

Naturopathic Medicine and the Triple Aim

- Cost savings
 - Improved outcomes
 - Improved patient experience
-
- Marcy Feibelman, ND
 - Rhode Island Association of Naturopathic Physicians
 - May 2018

What is Naturopathic Medicine?

Naturopathic medicine is a distinct method of health care that combines centuries old medicines with current advances in biomedical and diagnostic sciences covering all aspects of health, from prenatal to geriatric care.

Naturopathic Education

*7 Accredited, Dept of Education recognized
naturopathic medical schools in North America*

National University of Natural Medicine – Portland, OR

Bastyr University – Seattle, WA & San Diego, CA

Southwest College of Naturopathic Medicine – Phoenix, AZ

University of Bridgeport, CT

National University of Health Sciences, Chicago

Canadian College of Naturopathic Medicine, Ontario

Boucher Institute, Vancouver BC

Naturopathic Education

See 4 year ND Curriculum:

National University of Naturopathic Medicine

Naturopathic Therapies

- ◆ Botanical Medicines
 - Nutrition (including nutrients and specific diets, including diets which eliminate food allergies)
 - Hydrotherapy
 - Pharmacology (including replacement of hormones bio-identical to endogenous production)
 - Lifestyle counseling
 - Physical medicine (including bone and soft tissue manipulation and various PT modalities)
 - Homeopathy

Naturopathic Therapies

- ❖ Botanical Medicines
 - Nutrition (including nutrients and specific diets, including diets which eliminate food allergies)
 - Hydrotherapy
 - Pharmacology (including replacement of hormones bio-identical to endogenous production)
 - Lifestyle counseling
 - Physical medicine (including bone and soft tissue manipulation and various PT modalities)
 - Homeopathy

PPACA

Nondiscrimination clause

Section 2706

Providers.--A group health plan and a health insurance issuer offering group or individual health insurance coverage shall not discriminate with respect to participation under the plan or coverage against any health care provider who is acting within the scope of that provider's license or certification under applicable State law.

Provisions Affecting N.D.s in the Affordable Care Act

Section 4001 – “Integrated health” and “integrative practitioners” included in National Prevention, Health Promotion and Public Health Council

Section 3502 – PCMH may include chiropractors and licensed complementary and alternative medicine practitioners

Section 6301 – Integrated practitioners have seat on Patient Centered Outcomes Research Institute (PCORI)

Section 5101 – National Healthcare Workforce Commission required to include integrative health practitioners

Section 2706 – Non-discrimination against provider types

The Affordable Care Act

As described in the PPACA:

460 Mentions of “public health”

239 mentions of “prevention”

93 mentions of “wellness”

42 mentions of “health promotion”

Also: “complementary and alternative medicine”

“integrative health center”

“patient-centered care

Core Naturopathic Principles

- I. Emphasize **prevention** and self-care as a cornerstone of health;
- II. Focus on **patient-centered care**, addressing the determinants of health in treatment plans;
- III. Prioritize a “therapeutic order” that begins with **minimal intervention** and proceeds to higher intervention;
- IV. **Address the underlying cause** of the condition rather than focus mainly on symptomatic treatment;
- V. **Patient education**. Docere = Teacher

How is Naturopathic Medicine Useful in Reforming Health Care?



<https://www.youtube.com/watch?v=6h80xUb6afU>

What does implementing these values look like?

- I. Prevention
- II. Patient Centered Care
- III. Address the underlying cause
- IV. Patient Education (Docere=teacher)



Example of ND and MD visits

MD visit:

Imitrex, CoQ10, Vit B2 rx's, 10 minute visit

ND visit:

Evaluate underlying causes: *Hormonal, Musculoskeletal, Nutritional, Environmental, Stress, etc.*

Patient-centered: Identify patient lifestyle, diet, preferences, readiness to change, understanding of treatment plan

Least invasive treatment

Prevention of recurrence: dietary counseling, lifestyle counseling, stretching exercises, natural therapies

