Population Health Management as an Integrated Solution

the better
health partnership

SPEAKER

Peter Lozier

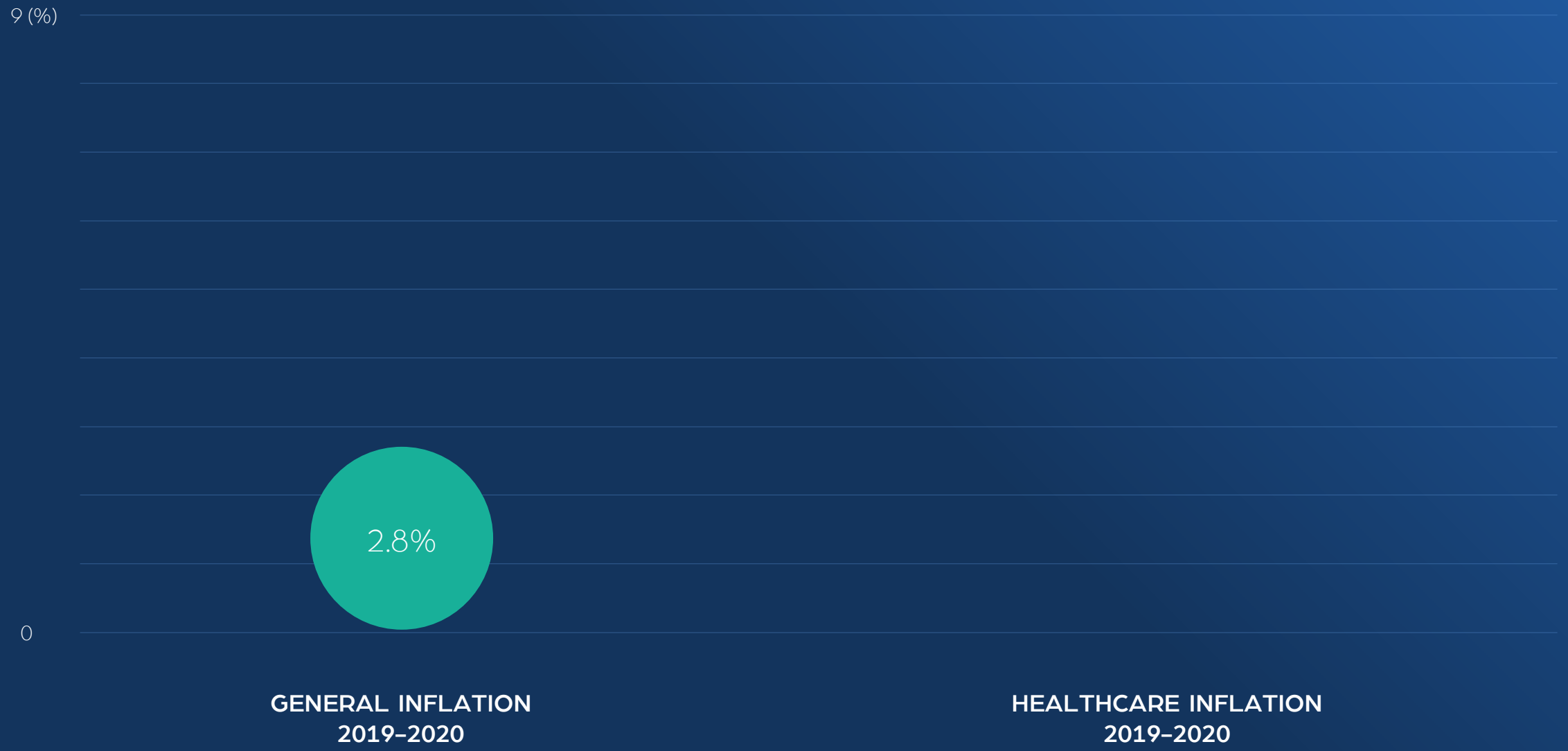
CEO Americas, Argus Group

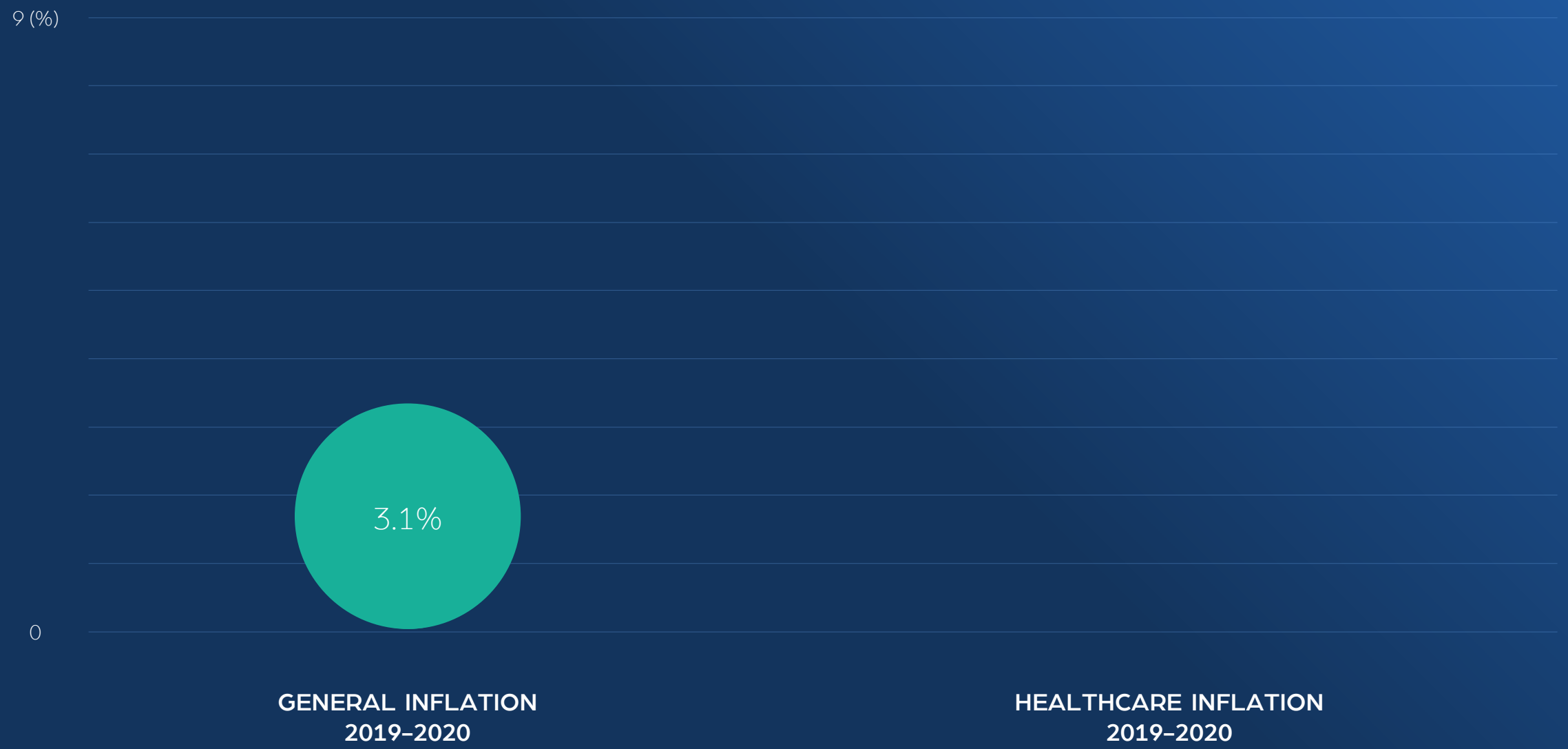
Why are we here

The traditional system of healthcare **isn't working.**

CHALLENGE 1

The cost of Healthcare is growing faster than the Economy can keep up.


