Performance Measurement: What the Marketplace Requires

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The Business Imperative

Employers Are Demanding:

- Better Value
- Adherence to EBM Guidelines
- Effective Consumer Engagement
- Affordability

Over 30% of the incremental value of health care is locked in a single consumer selection decision.
Performance Measurement

SOURCE

REGULATION  EVIDENCE / CONSENSUS  PREFERENCE

STANDARDIZATION  CUSTOMIZATION

SAFE  COMPLIANT CARE  PATIENT CENTERED

IMPACT

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Attributes of Performance Measurement

- Meaningful
- Comprehensive
- Accurate
- National
- Externally Validated
- Paired with Efficiency
- Fair

Correlation between Price of Initial Office Visit and Episode Cost
(All ETG’s)

\[ y = 2.7308x + 73.137 \]

\[ R^2 = 0.0044 \]
Treatment Decision Support Focus

- Preference Sensitive
- Multiple Treatment Options Available
- High Variability
- Prevalence
- Cost
- Reliable Data on Effectiveness, Side Effects, Complications

Ideally Paired with Performance Information