60 minute visit

Example of ND and MD treatment costs: chronic HAs

MD: 99213 \$65

Tx: Imitrex \$189 for 9 tablets/month

= **\$2333/year**

ND: 45 min 99215 \$140

Tx: Nutritional, lifestyle, exercise and botanical
treatment

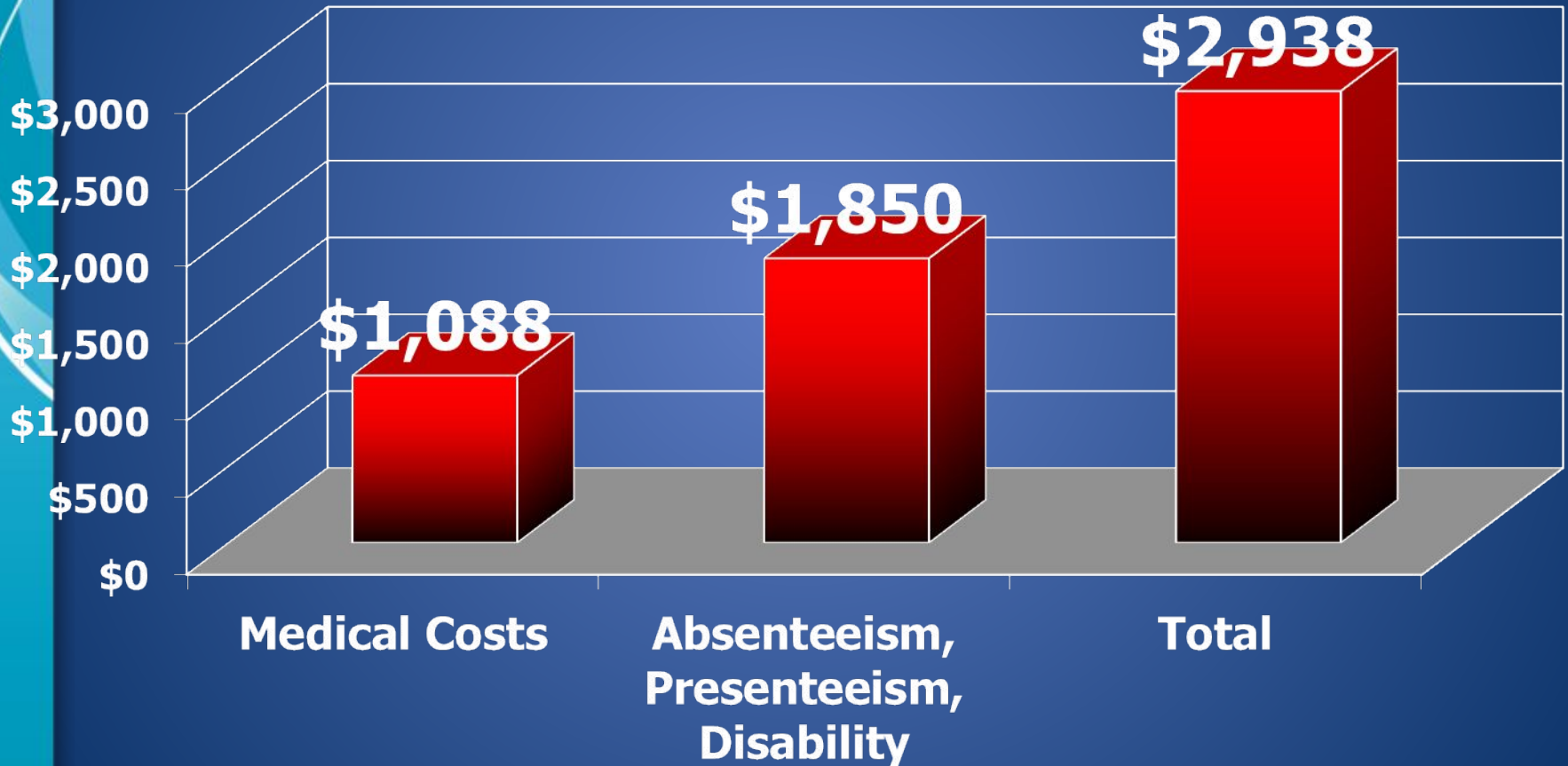
\$0

= 3 visits: **\$420/yr**

The Results Are In!