9 (%)
0
2.8%
GENERAL INFLATION
2019–2020
HEALTHCARE INFLATION
2019–2020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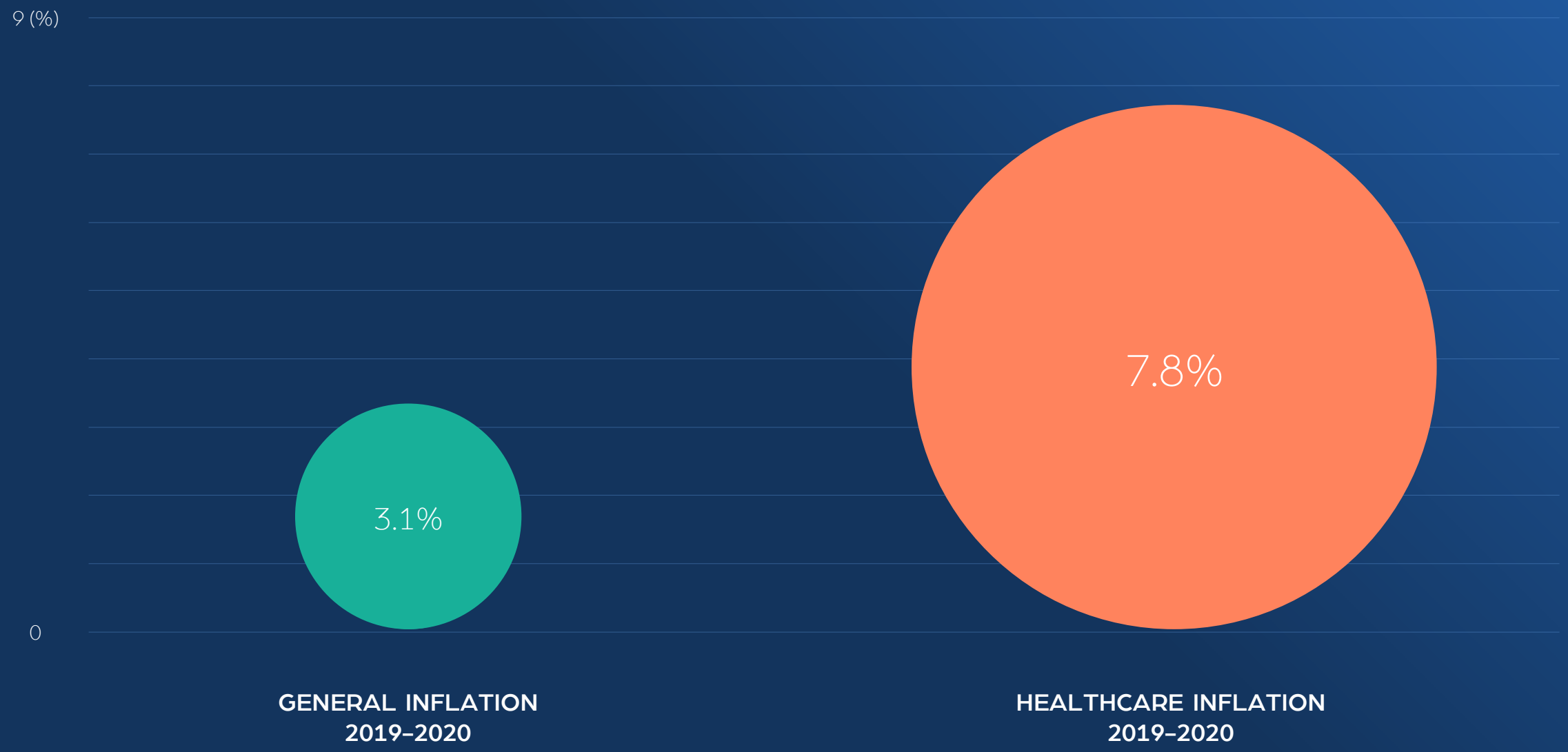
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