FTC Workshop on Clinical Integration in Health Care

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Washington, D.C.

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Intro to Partners Community HealthCare, Inc.

- Partners Community HealthCare, Inc.
- The physician organization of Partners HealthCare, founded by the Massachusetts General and Brigham and Women's Hospitals
- Founded in 1994.
- Approximately 5,500 Physicians in 900 practices.

PCHI's Vision

Working together for better, safer, more cost-effective care

We will achieve our vision by:

- š Taking a leadership role in creating new approaches to delivering, measuring and financing health care in the future

- š Fostering an efficient and satisfying practice environment that allows clinicians to focus their energy and attention on high quality patient care

- š Using technology to support clinical decisions and foster communication and collaboration among clinicians

- š Working with employers and payers to develop payment mechanisms that recognize and reward the quality, efficiency and personalized service delivered by PCHI clinicians

Using Data to Track Performance

Specialist: Richard L. Curtis, M.D.
Specialist DEA No.: AC2959926

Gastroenterology
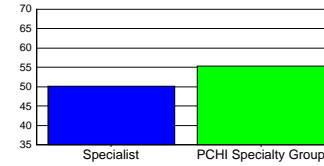**Specialist Pharmacy Utilization Overview**
(Year to Date thru Q1)

Statistics For Current Period

	Specialis	PCHI Specialty Group
Patients With	104	3,096
Number of	351	8,797
Total Cost	$31,945	$704,970
Generic Utilization Rate (%)	50.1	55.3
Avg. Cost Per Script ($)	$91.01	$80.14

Avg. Cost Per Script ($)
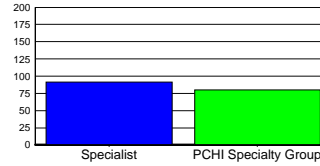
Generic Utilization Rate (%)

Avg. Cost for PPI Agents Prescribed by Gastroenterologists

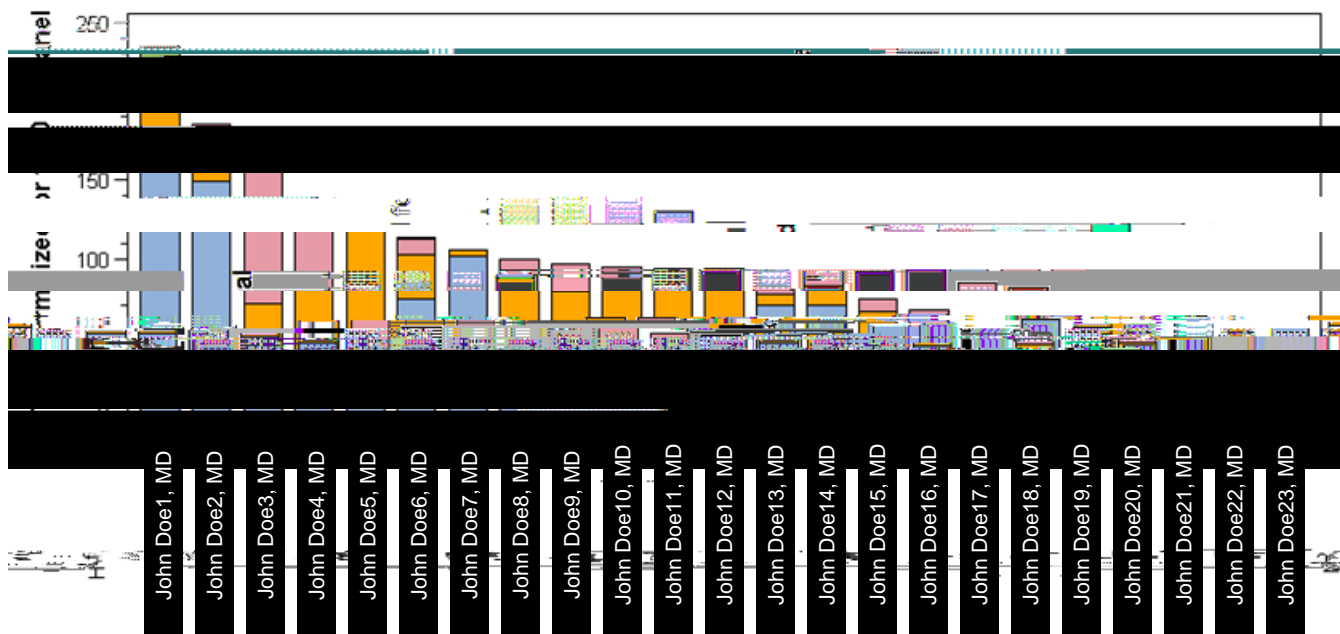(1) OTC OMEPRAZOLE (2) PREVACID (3) OMEPRAZOLE (4) PRILOSEC (5) PROTONIX (6) NEXIUM (7) ACIPHEX (8) PREVACID
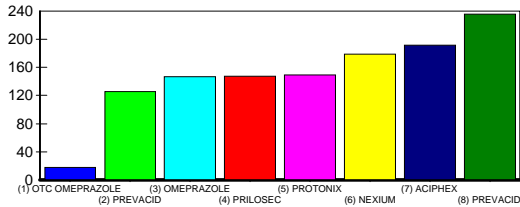
Top 5 Drugs (by Total Cost)

Drug	Class		Cost	Scripts	Avg. Cost Per Script
ASACOL	MISCELLANEOUS GI		$5,501	23	$239.18
OMEPRAZOLE	PPI		$3,396	30	$113.21
LIPITOR	ANTIHYPER0	4NEOUS	GI		

Top 5 Drugs (by Total Scripts)

Making Performance Transparent to Drive Improvement

Practice Variation Report

High Cost Radiology PCP Ordering
October 01 2006 thru September 30 2007
(normalized for 1000 PT Panel) by Modality

CT   MRI   Nuc   OTHER

John Doe1, MD · John Doe2, MD · John Doe3, MD · John Doe4, MD · John Doe5, MD · John Doe6, MD · John Doe7, MD · John Doe8, MD · John Doe9, MD · John Doe10, MD · John Doe11, MD · John Doe12, MD · John Doe13, MD · John Doe14, MD · John Doe15, MD · John Doe16, MD · John Doe17, MD · John Doe18, MD · John Doe19, MD · John Doe20, MD · John Doe21, MD · John Doe22, MD · John Doe23, MD

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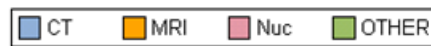
"Carrots and Sticks" Drive EMR Adoption in the Community