Jump Start to Better Health, first 5 years

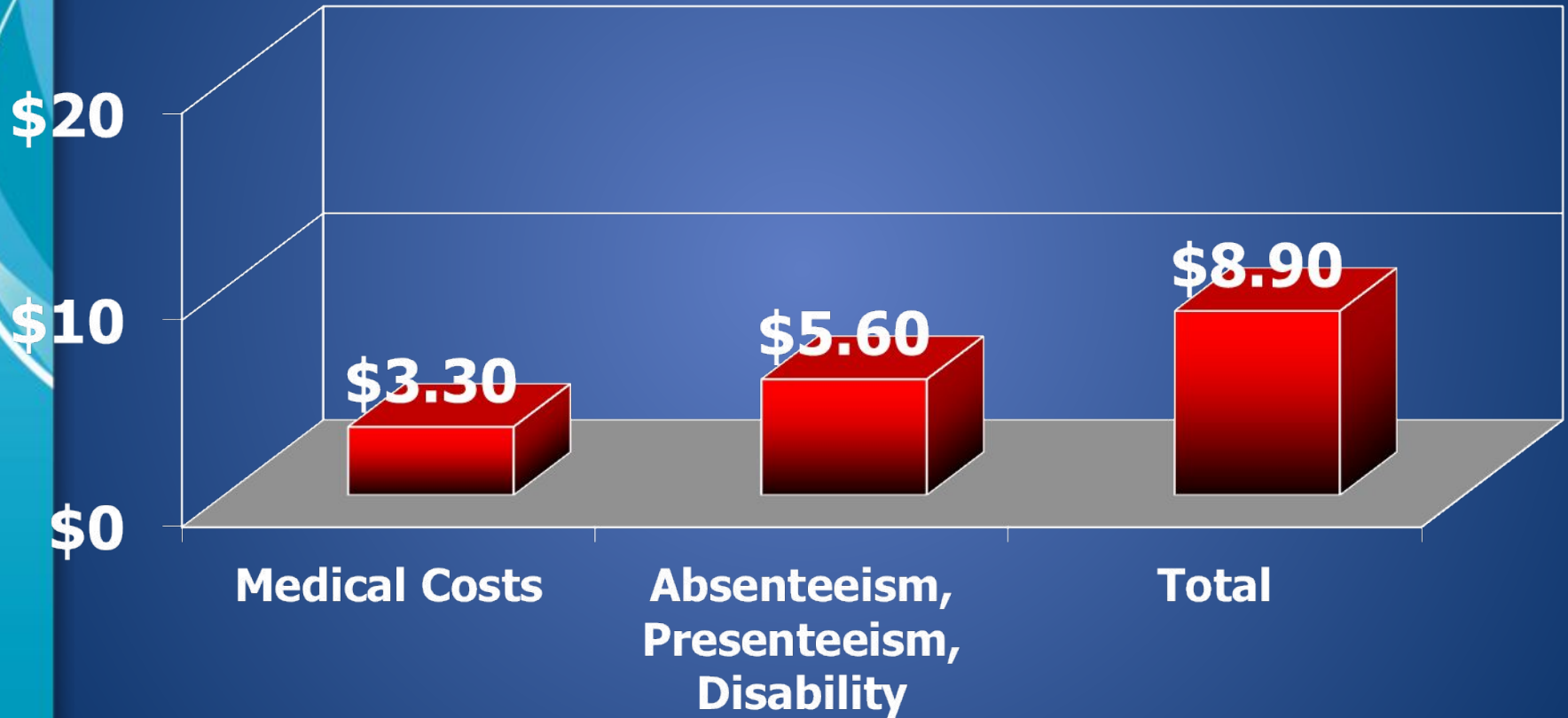
■ Estimated Savings, in Thousands



Return on Investment (ROI)