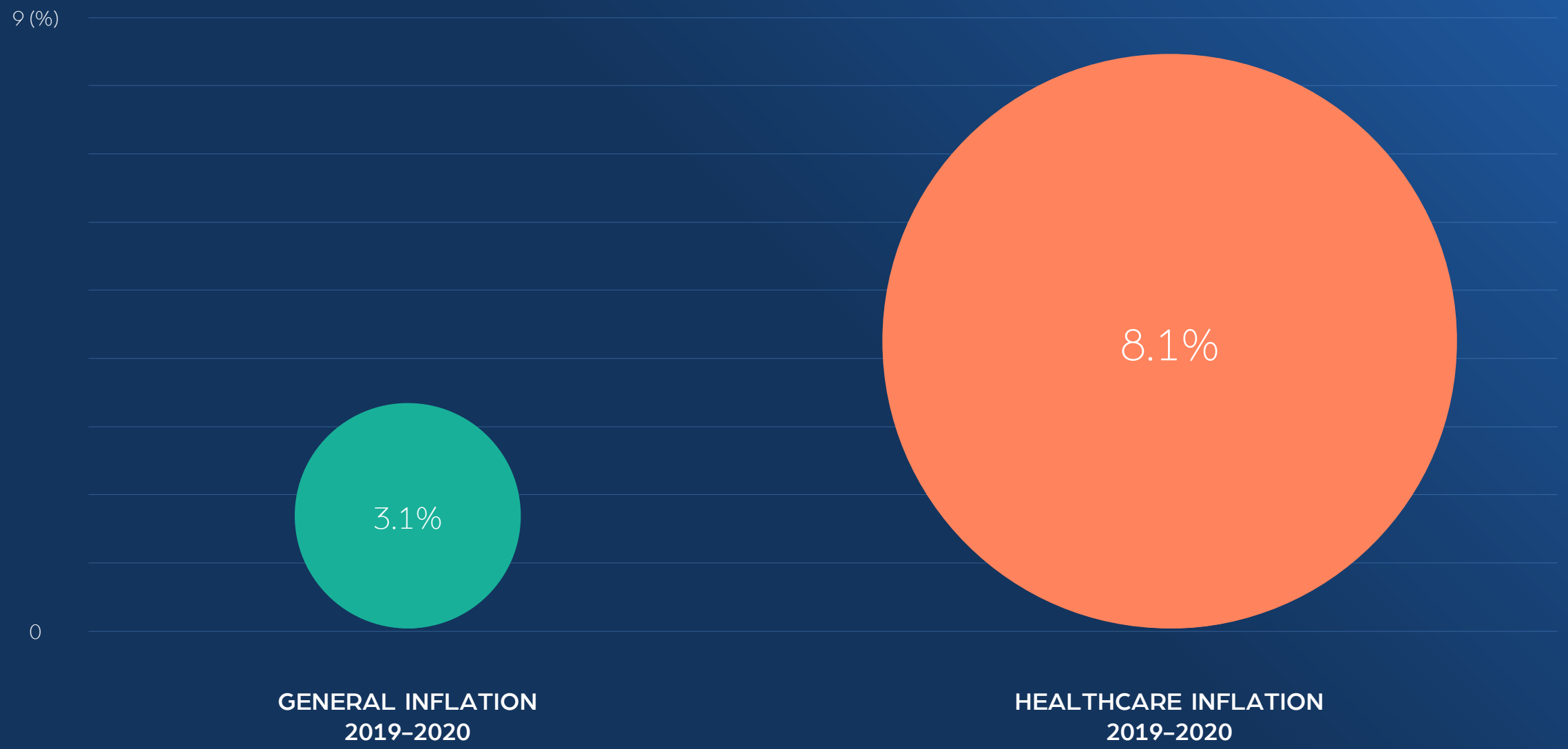
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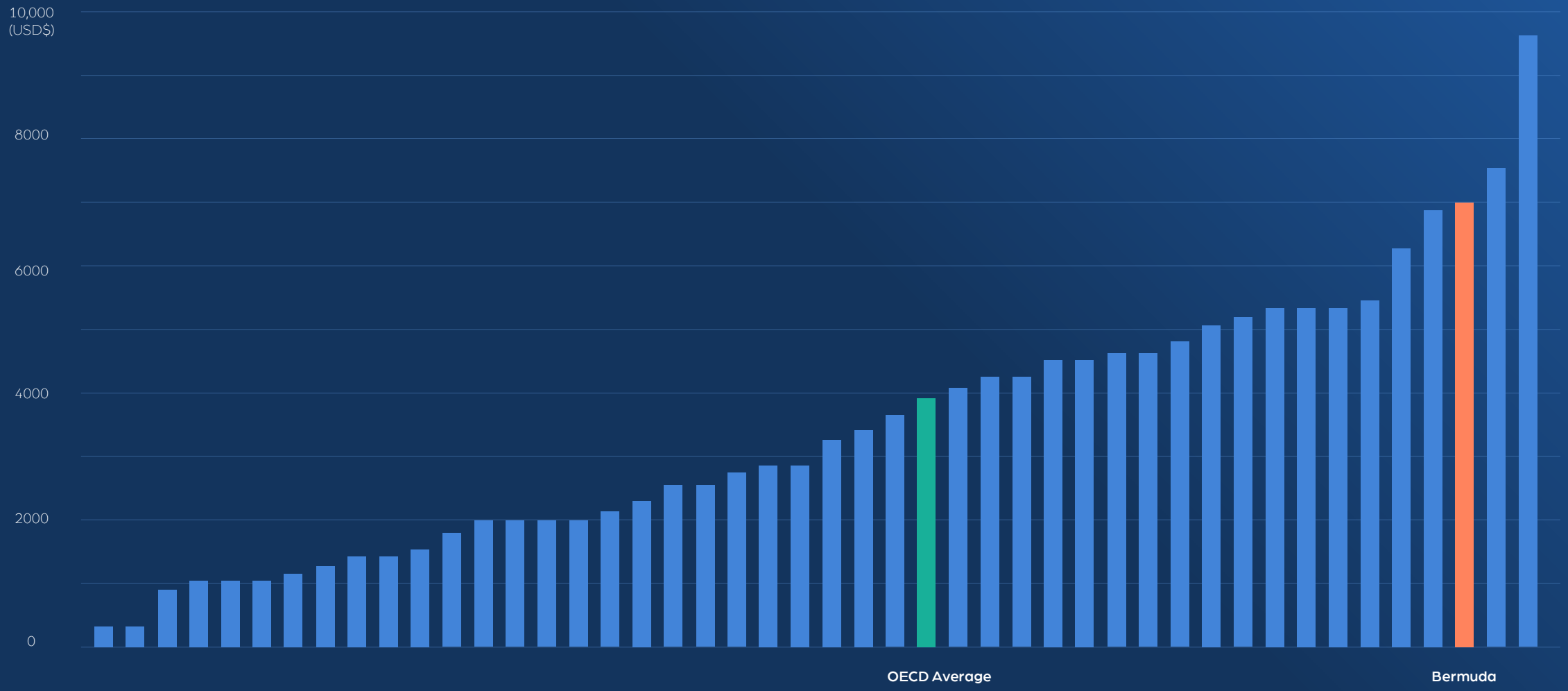
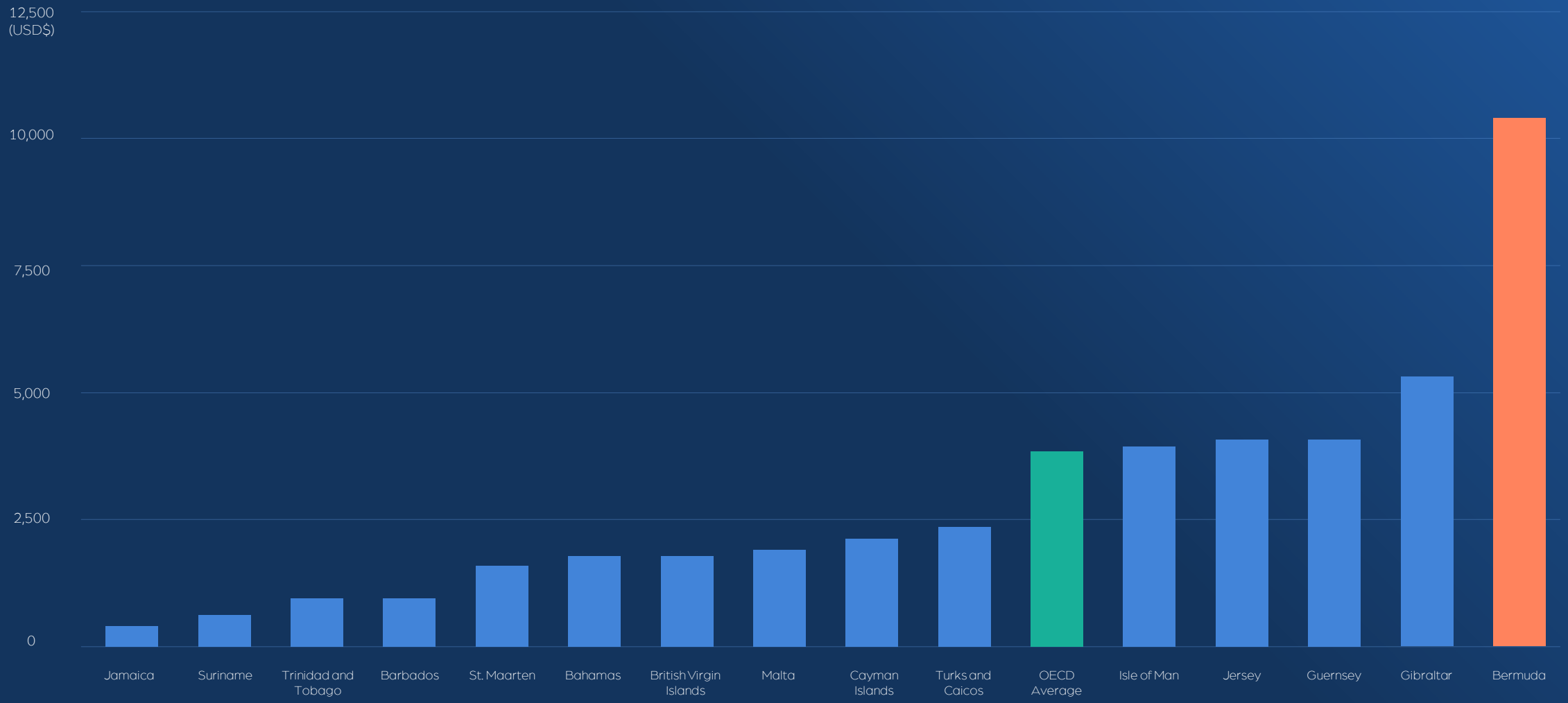
Health expenditure per capita



