

DIRECT PRIMARY CARE Summit



2018

Deliver Exceptional Care. On Your Terms.



AMERICAN ACADEMY OF
FAMILY PHYSICIANS



FAMILY MEDICINE
EDUCATION CONSORTIUM, INC.



American College of
Osteopathic
Family Physicians

Prove It...or Lose it

Joel Bessmer, MD, Strada Healthcare

Submit your questions to: aafp3.cnf.io

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Learning Objectives

- Recognize the market demand for cost and quality data.
- Explain various cost and quality measures that reflect DPC impact, without diverting physician time from patient care.

AES Question

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What Kind of Practice Do You Operate?

(pre-question)

- Still fee for service. Just exploring
- Only Fee For Service, but planning to convert to DPC
- Practicing DPC – Less than 2yrs experience
- Practicing DPC – More than 2yrs experience

Live Content Slide

When playing as a slideshow, this slide will display live content

Poll: What Kind of Practice Do You Operate?

For Those DPC Clinics, What Type of Clinic Do You Operate?

(pre-question)

- FFS/DPC Hybrid
- Pure DPC
- Other?

Live Content Slide

When playing as a slideshow, this slide will display live content

Poll: For Those DPC Clinics, What Type of Clinic Do You Operate?

For DPC Clinics: Do You Work With Employer Groups?

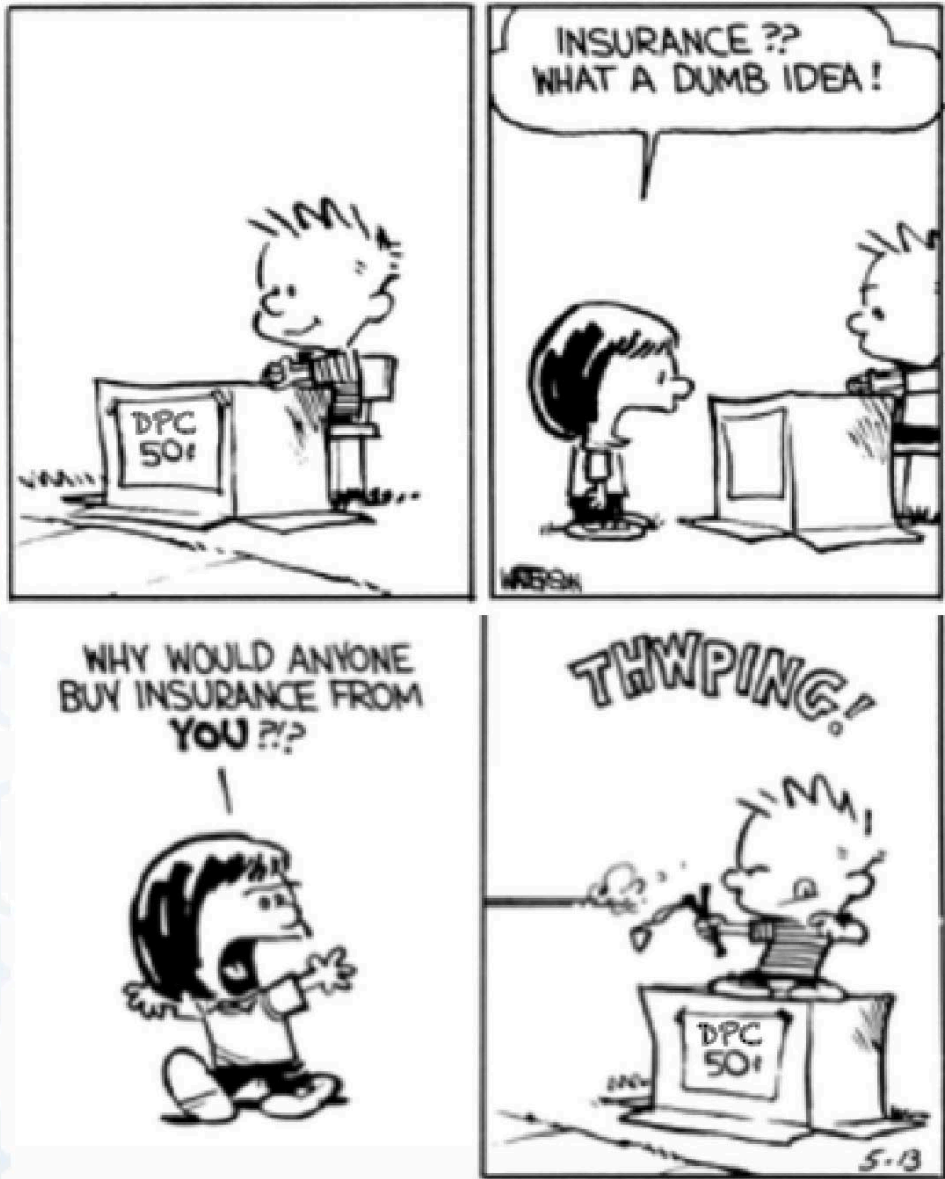
(pre-question)

- Not currently and do not plan to
- Not currently, but would like to
- Yes, work with less than 10
- Yes, work with more than 10

Live Content Slide

When playing as a slideshow, this slide will display live content

Poll: For DPC Clinics: Do You Work With Employer Groups?



