

# America's Most Valuable Care: An Academic Research Project

## Identifying, measuring and scoring high quality, low cost PCPs

In partnership with a university research center, IMS Health supplied foundational data to identify high-performing physicians and enable a better understanding of high-quality and low-cost care. Our Payer & Provider Solutions Informatics team also served as the analytic partner for sophisticated methodologies on performance measures, composite physician scores, and patient-to-physician attribution.

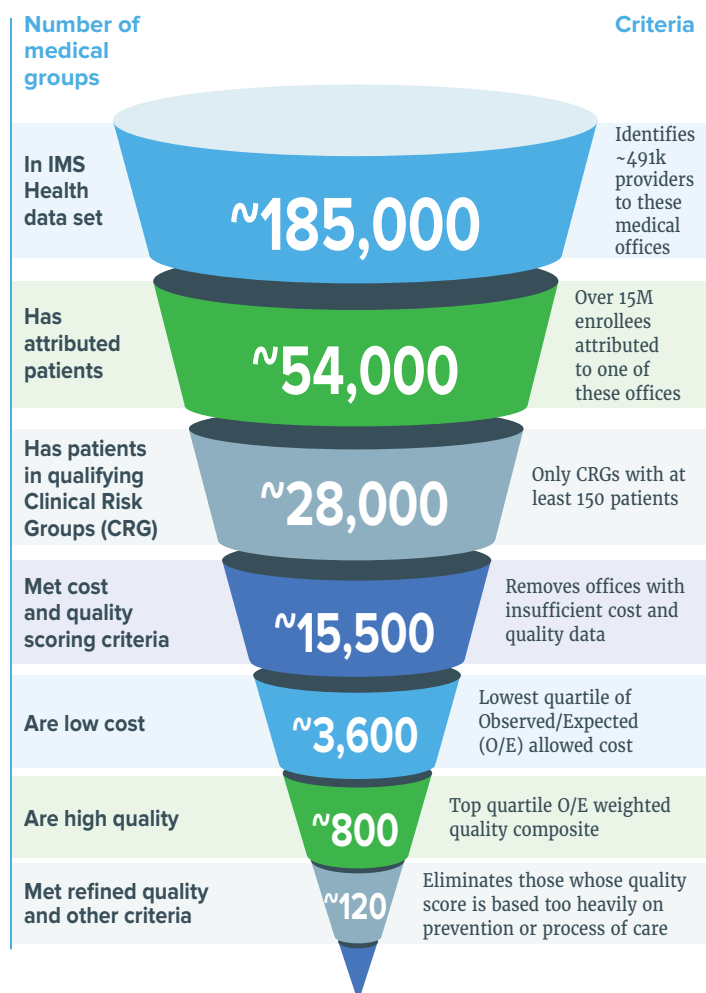
### Client Issue:

- Researchers sought to understand physicians who were using innovative methods to improve care quality and lower costs
- Needed to identify primary care practices/physicians (PCPs) providing value for primary care, hospitals and specialty care delivery
- Wanted to characterize care delivery features unique to these PCPs
- IMS Health chosen as the most comprehensive data provider and a sophisticated expert in measuring physician performance

### Approach/Solution:

- Analysis began with comprehensive provider data assets which include:
  - 5M healthcare professionals
  - 500,000 organizational linkages
  - 2.4M affiliations
- Looked for single- and multi-specialty U.S. physician practices with at least one PCP
- Analysis uncovered 185,000 offices with 490,000 physicians, narrowed to 54,000 select offices with at least one PCP

### IMS Health Data Analysis: Identifying the Right Providers



- Cost data sourced from 50 billion claims and 32 million members to identify 15 million enrollees attributed to PCP offices\*
- Client chose 60+ HEDIS and Medication Treatment Quality measures from IMS Health's extensive Performance Measure Library
- Narrowed to those whose performance landed in top 25% on quality measures
- Eliminated those where annual per capita spending by insurers did not fall into lowest 25%, after adjustments to reflect severity of illness of patients
- Fewer than 5% of roughly 15,000 sites ranked in top quality quartile and bottom cost quartile
- Academic researchers then conducted in-depth site visits

## Results:

- Analysis found total annual health spending significantly lower and quality metrics meaningfully higher for patients cared for by these physicians than for comparable patients cared for by national peers \*\*
- Uncovered considerable diversity among high-performing practices, from independent, PCP-only and multi-specialty practices, to workplace clinics and health centers
- Patients vary widely in age, income, insurance status, and race/ethnicity; locations vary widely, with urban, suburban and rural locations spread geographically
- Final quantitative and qualitative analyses allowed client team to identify 10 features of primary care sites that consistently delivered exceptional value

*\*Data and Analytics supporting the Most Valuable Care project were provided by IMS Health, with partnership support from Health Intelligence Company and 3M Health Information Systems*

*\*\*Specific details withheld pending publication*

## 10 CHARACTERISTICS OF HIGH-VALUE PROVIDERS

1. Always on
2. Conscientious conservation
3. Complaints are gold
4. Responsible in-sourcing
5. Staying close
6. Closing the loop
7. Upshifted staff roles
8. Hived workstations
9. Balanced compensation
10. Investment in people

Nationwide adoption of these features observed could improve quality and lower annual U.S. health spending by as much as \$300 billion, according to the study sponsor.

## About IMS Health

With a proven track record, objective data and disciplined analytics, IMS Health is the most trusted source for healthcare information around the world. We serve nearly 100 health plans and 70 million members, in the U.S. alone, along with countless hospitals and health systems across the country. Delivered via software tools or on a custom basis, we help healthcare stakeholders answer more questions and develop better strategies that transform healthcare for today and tomorrow.

### Learn more

Find out more about how Custom Analytics Services can add support to your organization with healthcare data, analytic services and data expertise, contact IMS Payer & Provider Solutions at **781-685-3052** or visit us at **[www.imshealth.com](http://www.imshealth.com)**

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