Health expenditure per capita for Island Nations

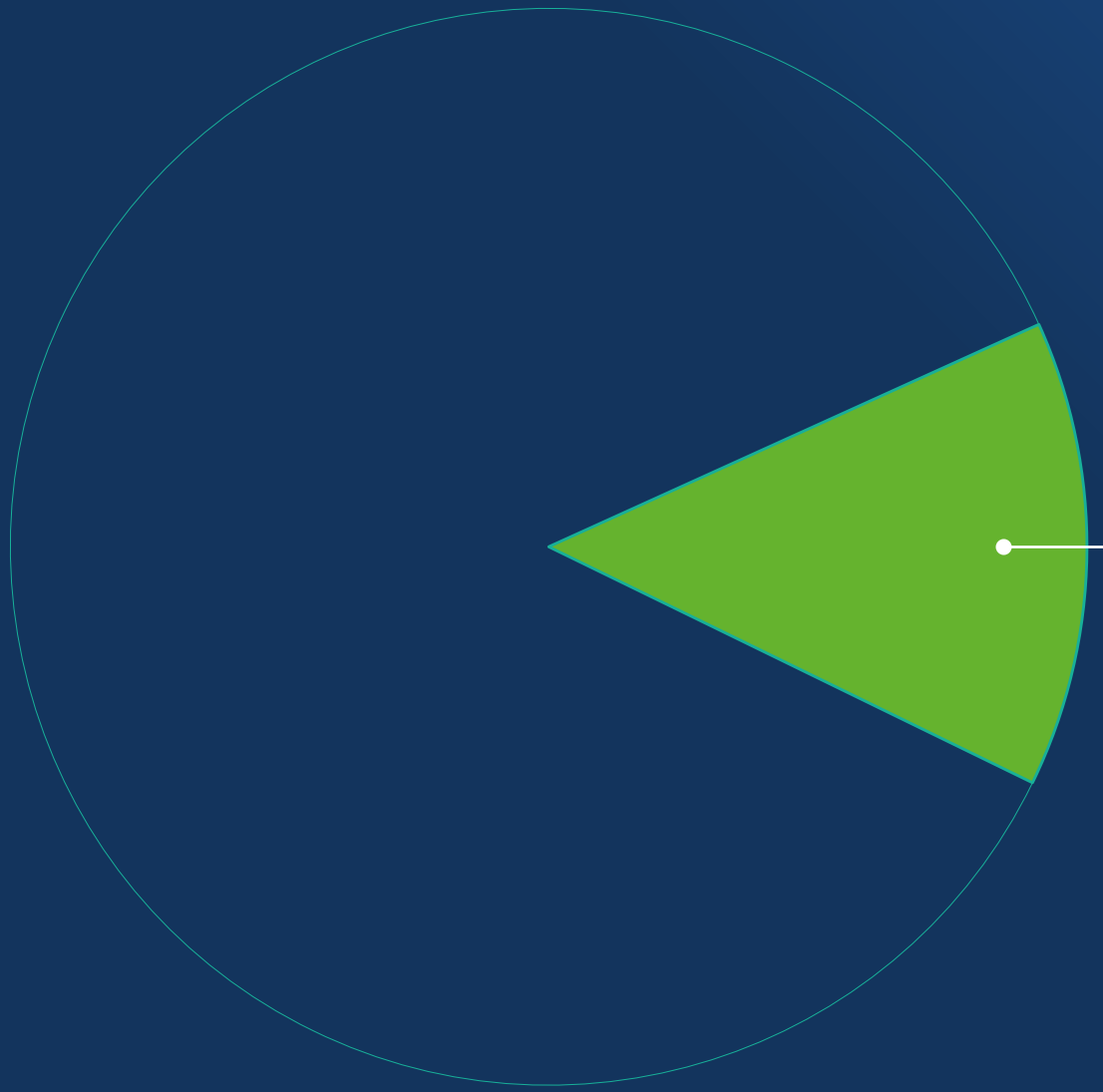


CHALLENGE 2

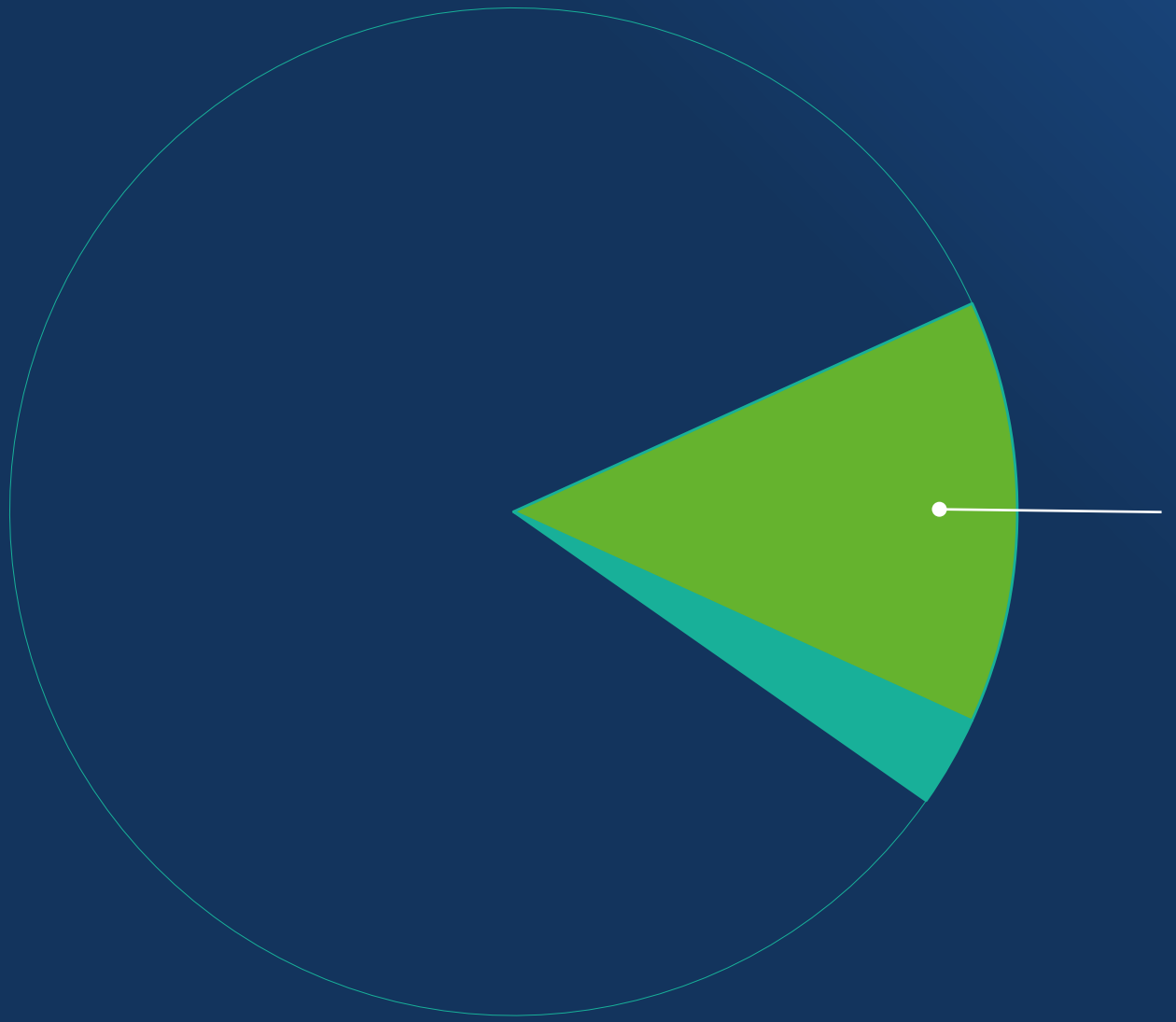
Chronic disease is an epidemic among Island Nations.

Est. **537M** people worldwide have diabetes

It is expected to rise to **578M** by **2030** if trends continue.



14% of population
has diabetes in Bermuda
(~12,000 people)



14% of population has diabetes in Bermuda
(~12,000 people)

Plus **2,500 people** have pre-diabetes*

*Est # of adults with diabetes in North America and the Caribbean, 2021 = 51M (Source: International Diabetes Federation)