Quick Summary of Strada Healthcare

- Founded April, 2016
- Locations in Nebraska & Iowa
- DPC Hybrid Model
- 71% Employer Patients

Why Employer Groups?

Case Studies

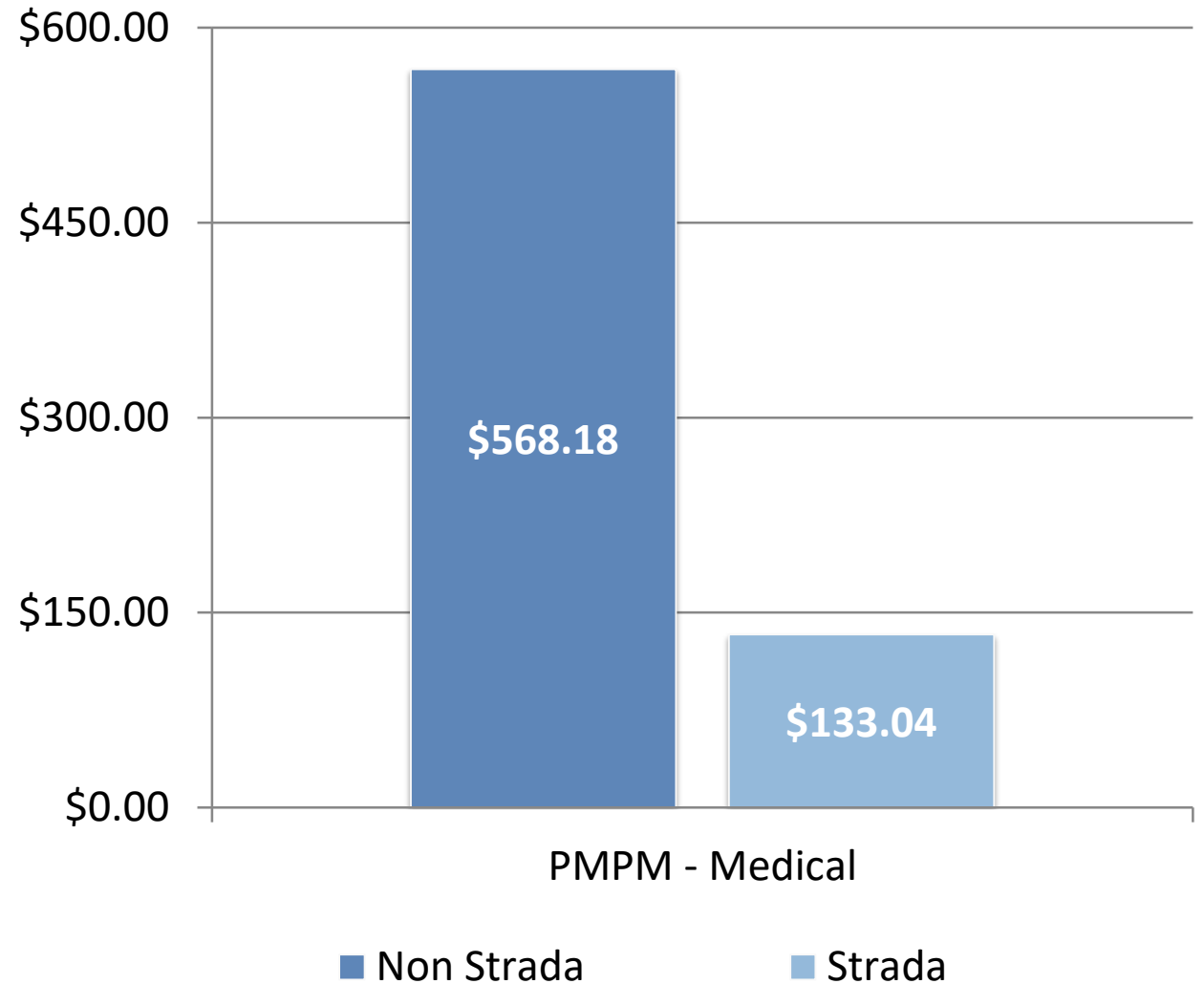
- Large Insurance Company
 - Over 1,000 employees
 - Enrollment/HR process
 - HSA & legal team
- Mid-Sized Plumbing Company
 - 120 employees
 - DPC not integrated with insurance plan
- Mid-Sized Plumbing Company
 - 140 employees
 - Converted company from fully insured to self insured
- Small Vehicle Collision Repair
 - Less than 50 employees
 - Explaining DPC is not insurance

