

Northwest Metro Alliance

A multi-year collaboration between HealthPartners & Allina Health

Success Story



Darci, Mark, Drew and Megan Gjerstad of Coon Rapids are one of 30 families that are benefiting from a program to reduce childhood obesity. Their pediatrician referred them to the free program, called familyPOWER, at Drew's well-child visit at age eight. After participating in the program, Drew's body mass index (BMI) dropped 6 percent.

Generics Success Story



Increasing the number of prescriptions for the generic alternative to Lipitor® is a key strategy to make health care more affordable while still providing high-quality care. The reason is because a 30-day prescription for Lipitor is \$150. The cost of the generic alternative, atorvastatin, is just \$15 for a month's supply. Generic drugs are chemically identical to the brand name in dosage form, safety, strength, route of administration, quality, performance characteristics and intended use.

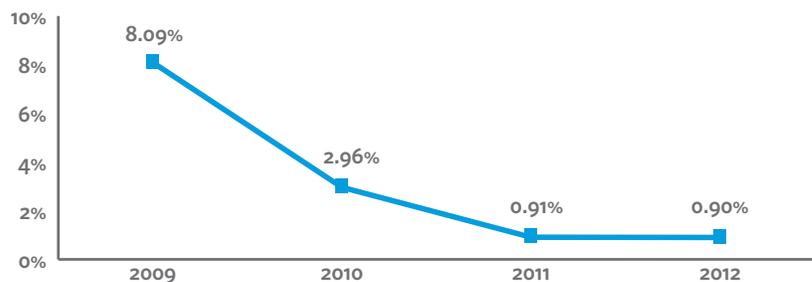
Northwest Metro Alliance Year 3 Results

The Northwest Metro Alliance is working to achieve the triple aim, to improve population health, deliver excellent patient experience and make care more affordable. It also serves as a learning lab for Accountable Care Organizations.

Costs increase less than one percent for second year in a row

In 2009, medical costs for the Northwest Metro Alliance population had increased more than 8 percent over the previous year which was more than two percentage points higher than the metro average.

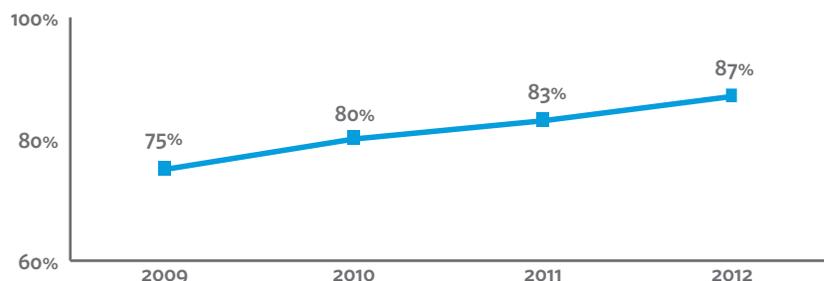
Since the Alliance model was implemented, medical cost increases have been below the metro average for the past two years and cost increases were less than one percent for two years in a row.



Northwest Metro Alliance initiatives increase use of generic drugs

Allina Health and HealthPartners Clinics jointly developed strategies to increase generic drug use and to reduce variation in prescribing. Strategies include providing the prescribing data to physicians to support change.

Prescriptions for generics have increased every year from a baseline of 75 percent to 87 percent. In 2012 alone spending for prescriptions decreased by \$3.4 million because of increased generic drug use.



MODEL OF CARE



DELIVER EXCELLENT PATIENT EXPERIENCE



IMPROVE HEALTH



MAKE CARE MORE AFFORDABLE

Increase testing access for low-risk heart patients

Chest pain is one of the most common reasons for a visit to the emergency room, but research shows that 75 to 80 percent of patients do not have a life-threatening condition. Traditional practice has been to order a cardiac stress test to confirm that an artery is not blocked because a blocked artery could lead to a heart attack. If a test is not available in less than 72 hours, patients are admitted for observation until an appointment is available.

In 2012, the Northwest Metro Alliance expanded access to stress tests for more than 400 patients who go to Mercy Hospital emergency department each month with chest pain. This initiative safely allows 40 additional patients each month with low risk chest pain to go to home after a blood test rules out heart attack. Each prevented admission reduces the average annual medical costs by at least \$4,500.

Help children maintain a health weight

In Minnesota, nearly one in four children are overweight or obese, which increases their risk of developing diseases such as diabetes, heart disease, stroke and several forms of cancer.

In 2012, the Northwest Metro Alliance implemented a three-year pilot project called familyPOWER to reduce pediatric obesity. Pediatricians can refer families to the free, voluntary program when a child between the ages of 5 and 11 has a body mass index greater than the 95th percentile for their age. It starts with an in-home assessment and includes a series of phone calls from a health coach to identify problem diet and exercise patterns. Families get help to make long-term changes. One tool is “5-2-1-0” which teaches families to eat five or more servings of fruit and vegetables, limit screen time to two hours or less, get at least one hour of active play and eliminate sugary drinks.

Increase screening for colon cancer

About one in 20 people will develop colorectal cancer, which is the second leading cause of cancer deaths in the U.S. Colorectal cancer screening is the most effective way to prevent colon cancer. Screening detects the polyps that may develop into cancer within 10 to 15 years if they are not removed. Screening can also detect cancer early when it is more treatable.

In 2012, the Northwest Metro Alliance increased the rate of recommended screening to more than 73 percent. An additional 1,500 people were up-to-date on colon cancer screening compared to the previous year.

Improve community health

In 2012, the Northwest Metro Alliance did community outreach with local schools, community events, employers and churches and completed health assessments on more than 9,000 people.

Eighty-seven percent of people who completed a health assessment received counseling on ways to improve their health.

New in 2013: Improve health of Medicaid patients

The Northwest Metro Alliance has expanded its efforts to partner with the Minnesota Department of Human Services Medicaid demonstration project to deliver high value care for more than 12,000 Medicaid patients in the northwest metro area.

About Northwest Metro Alliance

Launched in 2010, the Northwest Metro Alliance includes more than 27,000 patients with HealthPartners insurance who receive care at five Allina Health Clinics, four HealthPartners Medical Clinics and Mercy Hospital in the northwest metro area of Minneapolis/St. Paul. The improvements also benefit more than 300,000 people who receive care from Allina Health and HealthPartners in the northwestern suburbs of the Minneapolis-St. Paul metropolitan area.