analytic tools should align data
- › Monitoring in real time
  - Improve both quality and patient satisfaction
- › Communicating with patients, families, professionals
  - One centralized EMR system is ideal

57

---

---

---

---

---

---

---

---

### **Care Transitions Program**

"Care transitions is a team sport,  
and yet all too often we don't know  
who our teammates are, or how  
they can help."

~ Eric A. Coleman, MD, MPH~

58

---

---

---

---

---

---

---

---

### **Useful Links...**

Atlantic ACO [www.atlanticaco.org](http://www.atlanticaco.org)

Centers for Medicare and Medicaid Services  
[www.cms.gov/aco](http://www.cms.gov/aco)

National Transitions of Care Coalition at [www.ntocc.org](http://www.ntocc.org)

Project Boost  
[www.hospitalmedicine.org/resourceroomredesign/RR\\_CareTransitions/CT\\_Home.cfm](http://www.hospitalmedicine.org/resourceroomredesign/RR_CareTransitions/CT_Home.cfm)

Project Re-engineered Discharge  
[www.bu.edu/fammed/projectred/index.html](http://www.bu.edu/fammed/projectred/index.html)

59

---

---

---

---

---

---

---

---

### **Presenter Information**

Trish O'Keefe, PhD, MSN, RN, NE-BC  
President  
Morristown Medical Center  
Morristown, NJ, 07936 USA

Trish.O'Keefe@atlanticealth.org  
973 971 5749

60

---

---

---

---

---

---

---

---