Data is sort of a big deal

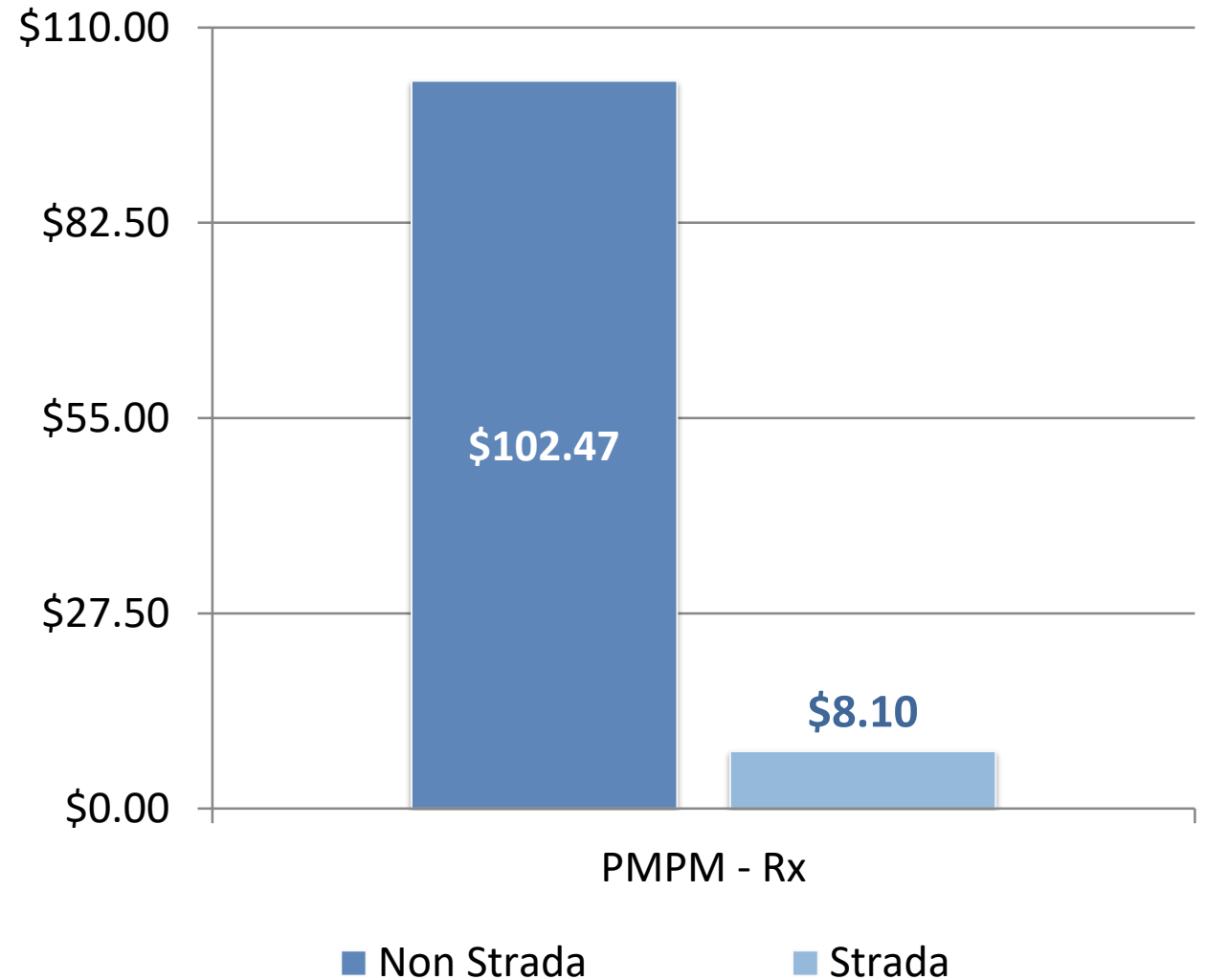
Important Metrics

- Cost PMPM Health
- Cost PMPM RX
- Generic vs Brand Name RX use
- ER Visits
- Inpatient Admits
- Clinic Visits
- Total Claims
- Specialist Visits
- Text/Call Volume by Hour
- Geo Mapping Claims
- Age/Gender Distributions
- Biometric Data
- Triglycerides
- HDL
- LDL
- Other Lab Values