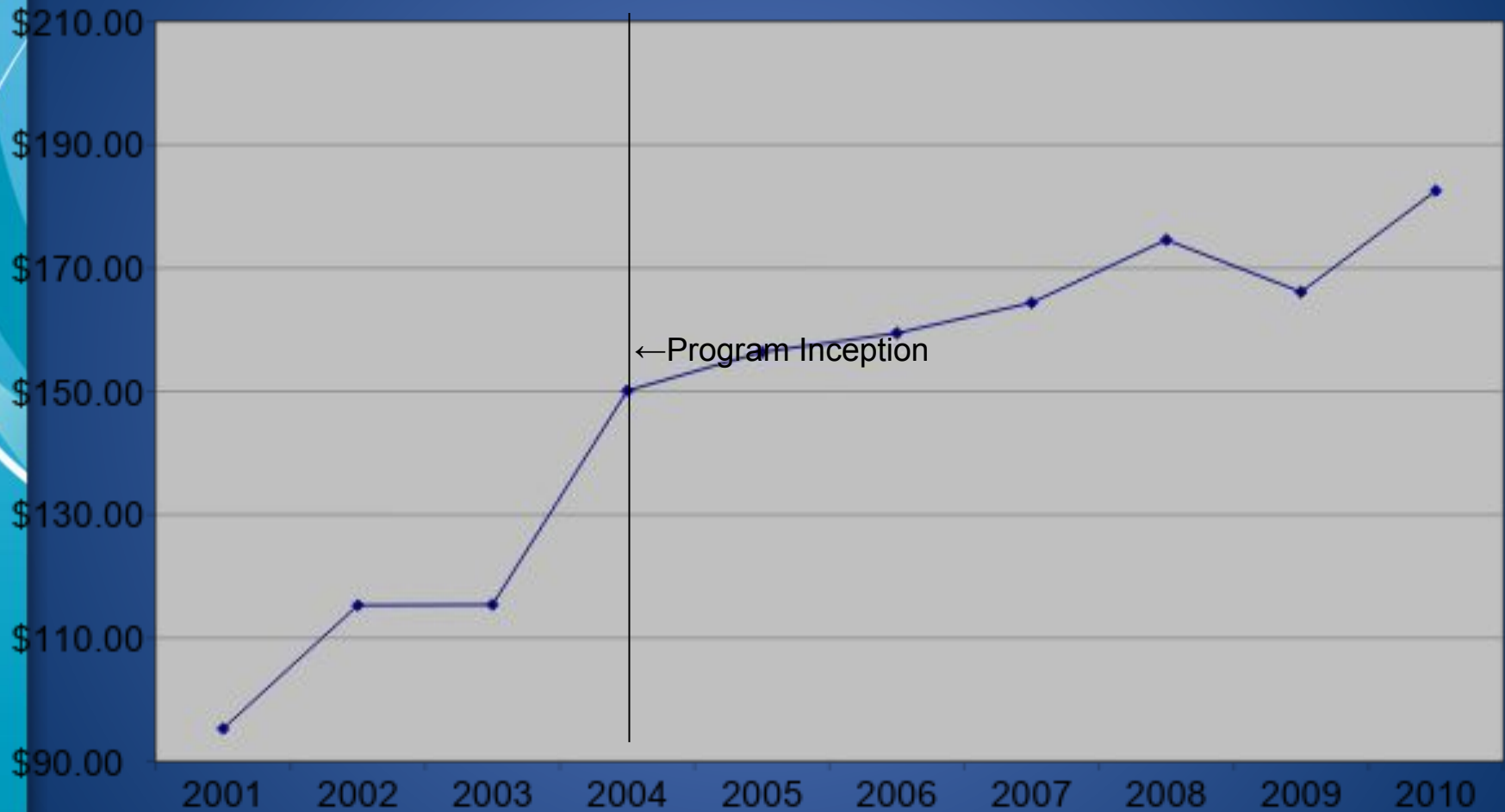
Jump Start to Better Health, first 5 years

■ Savings Per Dollar Invested



VADA Health Claims Paid (PMPM)

Without high cost claims



Achieving the Triple Aim

*How does
naturopathic medicine rate on
Lowering Cost?*

Cost Savings

Patients of Naturopathic Doctors have lower Pharmaceutical Drug Costs

Decreased Use of Pharmaceuticals

- 28% decreased use (Ontario)¹
- 50% decreased use (WA)²

1. Attitudes Toward Naturopathic Medicine. Innovative Research Group. September 1, 2011. www.innovativeresearch.ca, http://www.ccnm.edu/ontarians_say