CHALLENGE 3

Chronic disease treatment is crushing healthcare funding.

~$130,000

Avg lifetime cost of
treating type 2 diabetes

X

12,000

Diabetic population
of Bermuda

=

$1.56 Billion

THE MAIN PLAYERS

THE MAIN PLAYERS

INSURANCE COMPANY

THE MAIN PLAYERS

INSURANCE COMPANY

OVERSEAS CARE/NETWORK COORDINATORS

THE MAIN PLAYERS

INSURANCE COMPANY

OVERSEAS CARE/NETWORK COORDINATORS

HEALTHCARE PROVIDERS

BOTTOM LINE

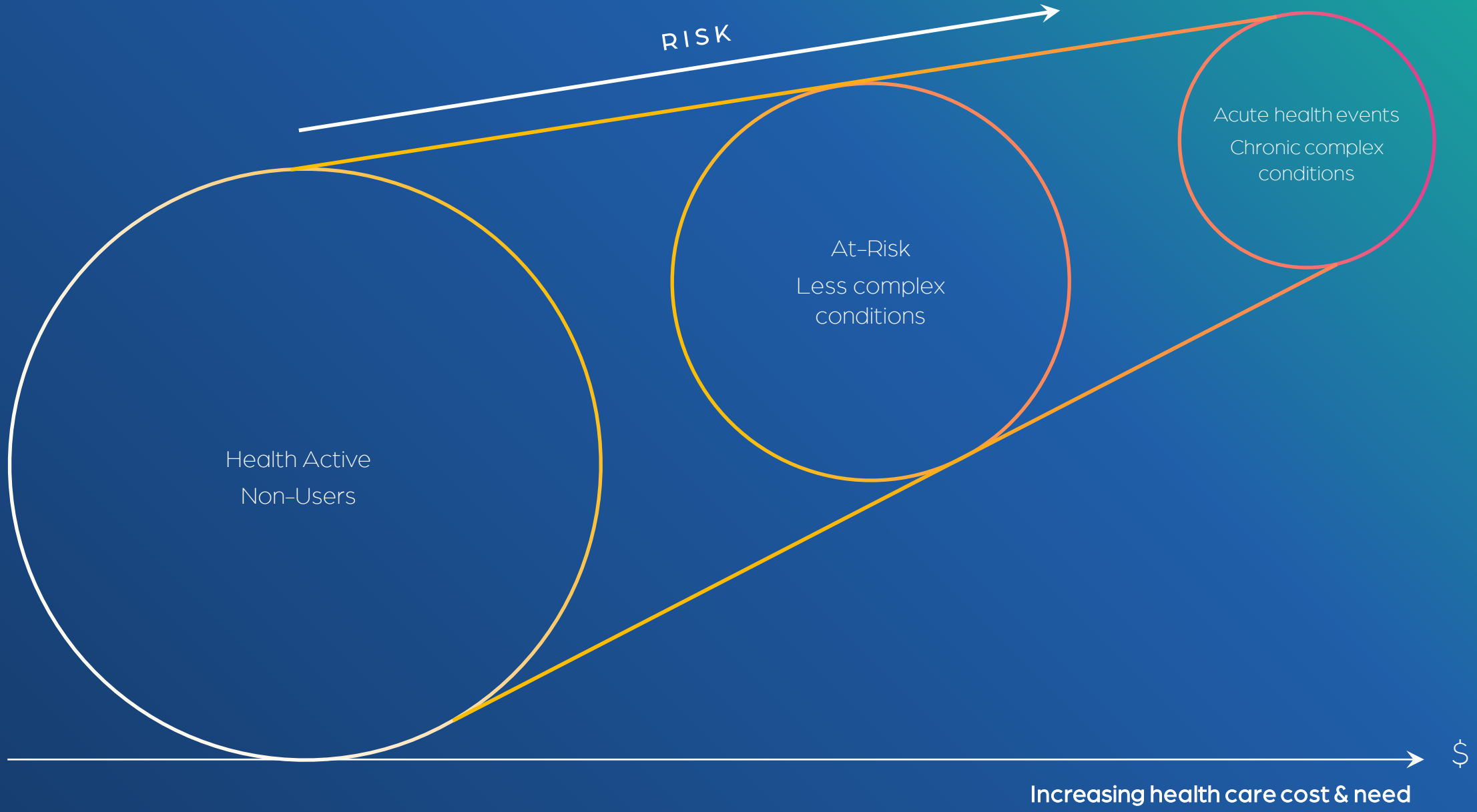
None of these entities have aligned incentives to **solve the root of the problem** or cure disease.