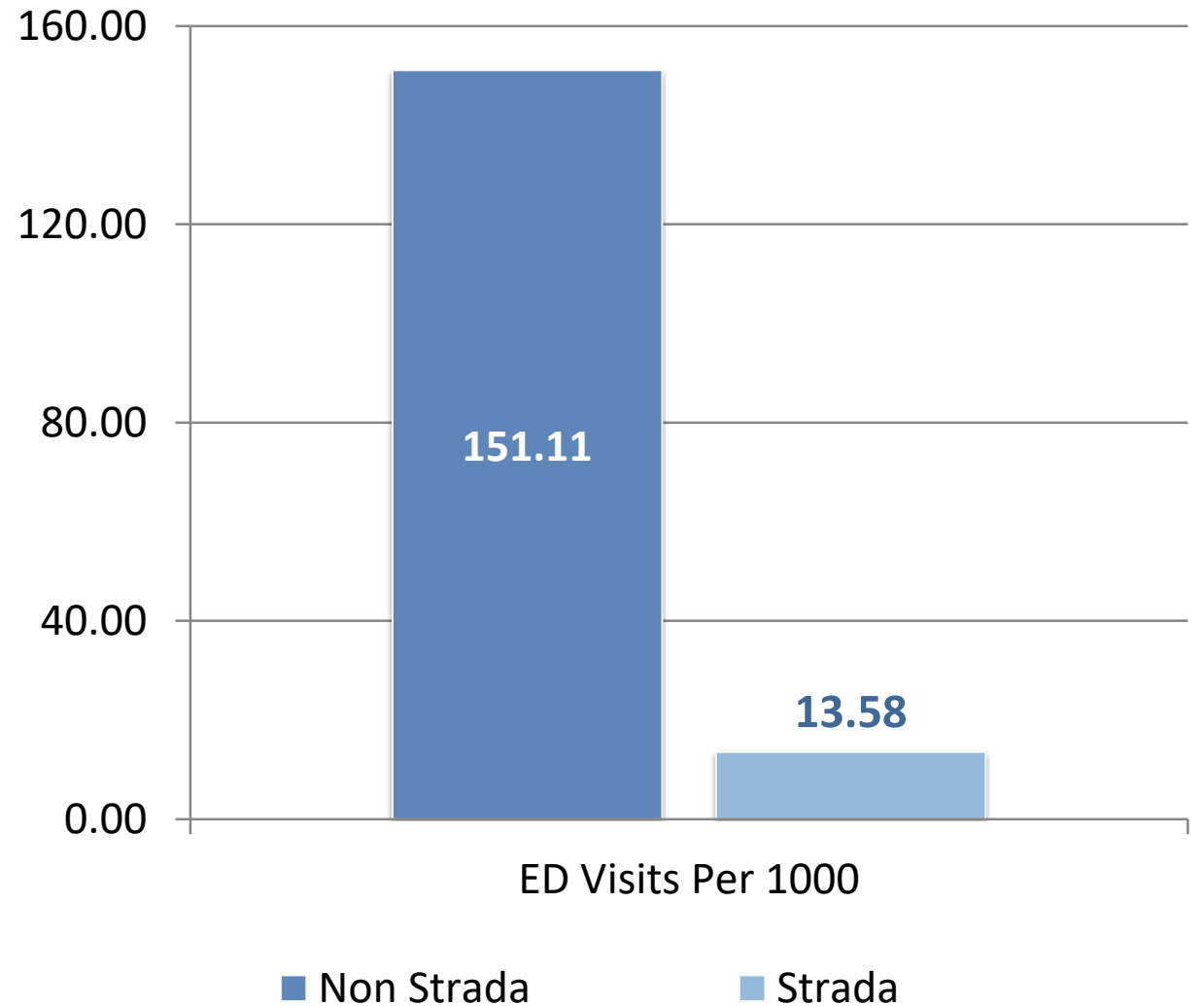
Burton Plumbing



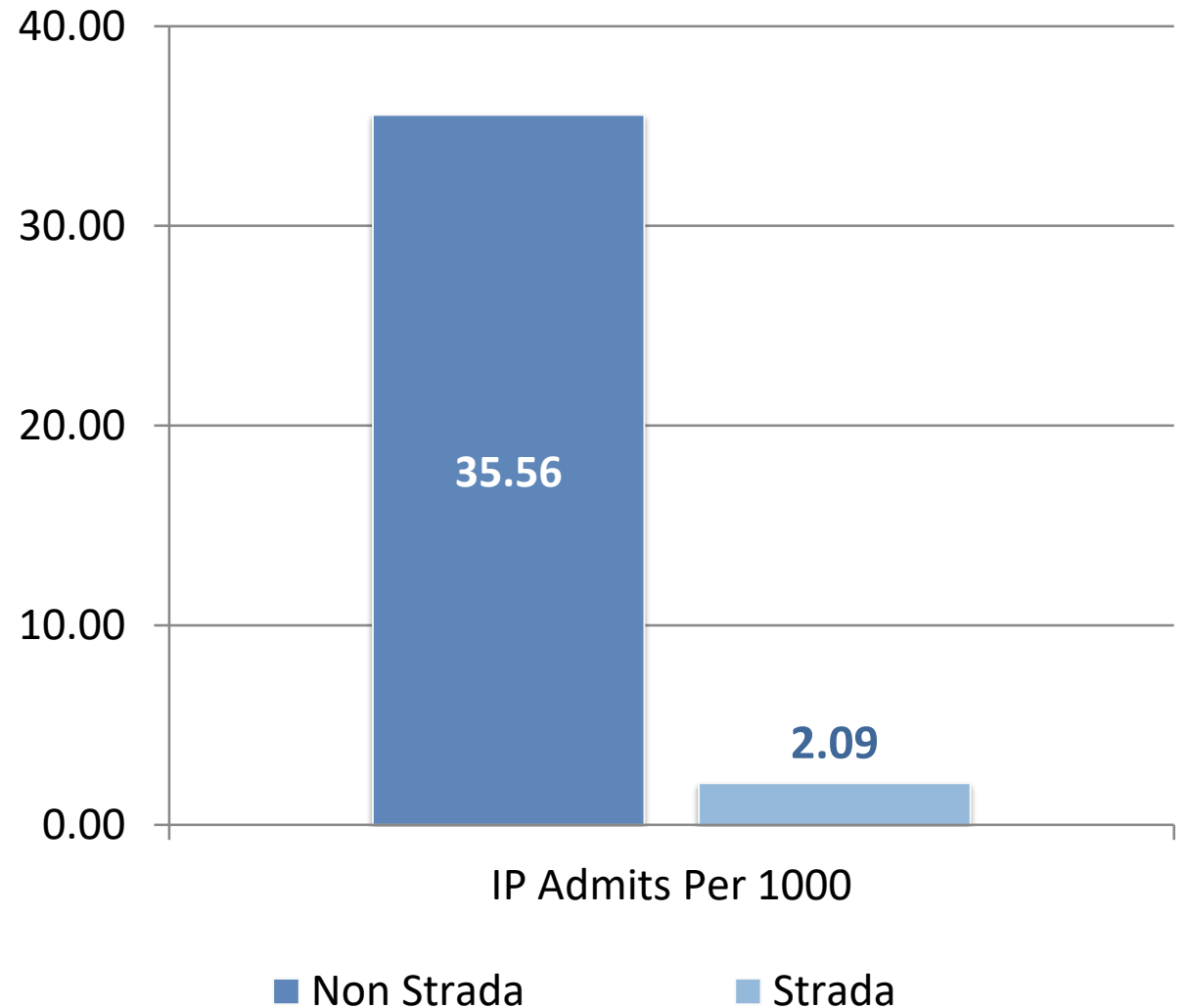
Burton Plumbing