2. Laura Patton, MD, Medical Director of Alternative Services at Group Health Cooperative, Washington State in testimony before the Vermont House Health Committee, March 3, 2005

Cost Savings

Patients of Naturopathic Doctors have lower Specialist Costs

Decreased Use of Specialists

- 88% fewer visits (Ontario)¹
- 48% fewer visits (WA)²

1. Attitudes Toward Naturopathic Medicine. Innovative Research Group. September 1, 2011. www.innovativeresearch.ca, http://www.ccnm.edu/ontarians_say

2. Laura Patton, MD, Medical Director of Alternative Services at Group Health Cooperative, Washington State in testimony before the Vermont House Health Committee, March 3, 2005

Cost Savings

\$1187 and \$1138 per employee from an employer and societal perspective, respectively.

A Naturopathic Approach to the Prevention of Cardiovascular Disease: Cost-Effectiveness Analysis of a Pragmatic Multi-Worksite Randomized Clinical Trial. *Journal of Occupational & Environmental Medicine*:
February 2014 - Volume 56 - Issue 2 - p 171–176

Cost Reductions

The majority of patient visits to naturopathic physicians are *in lieu of*, not in addition to conventional medical care

In Washington state, per visit expenditures to integrative medicine providers, including NDs, cost only 52% as much as for conventional outpatient care.

Cherkin DC, Deyo RA, Sherman KJ, et al. **Characteristics of visits to licensed acupuncturists, chiropractors, massage therapists, and naturopathic physicians.** J Am Board Fam Pract. Nov-Dec 2002;15(6):463-472.

Lafferty WE, Tyree PT, Bellas AS et al. **Insurance coverage and subsequent utilization of complementary and alternative medicine providers.** Am J Manag Care 2006; 12(7): 397-404.

Cost Reductions

Annual health care expenditures for insured integrative medicine users in Washington State were \$356 less than for non-integrative medicine users.

An internal Blue Shield study in King County, WA estimated that a naturopathic-centered managed care program could **cut the costs of Chronic and stress related illness by up to 40% and lower costs of specialist utilization by 30%.**

Lind BK, Lafferty WE, Tyree PT, Diehr PK. Comparison of health care expenditures among insured users and nonusers of complementary and alternative medicine in Washington State: a cost minimization analysis. J Altern Complement Med 2010;16(4):411-17.

Phase I Final Report: Alternative Healthcare Project. King County Medical Blue Shield. 1995.

Cost Reductions

- \$1.5 million saved in medical costs (VT Auto Dealer's Association)³
- Chronic low-back pain study ⁴
 - \$1,212 reduced societal cost per participant
 - 7.9% return on investment for employer
 - \$1,096 participant savings in adjunctive care

3. Vermont Automobile Dealer's Association and Green Mountain Wellness Solutions
<http://www.greenmountainwellness.com/>; <http://www.vermontada.org/wellness.asp>

4. Herman, Patricia. Cost-effectiveness of naturopathic care for chronic low back pain. *Alternative Therapies in Health and Medicine*, 2008 Mar-Apr;14(2):32-9.

Achieving the Triple Aim

*How does
naturopathic medicine rate on
Outcomes?*

Better Outcomes

Canadian Postal Workers

246 higher cardiac-risk individuals randomized to receive naturopathic care *in addition* to conventional care

Lowered the risk of a cardiovascular event over the next 10 years from 10.8 per cent to 7.7 per cent.

A Naturopathic Approach to the Prevention of Cardiovascular Disease: Cost-Effectiveness Analysis of a Pragmatic Multi-Worksite Randomized Clinical Trial. *Journal of Occupational & Environmental Medicine*:
February 2014 - Volume 56 - Issue 2 - p 171–176

Better Outcomes

Canadian Postal Workers Study

After one year, naturopathic patients were 16.9% less likely to have developed metabolic syndrome than conventional care patients.