There’s got to be **a better way.**

And here is where we started on **our journey.**

THE MAIN PLAYERS

INSURANCE
COMPANY


RISK
Acute health events
Chronic complex conditions
At-Risk
Less complex conditions
Health Active
Non-Users
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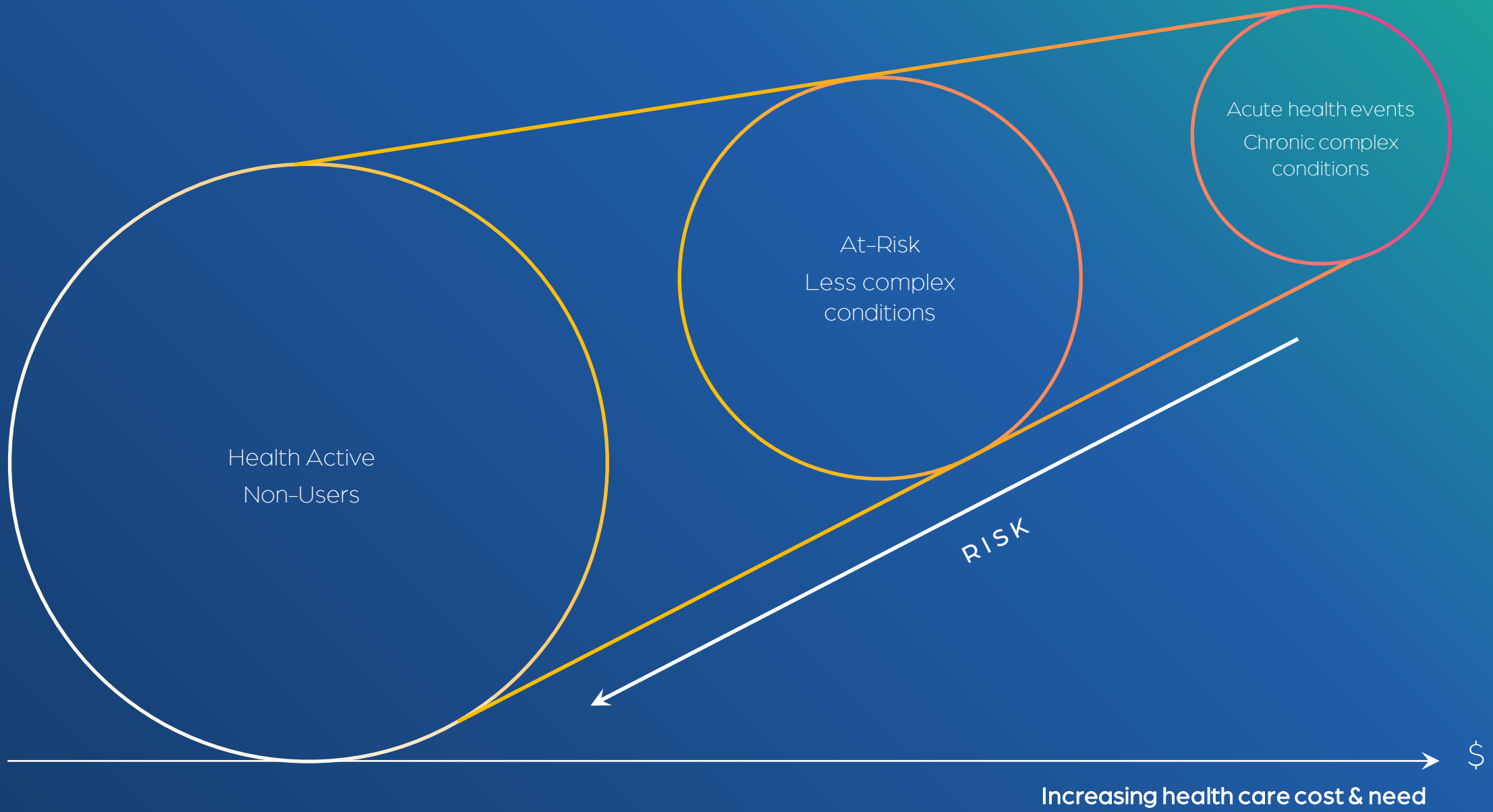
Increasing health care cost & need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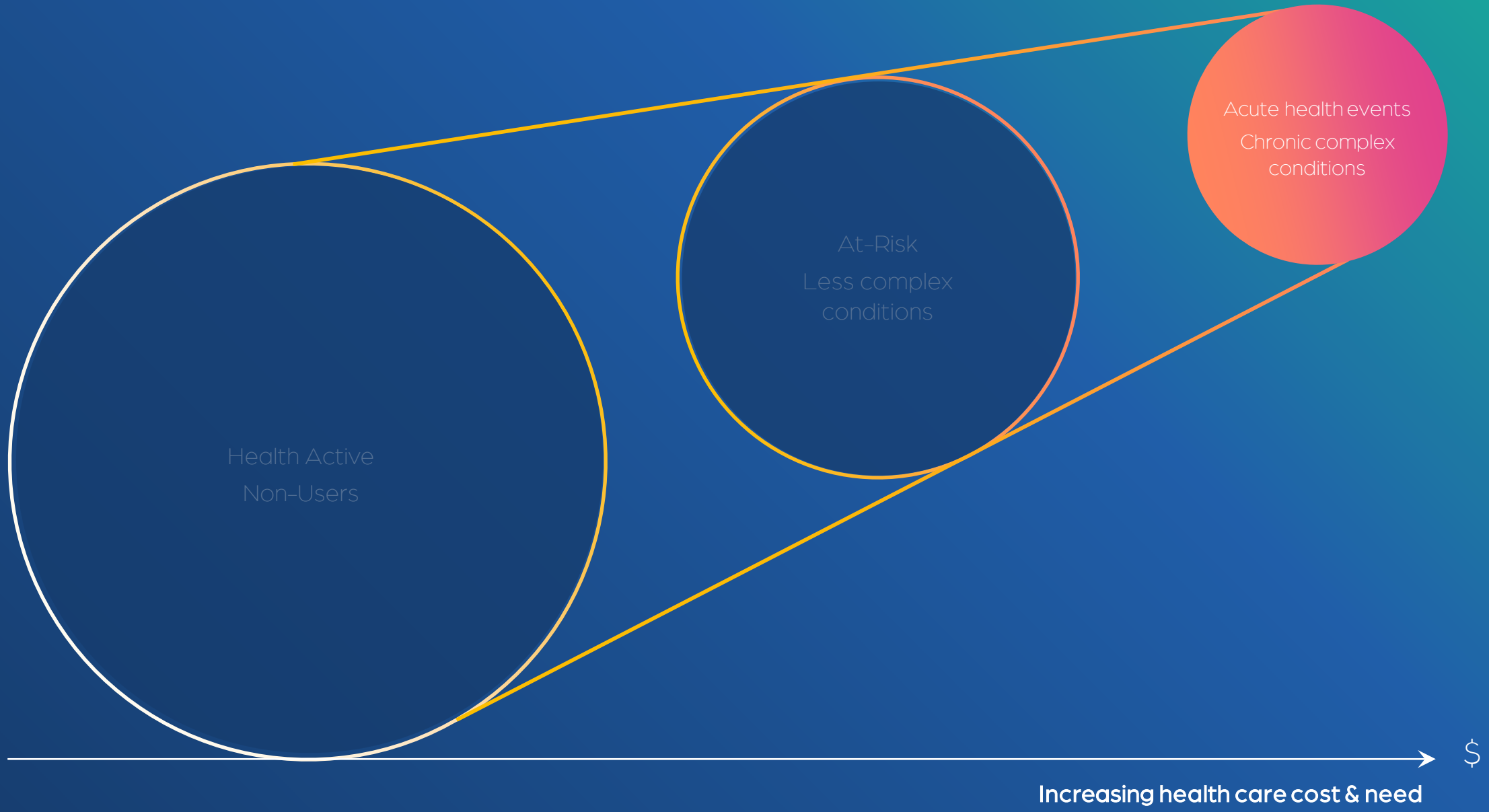
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Local Case Management

