Price Transparency
HJR 20 Subcommittee
January 17, 2018

Steve Loveless, MHA
President SCL Health Montana

SCL Health
St. Vincent Healthcare
St. James Healthcare
Holy Rosary Healthcare
Healthcare
Segmented Care
Approach in Transition
A Closer Look
Continuum of Care

Source: Sg2
What Does The Future Hold?

Expect to Be Held Accountable for the Continuum of Care—Owned or Not

Community-Based Care and Medical Management

Episodes of Care

Source: Sg2
The Care Delivery Value Chain: A Case Study

<table>
<thead>
<tr>
<th>INFORMING AND ENGAGING</th>
<th>MEASURING</th>
<th>ACCESSING</th>
<th>TYPICAL PATH OF PATIENT CARE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Importance of exercise, weight reduction, proper nutrition</td>
<td>Importance of rehab adherence</td>
<td>PCP office, Health club, Physical therapy clinic</td>
<td>MONITORING/PREVENTING</td>
</tr>
<tr>
<td>Prognosis (short- and long-term outcomes)</td>
<td>Importance of rehab</td>
<td>Specialty office, Imaging facility</td>
<td>DIAGNOSING</td>
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<tr>
<td>Drawbacks and benefits of surgery</td>
<td>Longitudinal care plan</td>
<td>Specialty office, Pre-op evaluation center</td>
<td>PREPARING</td>
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<tr>
<td>Setting expectations for recovery</td>
<td>Joint-specific symptoms and function</td>
<td>Operating room, Recovery room, Orthopedic floor at hospital or specialty surgery center</td>
<td>INTERVENING</td>
</tr>
<tr>
<td>Expectations for recovery</td>
<td>Joint-specific symptoms and function</td>
<td>Nursing facility, Rehab facility, Physical therapy clinic, Home</td>
<td>RECOVERING/REHABBING</td>
</tr>
<tr>
<td>Importance of nutrition, weight loss, vaccinations</td>
<td>Inpatient length of stay</td>
<td>Specialty office, Primary care office, Health club</td>
<td>MONITORING/MANAGING</td>
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<tr>
<td>Home preparation</td>
<td>Ability to return to normal activities</td>
<td>Orthopedic surgeon</td>
<td>ORTHOPEDIC SURGEON</td>
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<tr>
<td>Expectations for rehabilitation</td>
<td>Weight gain or loss</td>
<td>SCL Health</td>
<td>ORTHOPEDIC SURGEON</td>
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<tr>
<td>Importance of healthy weight</td>
<td>Missed work</td>
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</tbody>
</table>
## A Closer Look At The Typical Path of Patient Care: Knee Replacement

### Typical Path of Patient Care

<table>
<thead>
<tr>
<th>MONITORING/PREVENTING</th>
<th>DIAGNOSING</th>
<th>PREPARING</th>
<th>INTERVENING</th>
<th>RECOVERING/REHABBING</th>
<th>MONITORING/MANAGING</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Point of Care</strong></td>
<td><strong>Care Delivery</strong></td>
<td><strong>Office</strong></td>
<td><strong>Office</strong></td>
<td><strong>Recovery Room</strong></td>
<td><strong>Office</strong></td>
</tr>
<tr>
<td>PCP Office</td>
<td>Monitor</td>
<td>Specialty</td>
<td>OR</td>
<td>Nursing Facility</td>
<td>Specialty</td>
</tr>
<tr>
<td>Health Club</td>
<td>Prevent</td>
<td>Office</td>
<td>Recovery Room</td>
<td>Rehab Facility</td>
<td>Office</td>
</tr>
<tr>
<td>Physical Therapy Clinic</td>
<td></td>
<td>Imaging</td>
<td>Orthopedic Unit</td>
<td>Physical</td>
<td>PCP Office</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Facility</td>
<td></td>
<td>Therapy Clinic</td>
<td>Health Club</td>
</tr>
</tbody>
</table>

- **PCP Office**: Primary Care Provider Office
- **Health Club**: Health Club Facility
- **Physical Therapy Clinic**: Physical Therapy Clinic
- **OR**: Operating Room
- **Recovery Room**: Recovery Room
- **Nursing Facility**: Nursing Facility
- **Rehab Facility**: Rehabilitation Facility
- **Physical Therapy Clinic**: Physical Therapy Clinic
- **Home**: Home Environment
- **Surgical**: Surgical Procedures
- **Medical**: Medical Management
- **Living**: Living Environment
- **Physical Therapy**: Physical Therapy Management
- **Monitor**: Monitor
- **Manage**: Manage
Considerations to get to price

What is the procedure?
What is the payer source?
What is the plan within the payer source?
Is there co-insurance?
What is the deductible/is it met?
Is the patient in or out of network?
Is the provider employed or independent?
Is the provider in our out of network?
What are the patient comorbidities?
What are the provider preferences for this procedure?
Is what was anticipated in the surgical intervention what occurred?
Is the recovery as anticipated, is there a post acute stay, and a repeat of the questions
Price Alone Is Not The Answer
## Determinants of Health?

<table>
<thead>
<tr>
<th>Percentage</th>
<th>Factors</th>
</tr>
</thead>
<tbody>
<tr>
<td>40%</td>
<td>Tobacco, Diet/Activity Patterns, Alcohol, Sexually Transmitted Disease, Suicide, Violence &amp; Accidents</td>
</tr>
<tr>
<td>30%</td>
<td>Genetics</td>
</tr>
<tr>
<td>20%</td>
<td>Environment/Public Health</td>
</tr>
<tr>
<td>10%</td>
<td>Health Care Delivery</td>
</tr>
</tbody>
</table>

Montana Hospital Association Pricing

Welcome to Montana PricePoint

This Web site allows health care consumers to receive basic, facility-specific information about services and charges.

PricePoint provides information about two categories of services. Please select one of the following:

**Inpatient**

**Outpatient Services**

**Other Hospital Outpatient Services**

Inpatient Services: Services for which the patient is admitted to the hospital.

Outpatient Services: Selected services provided on an outpatient basis, such as outpatient surgery and invasive diagnostic procedures.

Other Hospital Outpatient Services: Selected non-surgical services provided on an outpatient basis, such as radiologic diagnostic procedures.
SCL Health’s Philosophy to Price Transparency

Promoting and supporting price transparency is something SCL Health believes is the right thing to do.

At SCL Health we also believe that clinical quality and safety metrics, patient satisfaction and consumer reviews will benefit our consumers.
SCL Health Transparency Actions

• Began the development of the electronic infrastructure to share pricing by facility in early 2017
• Piloted in one Colorado care site with the most common outpatient procedures
• Added the most common inpatient procedures, physician/provider and ER charges by level to the site; on January 1, 2018 spread to all SCL Health Colorado care sites
SCL Health Transparency Site


- Top 50 inpatient services and procedures performed
- Most common outpatient charges
- Most common physician/provider charges
- ER charges by level of care for patients that do not have insurance
SCL Health Transparency Next Steps

Will now begin to look at Montana with the expectation of adding St. Vincent followed by St. James and Holly Rosary
Summary

Why is this so difficult?

Traditional healthcare structure has led to segmentation

As consumers we lack the expertise

Payer options, coding, billing and pricing processes are complex

Price alone is not the answer

Need to understand the total cost of care

Individual providers don’t have all the information needed
Our Future