Seely D, et al. "Naturopathic medicine for the prevention of cardiovascular disease: a randomized clinical trial." *Canadian Medical Association Journal* 185.9 (2013): E409-E416.

Better Outcomes

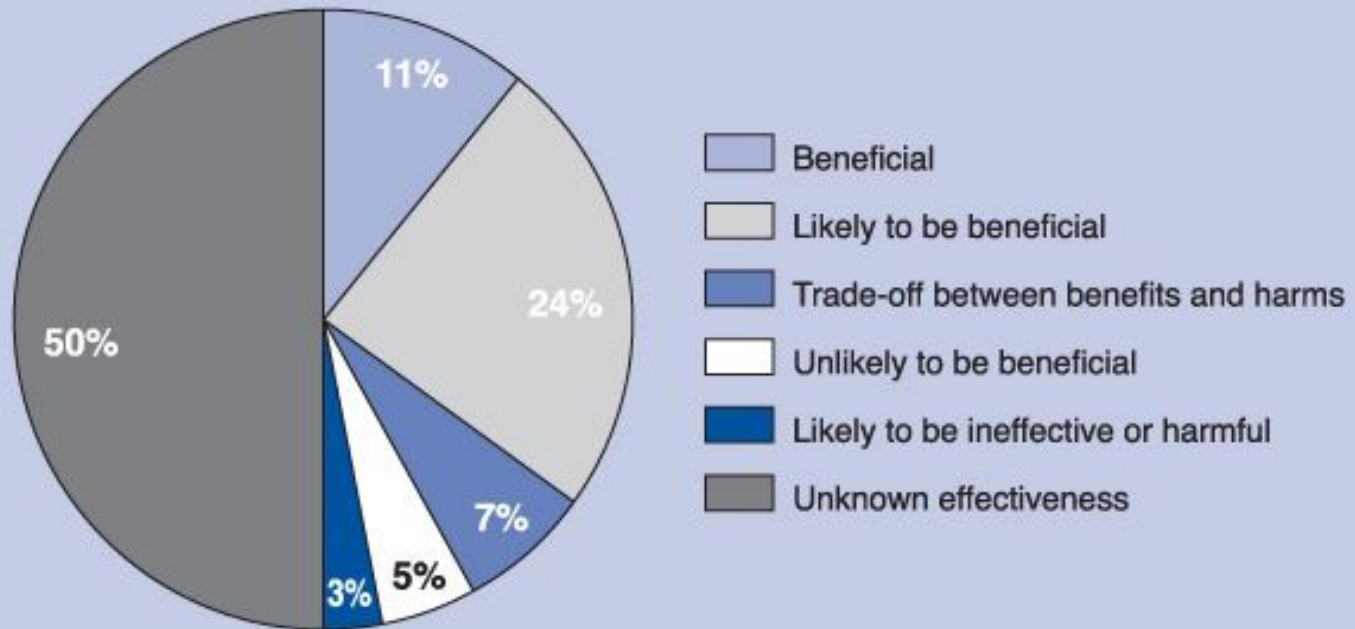
NDs significantly improve preventive services among a significant population of “reluctant” health consumers.

Patients of integrative medicine providers were *more* likely to have regular:

- Pap smears
- Cholesterol testing
- Influenza immunization
- Breast exams

Druss BG, Rosenheck RA. Association between use of unconventional therapies and conventional medical services. **JAMA.** 1999;282(7):651

