

# FTC Workshop on Clinical Integration in Health Care

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Washington, D.C.  
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# Intro to Partners Community HealthCare, Inc.

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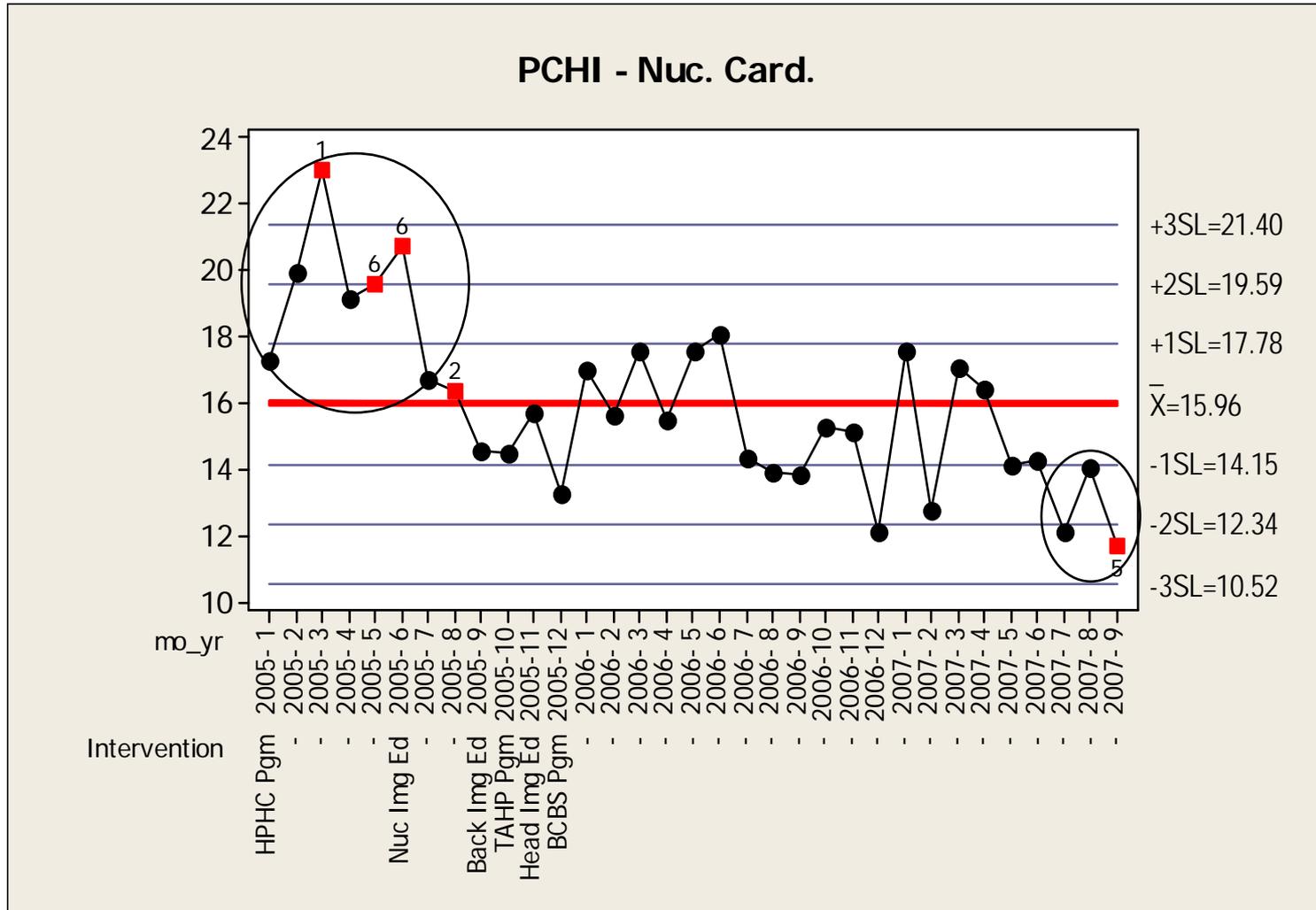
- Partners Community HealthCare, Inc.
- The physician organization of Partners HealthCare, founded by the Massachusetts General and Brigham and Women's Hospitals
- Founded in 1994.
- Approximately 5,500 Physicians in 900 practices.