Burton Plumbing



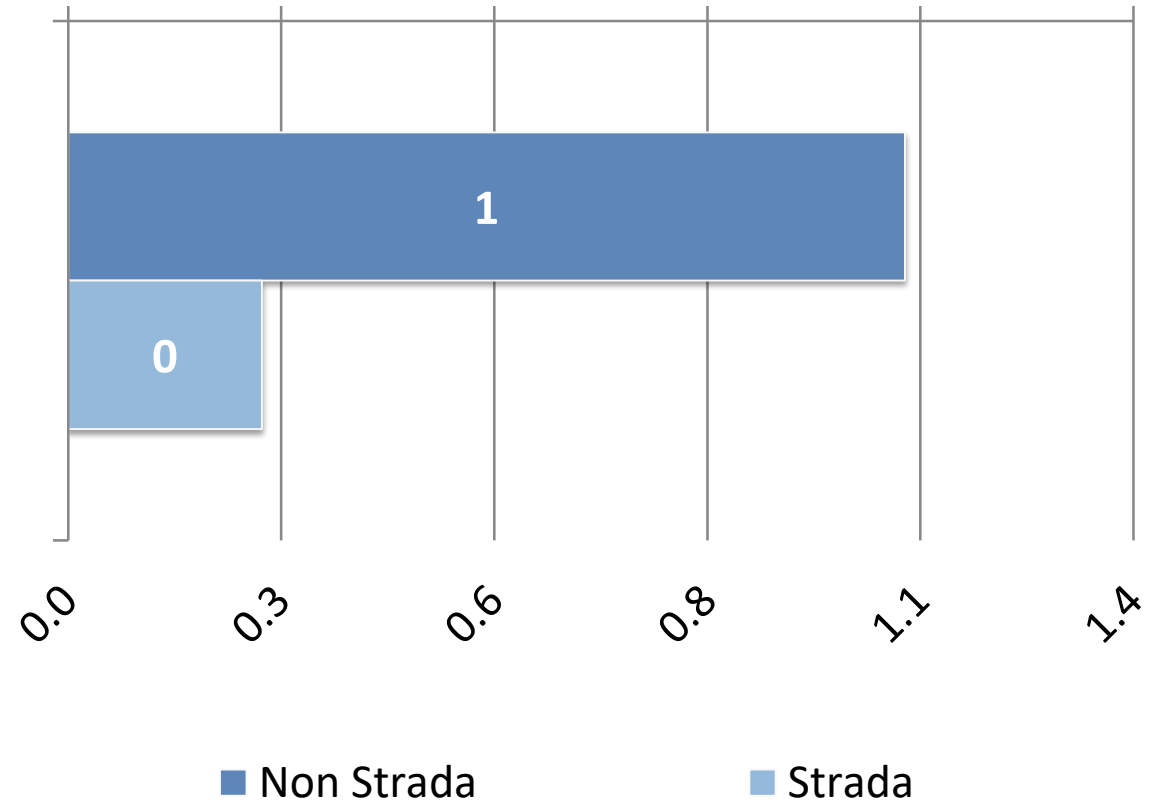
Burton Plumbing



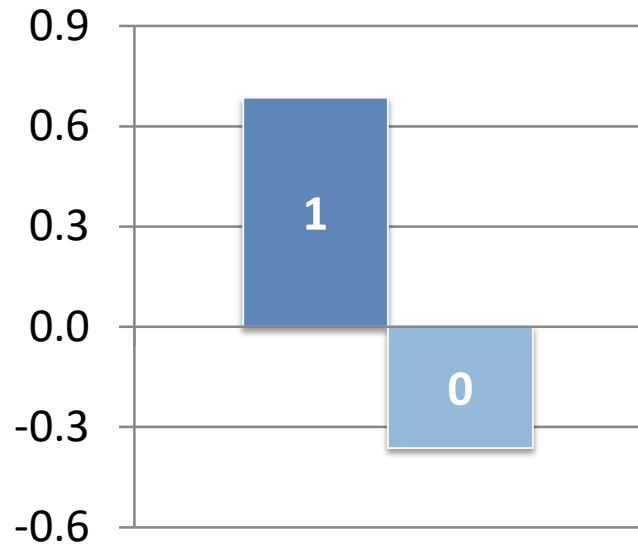