Conventional Outcomes

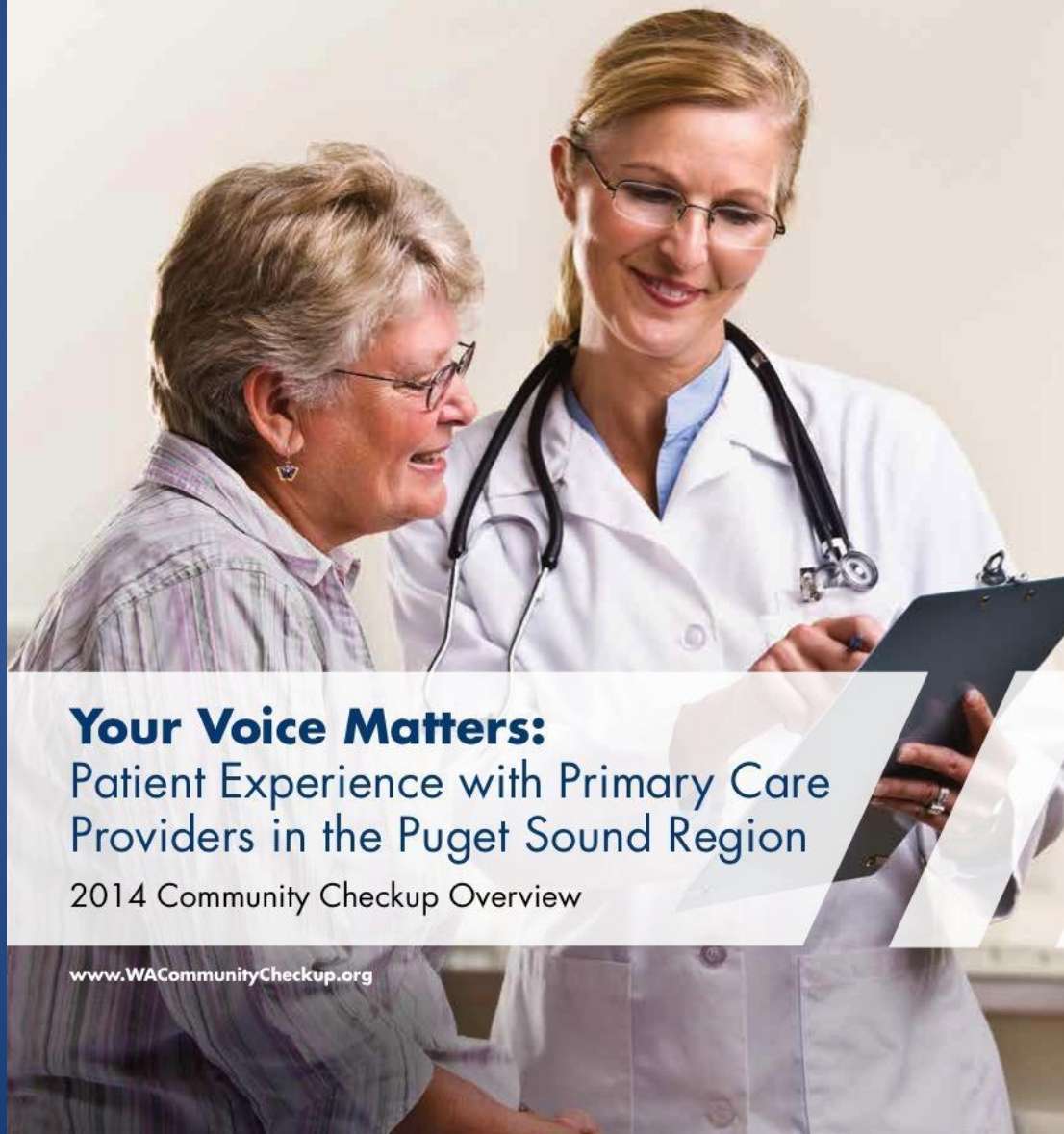


Effectiveness of 3000 treatments as reported in randomised controlled trials selected by Clinical Evidence. This does **not** indicate how often treatments are used in healthcare settings or their effectiveness in individual patients.

<http://www.clinicalevidence.bmj.com/x/set/static/cms/efficacy-categorisations.html>

Achieving the Triple Aim

*How does
naturopathic medicine rate on
Patient Experience?*



Your Voice Matters:
Patient Experience with Primary Care
Providers in the Puget Sound Region
2014 Community Checkup Overview