## Working together for better, safer, more cost-effective care

We will achieve our vision by:

- Taking a leadership role in creating new approaches to delivering, measuring and financing health care in the future
- Fostering an efficient and satisfying practice environment that allows clinicians to focus their energy and attention on high quality patient care
- Using technology to support clinical decisions and foster communication and collaboration among clinicians
- Working with employers and payers to develop payment mechanisms that recognize and reward the quality, efficiency and personalized service delivered by PCHI clinicians

# PCHI's Nuclear Cardiology Use Declining



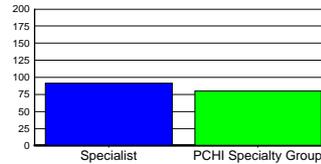
# Using Data to Track Performance

**Specialist:** [REDACTED] M.D. **Gastroenterology** **Current Period:** YTD2004\_Q1  
**Specialist DEA No.:** [REDACTED] **Specialist Pharmacy Utilization Overview**  
**(Year to Date thru Q1)**

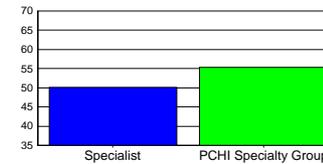
### Statistics For Current Period

	Specialis	PCHI Specialty Group
Patients With	104	3,096
Number of	351	8,797
Total Cost	\$31,945	\$704,970
Generic Utilization Rate (%)	50.1	55.3
Avg. Cost Per Script (\$)	\$91.01	\$80.14

### Avg. Cost Per Script (\$)



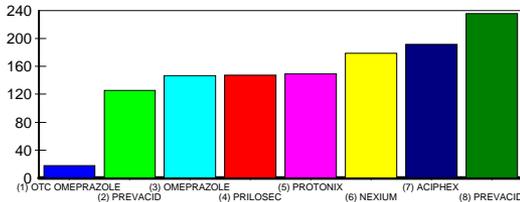
### Generic Utilization Rate (%)



### PPI Agent Utilization

Drug	Number of Scripts (S)	Share of Scripts (%)	Avg Cost Per Script (Doc)	Cost (Doc)	Share of Scripts (Spec. Grp.) Group	Avg Cost Per Script (Spec Grp)
OMEPRAZOLE	30	56%	\$113.21	\$3,396	28%	\$146.26
ACIPHEX	11	20%	\$146.93	\$1,616	9%	\$191.69
NEXIUM	11	20%	\$135.59	\$1,491	28%	\$178.53
PROTONIX	2	4%	\$201.92	\$404	33%	\$148.95
PREVACID	0	0%		\$0	0%	\$125.39
PREVACID	0	0%		\$0	1%	\$235.67
PRILOSEC	0	0%		\$0	1%	\$147.22

### Avg. Cost for PPI Agents Prescribed by Gastroenterologists



### Top 5 Drugs (by Total Cost)

Drug	Class	Cost	Scripts	Avg. Cost Per Script
ASACOL	MISCELLANEOUS GI	\$5,501	23	\$239.18
OMEPRAZOLE	PPI	\$3,396	30	\$113.21
LIPITOR	ANTIHYPERTENSIVES	\$2,472	18	\$137.36
ROWASA	MISCELLANEOUS GI	\$1,967	8	\$245.91
ACIPHEX	PPI	\$1,616	11	\$146.93
OTHER	ALL	\$16,991	261	\$65.10

