



# CASE STUDY

HOW WE ADD THE VALUE AND THE ROI TO YOUR ORGANIZATION

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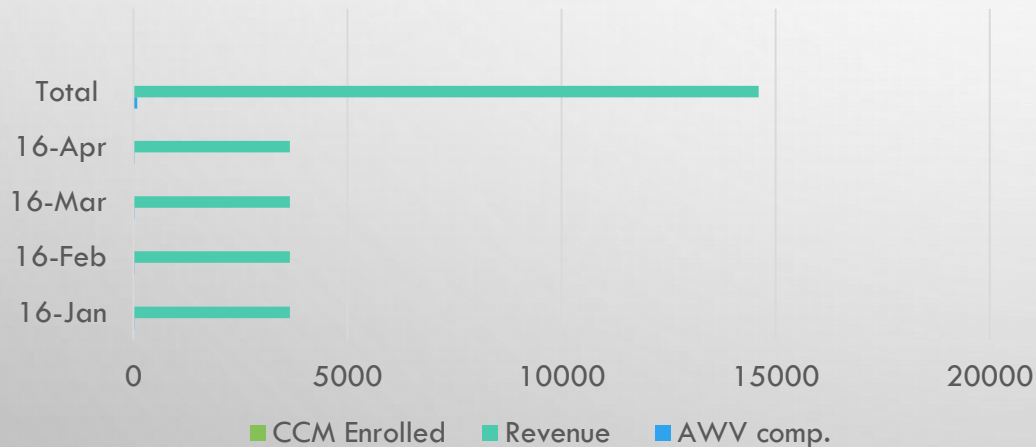
## MEASURING THE VALUE OF HEALTHY PLUS AWV

- **CLIENT VIRGINIA AREA**
- PRACTICE TYPE: INTERNAL MEDICINE
- NUMBER OF PROVIDER: 10 MD'S
- OBSERVATION PERIOD: JANUARY 2017- JUNE 2017 (6 MONTH PILOT)
- PRACTICE PRODUCTION: 263 TOTAL AWV'S IN PREVIOUS YEAR COMBINED
- PARTNERSHIP PRODUCTION: 1 238 TOTAL DURING PILOT

# CASE STUDY SUMMARY COMPARISON

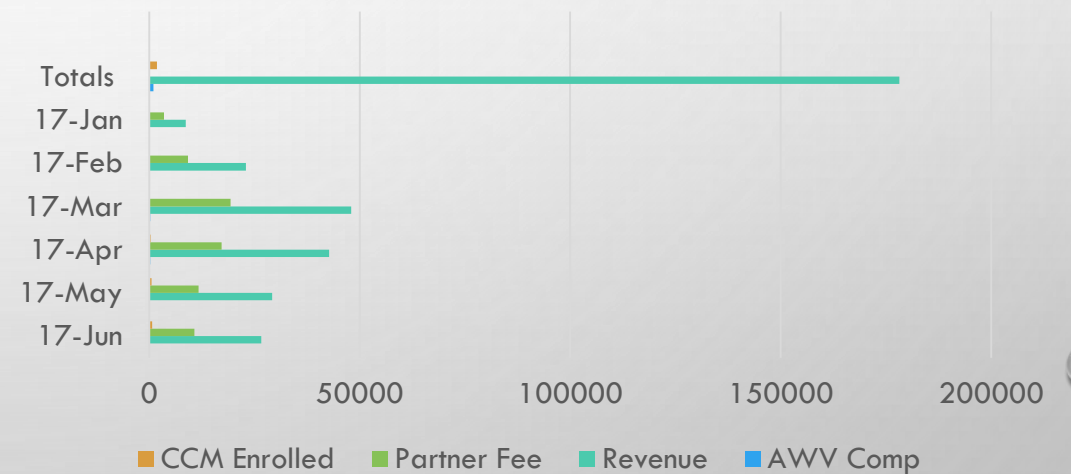
## AWV COMPLETION INTERNALLY

AWV/CCM Production & Revenue



## AWV PARTNERSHIP COMPLETION

AWV/CCM Production & Revenue



# PARTNER EFFICIENCY

## PERFORMING ON YOUR OWN

- 263 TOTAL AWV'S COMPLETED
- TOTAL ANNUAL REVENUE GENERATED \$14,603.40
- PATIENTS IDENTIFIED AND ENROLLED TO CCM "0"