www.WACommunityCheckup.org

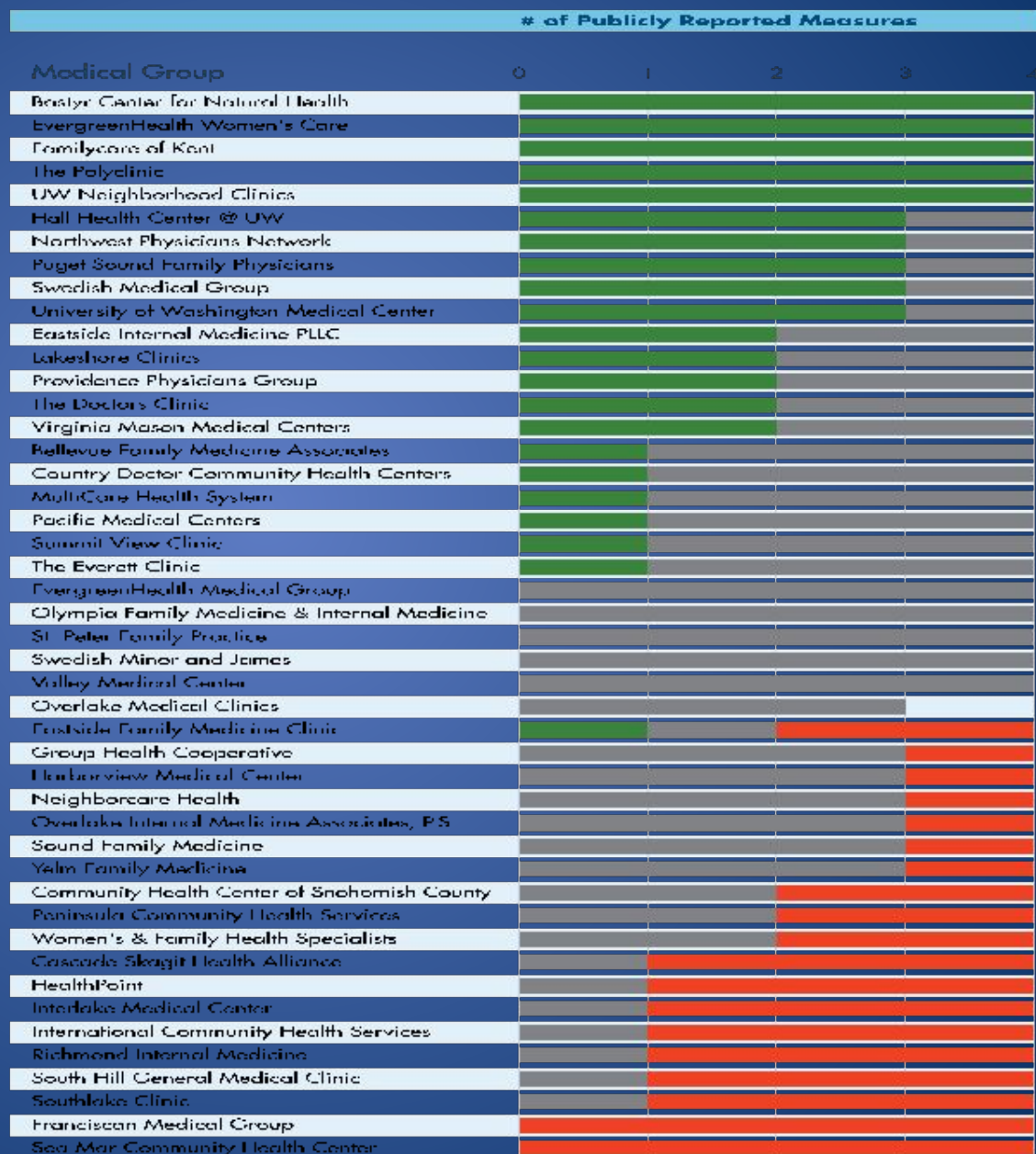
Summary of Medical Group Results

The graph to the right is intended to provide a snapshot of the overall performance on the four measures for the medical groups. It starts with those medical groups that report the highest number of above regional average scores from the patient experience survey. In clusters where multiple medical groups have the same number of above average scores, those groups whose other scores are average are ranked first, in alphabetical order.

2013-2014 Patient Experience – Overview of Medical Group Results

(Source: Washington Health Alliance)

■ Better ■ Average ■ Below



Achieving the Triple Aim Together

*How can insurance companies and
naturopathic doctors partner in
advancing*

*Cost savings, better outcomes, improved
patient experience?*