### Top 5 Drugs (by Total Scripts)

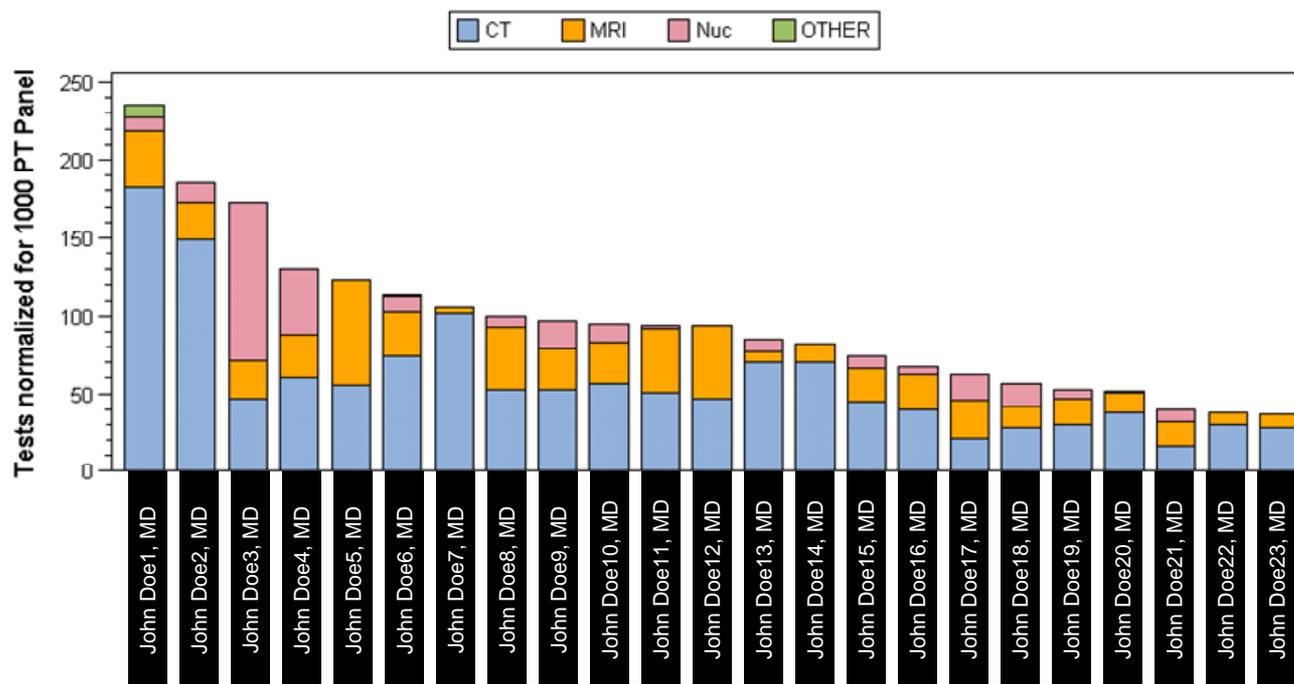
Drug	Class	Scripts	Cost	Avg. Cost Per Script
OMEPRAZOLE	PPI	30	\$3,396	\$113.21
ASACOL	MISCELLANEOUS GI	23	\$5,501	\$239.18
LIPITOR	ANTIHYPERTENSIVES	18	\$2,472	\$137.36
NORVASC	CALCIUM CHANNEL	16	\$819	\$51.17
ACIPHEX	PPI	11	\$1,616	\$146.93
NEXIUM	PPI	11	\$1,491	\$135.59
OTHER	ALL	242	\$16,648	\$68.79

MESSAGE:

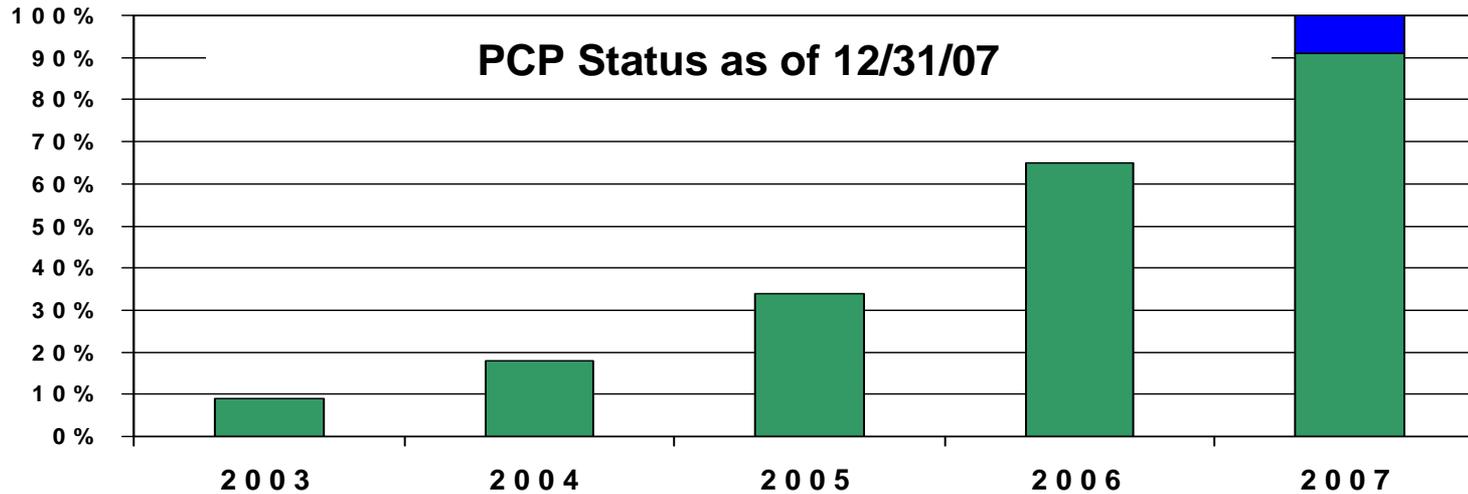
# Making Performance Transparent to Drive Improvement

## Practice Variation Report

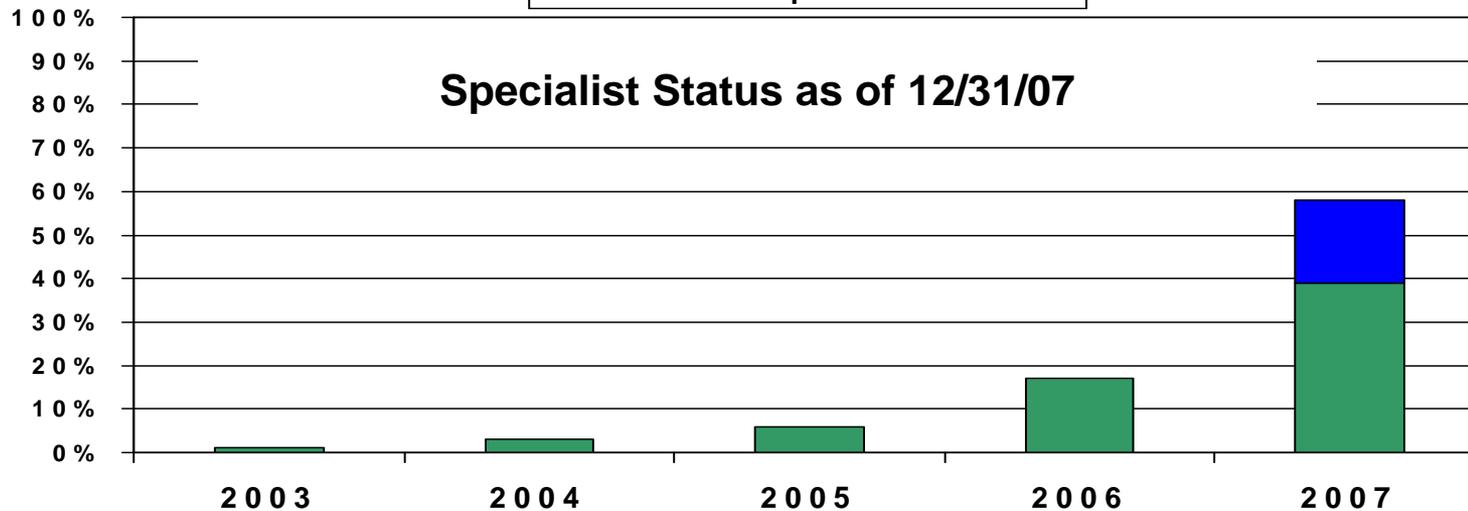
High Cost Radiology PCP Ordering  
October 01 2006 thru September 30 2007  
(normalized for 1000 PT Panel) by Modality



# “Carrots and Sticks” Drive EMR Adoption in the Community



■ Live ■ Implementation



■ Live ■ Implementing