## PARTNERING WITH HEALTHY PLUS

- 1238 TOTAL AWV'S COMPLETED IN 6 MONTHS
- TOTAL GROSS AWV REVENUE GENERATED \$215,226.30
- PARTNER FEE FOR PROGRAM \$86,660
- TOTAL NET AWV REVENUE GENERATED \$128,566.30
- AWV REVENUE DIFFERENCE **\$113,962.90**
- CCM REVENUE GENERATED **\$ \$25,676**

# Healthy+PLUS



# FULL SERVICE “WHY IT IS ESSENTIAL”

## ENGAGEMENT OUTSOURCED

- OUR ENGAGEMENT CENTER INCREASED THE PARTICIPATION FROM 5% WITH CLIENT TO 67% PARTICIPATION.
- NO SHOW RATE WAS 8% DUE TO ADVANCED LEVEL REMINDER CALL AND PROACTIVE COMMUNICATION WITH PATIENT ON TRANSPORTATION AND EDUCATION OF OFFICE VISIT.

## AWV IN OFFICE COMPLETION

- STAFF FULLY TRAINED AND RE-ESTABLISH EXPECTATION BEFORE PATIENT ENTERS THE EXAM ROOM.
- DIETARY ASSESSMENT, PQRS FORM COMPLETED IN WAITING ROOM TO ENSURE VISIT FLOW.
- REPORTING COMPLETED IN REAL TIME ALLOWING REQUIRE PATIENT REPORT TO BE GIVEN TO PATIENT UPON DEPARTURE.

## CCM CONSENT & ENROLLMENT

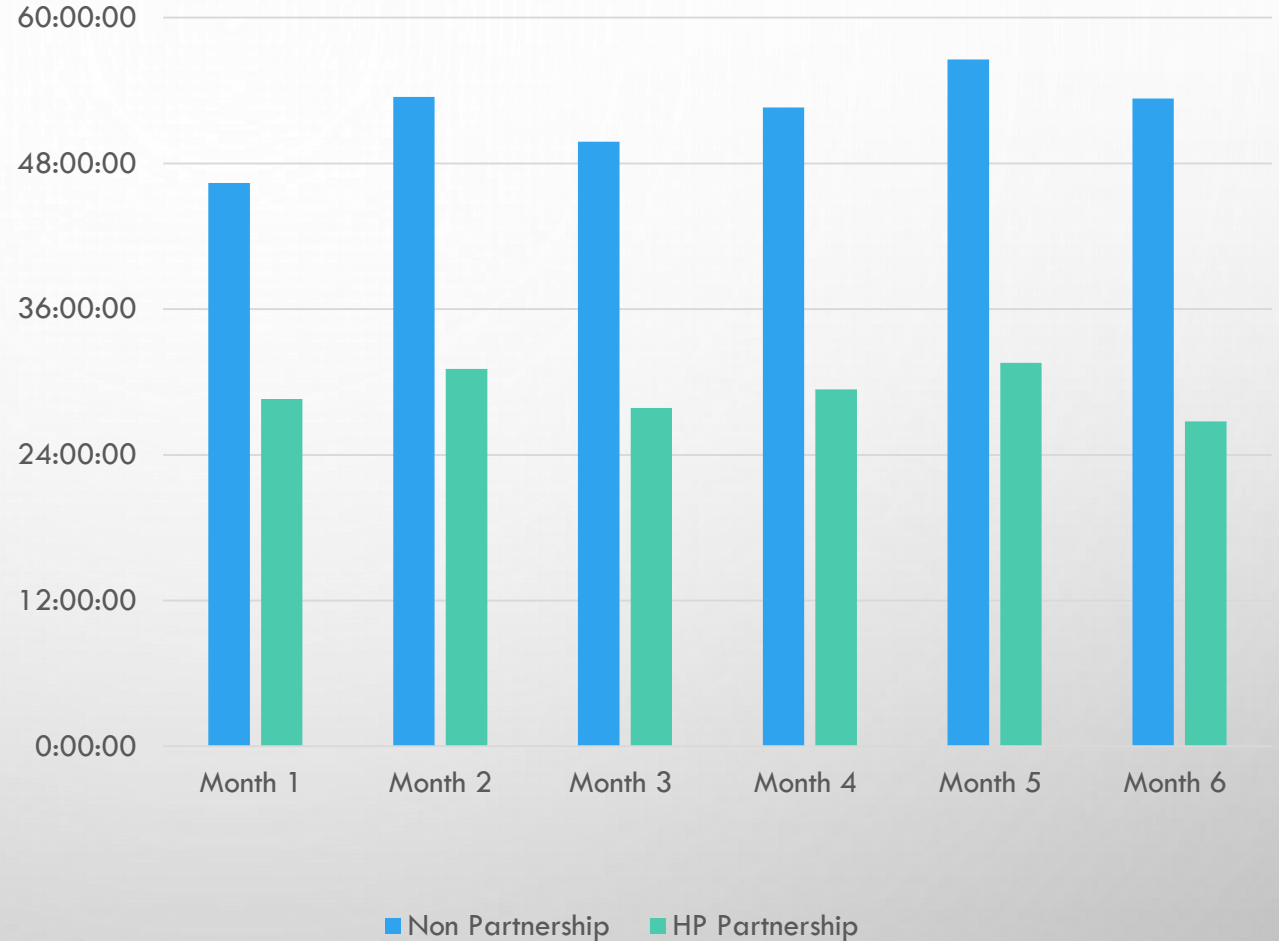
- PROVIDER REPORT INDICATES CCM ELIGIBILITY.
- EDUCATION IN OFFICE IS ESSENTIAL FOR ENROLLMENT & RETENTION IN PROGRAM.
- ADDITIONAL QUESTIONS BEING ANSWERED IN PERSON RATHER THAN VIA TELEPHONE CEMENTING THE PROGRAM AND TRUST IN THE PROGRAM.