Chronic Disease Management

$1.50

Return for every Dollar invested*

*RAND Corporation Workplace Wellness Study. Ratio of Programme costs to health care costs for workplace disease and lifestyle management programmes.

1

Know Your Population

Through a combination of needs assessment results, claims data and predictive modelling, we can determine the health status of your

2

Engage Employees

Each employee's needs are unique – that's why we create customized plans according to their required level of care and direct them

3

Engage Outcomes

To evaluate impact, we will monitor and report on your employees' engagement and health outcomes, enabling us to capitalize on successes

INSURANCE
COMPANY

INSURANCE
COMPANY

OVERSEAS
CARE/NETWORK
COORDINATORS

ONE TEAM HEALTH

More than a TPA

A 360 approach to care management

Incented to reduce claims costs and improve health outcome **not to increase savings**

Incented to **repatriate clinical services back to home country** not do more treatment overseas

Incented to manage risk and **population health** not just to discount sick care

Sharing and Interpreting Data

Look **beyond USA** for Healthcare

Incent them to stop **unnecessary services** from being had in the first place

INSURANCE
COMPANY

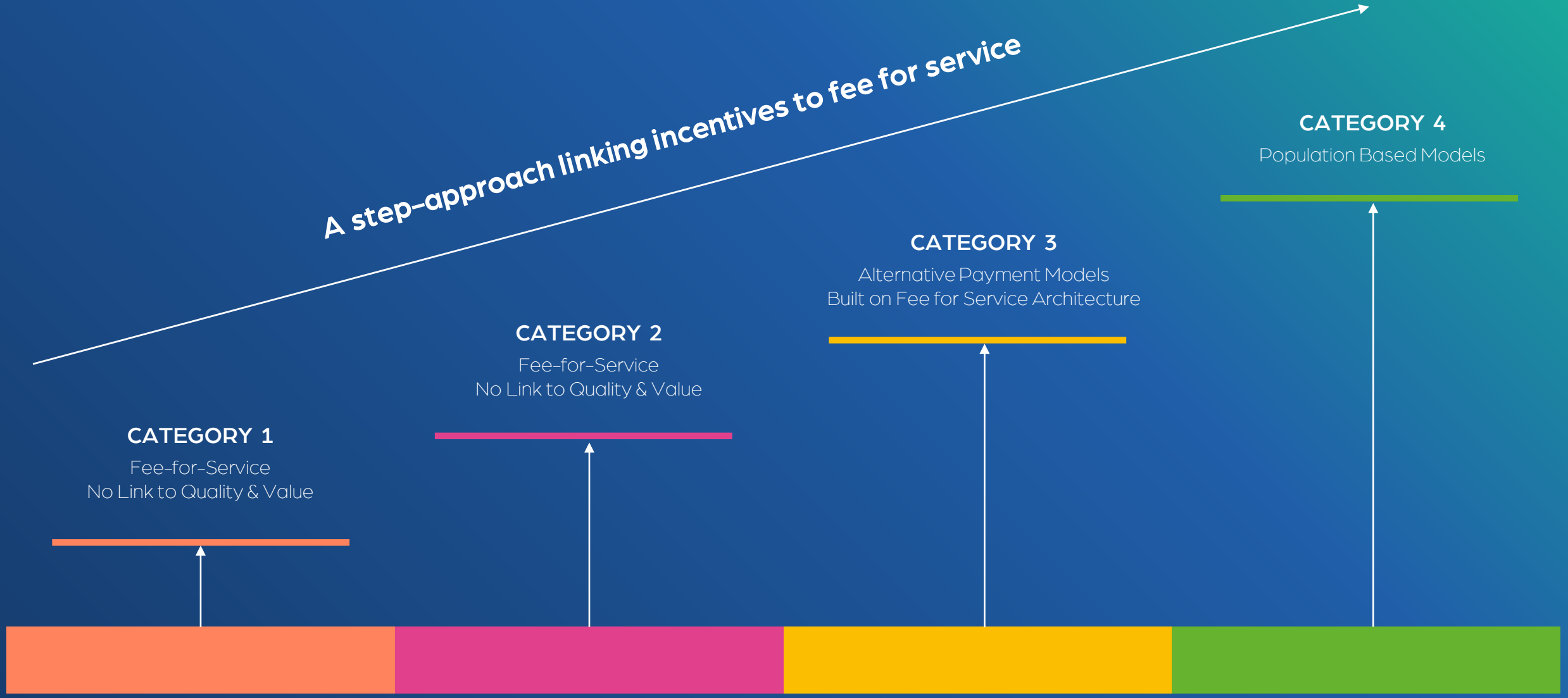
PARTY
ADMINISTRATOR

INSURANCE COMPANY

PARTY ADMINISTRATOR

HEALTHCARE PROVIDERS

A step-approach linking incentives to fee for service



Value Based Care

Diabetes Rewind Program

