



## Northwest Metro Alliance: Executive summary of first year results

### 2010 Strategies and Results

In 2010, the Northwest Metro Alliance worked to improve the health of its at-risk population through the following strategies:

- Enhancing the connections between local health care providers (physicians, nurses, hospitals, and clinics) to improve the treatment and care for patients with complex illnesses;
- Integrating the electronic medical records used by both systems (Epic) so that providers have a more complete view of a patient's history; and
- Providing enhanced and actionable clinical data to providers about their own performance in comparison to their peers across the metro and nationally.

As a result, the Northwest Metro Alliance achieved its quality and patient experience goals, and total medical cost trend dropped from a 2009 growth rate of 8% (well above metro average) to a 2010 growth rate of 3% (comparable to the metro average); this is equivalent to over \$6 million in reduced medical costs.

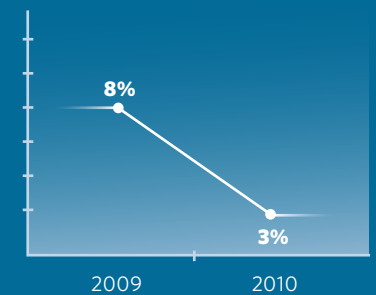
### Population Health Strategies

- **Generics.** In 2010, the Northwest Metro Alliance shared data with physicians about their prescribing patterns for use of brand name medications, and generic drug prescribing rates increased from 75% to 80%, reducing total medical costs by up to \$1 million.
- **Inductions of Labor.** In 2010, Mercy Hospital and its physicians established a clinical protocol to help improve the health of newborns by limiting elective inductions of labor before 39 weeks of gestation. The rate of these inductions at Mercy Hospital decreased from 8% to 0%.
- **Emergency Department Use.** In 2010, Mercy Hospital and the local primary care clinics expanded urgent care availability and enhanced the direct hospital admissions process. Emergency department visits for the Northwest Metro Alliance population reduced by 5%, while making lower cost options more readily available for patients.
- **Chronic Care Management.** In 2010, the local primary care clinics began to identify and provide additional support to high risk and complex patients in their clinics. By improving support, the need for additional inpatient care was avoided and total admissions among the Northwest Metro Alliance population decreased by 6%.
- **Patient Satisfaction.** In 2010, a number of efforts were undertaken to improve patient satisfaction in the Mercy Hospital Obstetrics and Delivery department. As a result, the rate of obstetrics patients who rated their experience at Mercy Hospital with the highest rating (9 or 10) on post-hospital visit surveys increased by 15% to 65% overall.

### About the Northwest Metro Alliance

The Northwest Metro Alliance is a multi-year collaboration between HealthPartners and Allina Hospitals and Clinics focused on achieving the Triple Aim of health care, which means improving the quality of health care services, improving the overall experience for a patient population, and making health care more affordable. The Northwest Metro Alliance is focused on 27,000 individuals with HealthPartners healthcare coverage who live in Anoka County and southern Sherburne County, and whom receive health care at local HealthPartners Medical Group clinics, Allina Medical Clinics, and/or Mercy Hospital. The Northwest Metro Alliance functions as a learning lab for an Accountable Care Organization (ACO), a model for healthcare reform that is being piloted statewide and nationally.

MEDICAL COST TREND GROWTH RATE



Data cited is based on ongoing analysis conducted by HealthPartners Informatics Dept. The results reflect a risk-adjusted analysis of 2010 claims data of 27,695 of HealthPartners commercial members who receive care at Mercy Hospital, five Allina Medical Clinics and four HealthPartners Medical Clinics in the northwestern suburbs of the Minneapolis-St. Paul metropolitan area (Coon Rapids, Andover, Anoka, Elk River, Champlin, Coon Rapids, Elk River, and Ramsey.)