Burton Plumbing



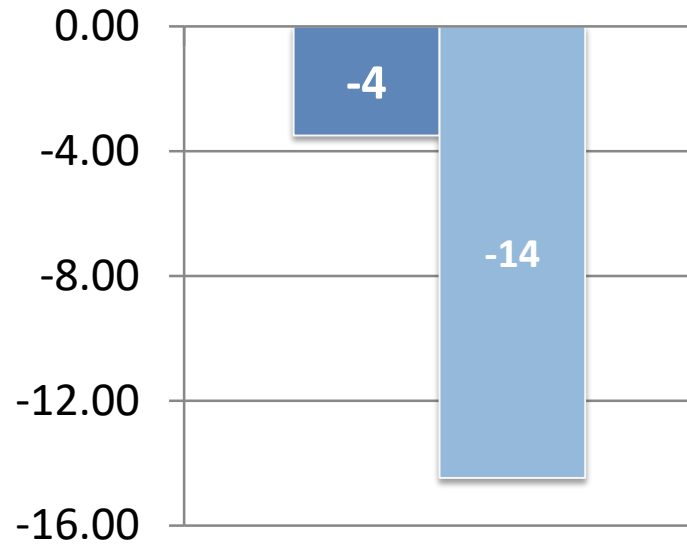
Workers Comp Injuries Per Month



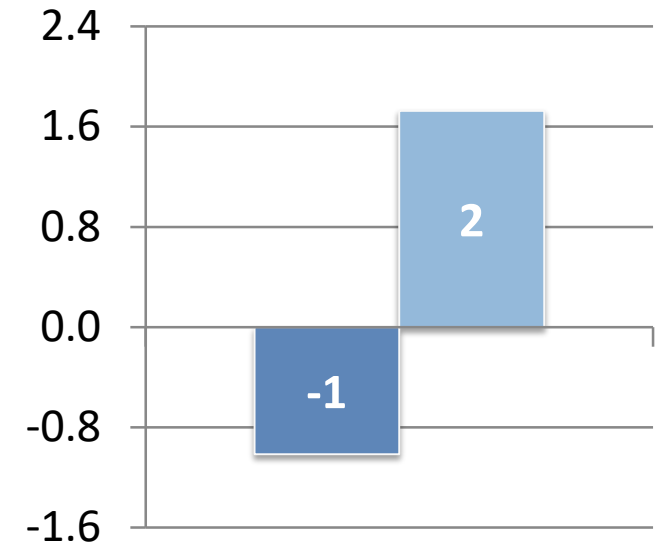