- ✓ 57 year old female employed full-time in the hospitality industry
- ✓ Past medical history: Type 2 Diabetes with Diabetic Eye Disease, obesity
- ✓ Medications: Two types of insulin
- ✓ Diet: Regular with added sugar
- ✓ Behavior: No regular blood glucose testing
- ✓ Member states fears regarding vision, 'heard about the Thrive program at work'

Diabetes Rewind Program

CARE COORDINATION ACTIVITIES

- Change Readiness Level 1 = overwhelmed, low adherence
- Referrals
  - GP for medication review and HbA1C measurement
  - Bermuda Diabetes Association for education/pharmacy for supplies (reduced co-pay)
  - Ophthalmology
- Ongoing coaching for change readiness

OUTCOMES

- Level 3 (maximum, 4) taking action, building self management skills
- Meal planning and glucose testing daily
- HbAC1 down to 6.6% from 11% (Goal: 5.5%)


Dr. A. Jamieson M.D PhD FRCPG
Endocrinologist

INSURANCE
COMPANY

HEALTHCARE
PROVIDERS

PARTY
ADMINISTRATOR

Create the **Health Ecosystem**
with the **patient at the centre.**

the better
health partnership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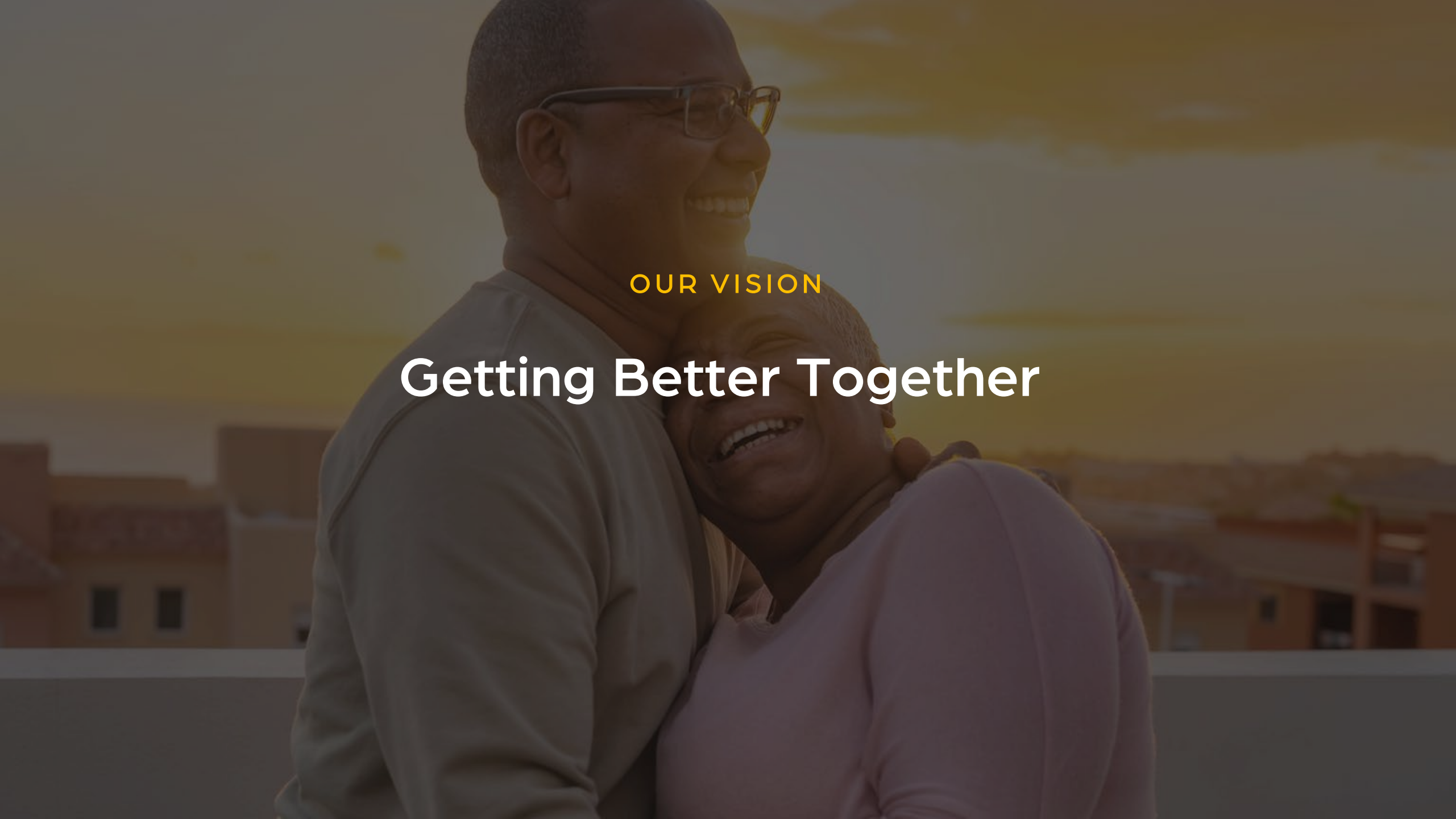

OUR VISION

Getting Better Together

Getting Better Together

This is just the beginning, we are committed to long term positive change

Success can only be achieved by working together in open partnership

Demonstrable improvements to efficiency, effectiveness and outcomes

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health partnership

Thank you.

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