# CLINICAL STAFF LABOR SAVINGS

Completing program internally created on average 21 minutes and 77 seconds additional

Our Partnership with or without staffing will save time on average 2.4 hours to complete normal task as scheduled.

Time needed to complete AWV Screen Comparison



# HOW THE HEALTHY PLUS PROGRAM SAVES YOUR PRACTICE TIME = MONEY



## PERFORMING THE AWV

**PRACTICE: USING PAPER TEMPLATES  
OR TEMPLATE IN EHR @ 52 MINUTES  
PER AWV**

**HEALTHY PLUS: 30 MINS PER AWV**

**TIME SAVED: 18,000 MINS**



## GENERATING REQUIRED REPORTS

**PRACTICE: DOCTOR MANUALLY  
GENERATED THE REPORTS @ 15  
MINUTES PER PATIENT**

**HEALTHY PLUS: AUTOMATIC, INCLUDED**

**TIMES SAVED: 15,000 MIN. OR 133  
HOURS AND 20 MINUTES**



## TOTAL TIME AND MONEY SAVED

**TIME SAVED: 33,000 MINUTES OR 550  
HOURS**

**MONEY SAVED: 550 HOURS X HOURLY  
CLINIC OPERATIONS COST + \$1000 - \$1200**

**$73.50 \times 550 = \$40,425 + \$1000 - \$1200 =$   
**\$40,225 TOTAL AWV OPERATIONAL  
SAVINGS****

# Full Case Study Results

## Client Ind. Results 2016

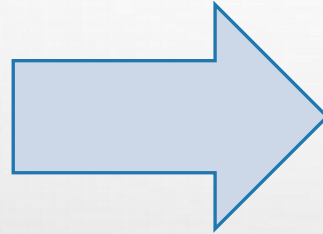
\* 263 AWV Completed

\* Revenue \$14,603.40

CCM Patients consented 0

CCM Patients enrolled 0

Total Revenue \$14,603.40



## Healthy Plus Partnership Results

1238 Total AWV's completed in 6 months

Total net AWV revenue generated \$128,566.30

CCM Revenue generated \$25,676

Total Partnership Net Revenue Generated: \$154,242.30



## ADDITIONAL CAPTURED DATA

### QUALITY MEASURES CLOSED

FALL RISK

INFLUENZA

BMI

TOBACCO

DEPRESSION

MAMAOGRAM

COLORECTAL

ADVANCE CARE PLANNING

DOCUMENTATION OF CURRENT MEDICATIONS

FAMILY HISTORY

BP CONTROL

SCREEN FOR STD