Biometric Data



BMI



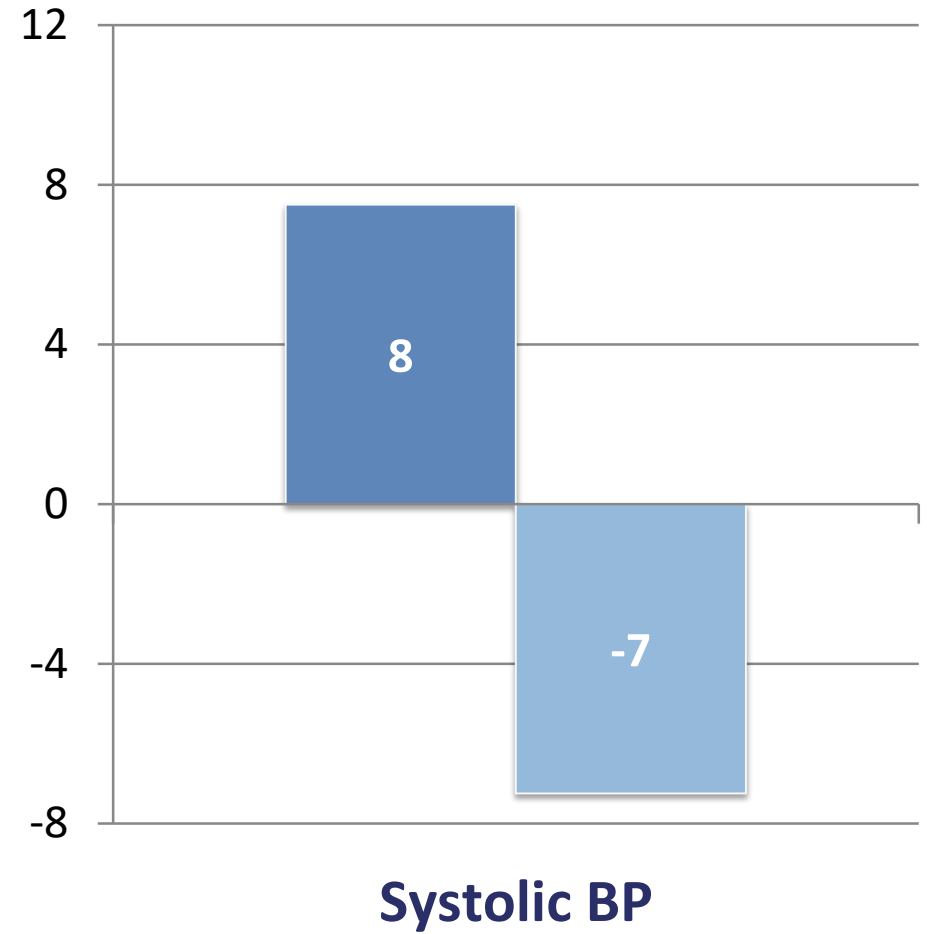
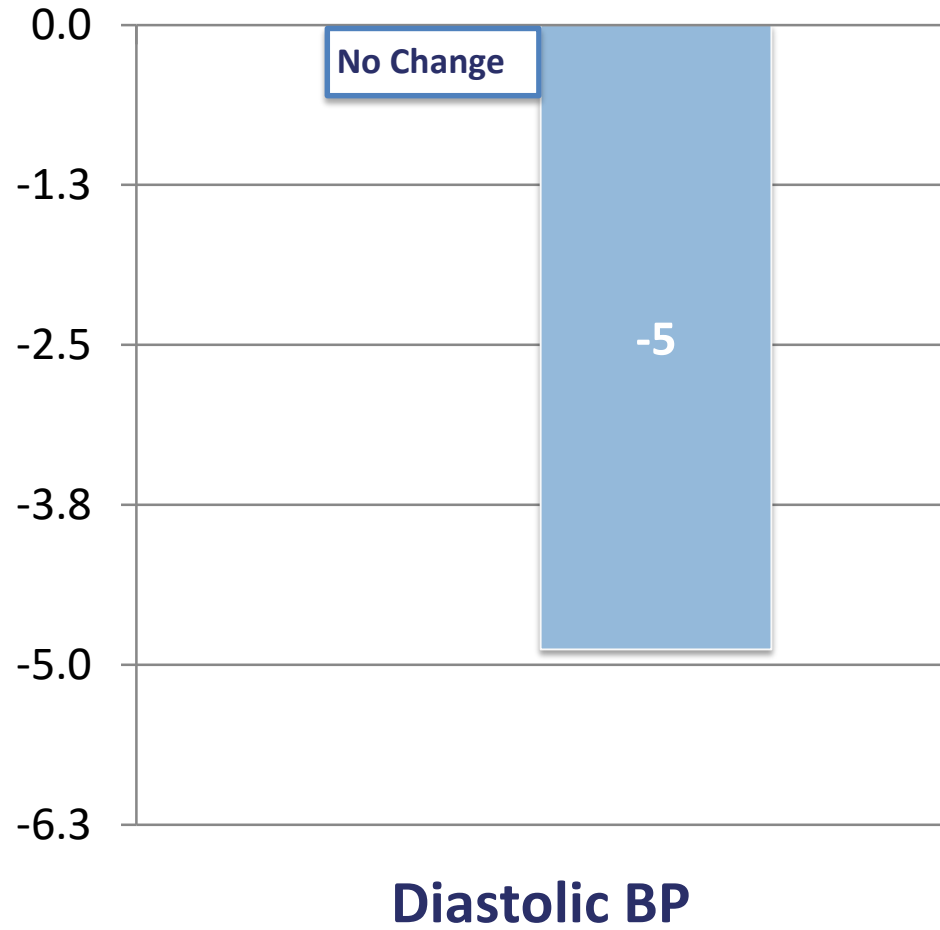
Glucose



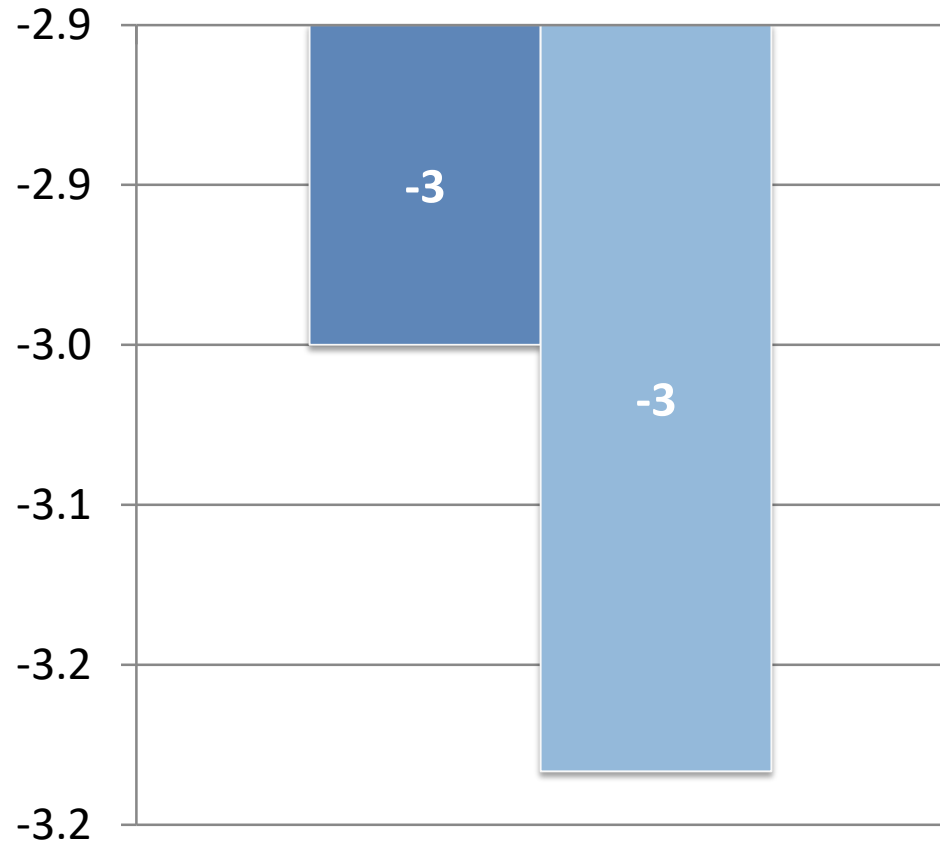
HDL

■ Non Strada ■ Strada

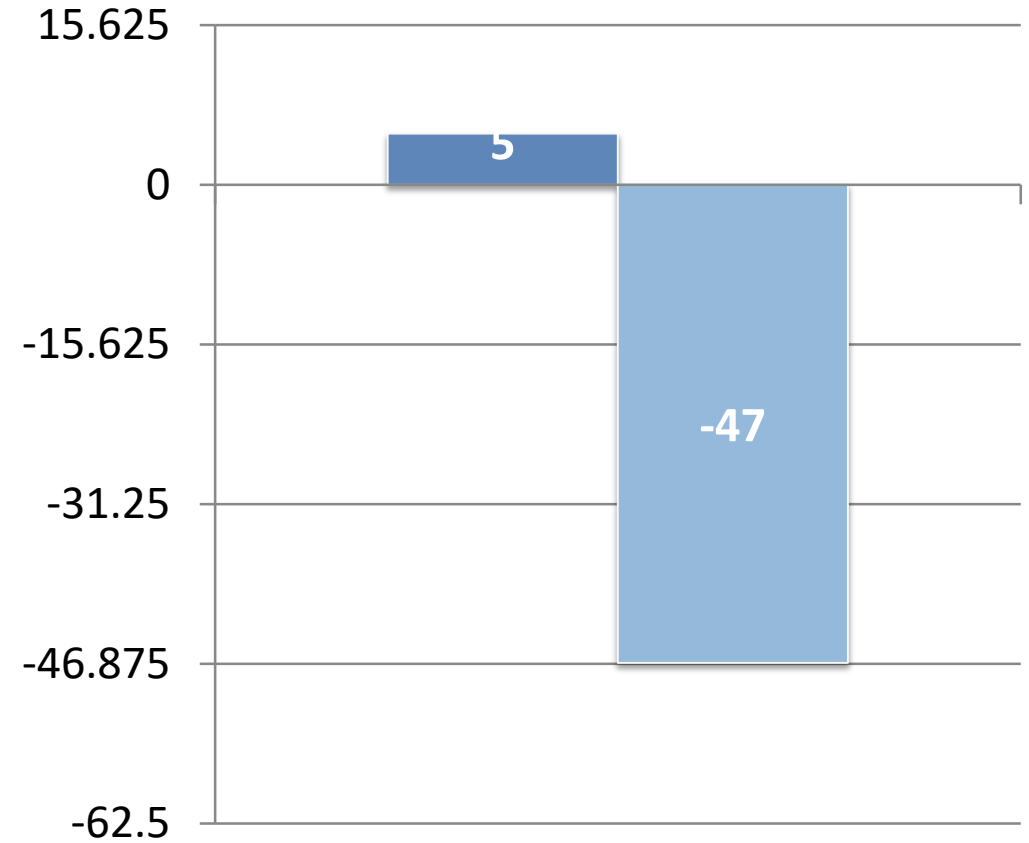
Biometric Data



Biometric Data



Cholesterol



Triglyceride

Coming Soon...

DPC Pilot for NE State Employees

LB1119
2018

LEGISLATURE OF NEBRASKA
ONE HUNDRED FIFTH LEGISLATURE
SECOND SESSION

LEGISLATIVE BILL 1119

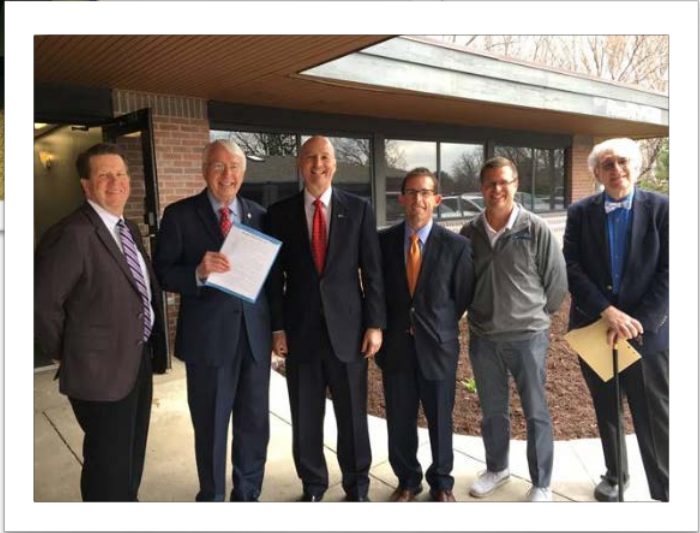
Introduced by Riepe, 12; Geist, 25; Hilgers, 21; Hughes, 44; Kolterman, 24; Stinner, 48.

Read first time January 18, 2018

Committee: Government, Military and Veterans Affairs

- 1 A BILL FOR AN ACT relating to state government; to adopt the Direct
- 2 Primary Care Pilot Program Act.
- 3 Be it enacted by the people of the State of Nebraska,

LB1119
2018



Growing DPC Together

If you want to go fast,
go alone.

If you want to go far,
go together.

-African Proverb

Questions?

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Don't forget to evaluate
this session!

Contact Information

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