

# Aledade

## Teamwork and Quality: A Winning Combination



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**T**he [2016 results are in](#) and Aledade Accountable Care Organization (ACO) practices saved Medicare more than \$9.3 million! The Aledade West Virginia ACO not only reduced costs 5% below the Medicare benchmark, but also received a shared savings check. In 2015, we brought together a unique group of 11 independent primary care practices that understood the importance of collaborating on improving health. Together, our partner practices have created a strong network that have reduced unnecessary hospital visits and kept patients safely at home, managed high-risk patients through a robust care management program, and provided better coordination of patient care with specialists and other providers in the medical neighborhood. We are very proud of our partner practices' incredible progress and dedication in these key initiatives that have helped improve patient outcomes. "Teamwork and quality are always a winning combination. None of us are as smart as all of us together, and that is why we joined the ACO, said Dr. Jonathan Lilly, a Vice Chair of the West Virginia ACO. "We're so proud of the ACO's work in improving care and reducing costs in West Virginia."

At Aledade, we know the value data offers to primary care physicians (PCPs) in helping them to deliver high-quality, coordinated care. We believed that if doctors receive practice workflow support, technology, and analytics, they are in a better position to deliver the highest-quality care while reducing unnecessary costs. In West Virginia, our physicians get a real time report when their patients show

up at the hospital. With this knowledge they have been able to coordinate with hospital providers and [support patients coming out of post-acute setting](#), reducing hospital readmissions, unnecessary days spent in ERs and the number of days patients spend in skilled nursing facilities. Dr. Ghali Bacha, an ACO member, said, "By joining the ACO and utilizing Aledade's technology and support, our practice has significantly reduced our patients' unnecessary emergency department visits and hospitalizations in 2016. Helping our patients get the right care in the right place at the right time has been a major accomplishment."

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[Aledade equips PCPs](#) with direct practice support and tools to utilize data to deliver high-quality, coordinated care.

Taking data from multiple sources helps doctors keep patients healthier and out of the ER, makes it easier to prioritize their time and their practice's time for patients who benefit the most from programs like Transitional Care Management (TCM), Chronic Care Management (CCM), and Annual Wellness Visits (AWVs).

By implementing care management programs in our practices, both providers and patients have seen [significant benefit](#). In a recent [blog](#), ACO partner physician, Dr. Beckett talked about how improving patient information and care coordination with the local hospitals has made a real difference. He shared a success story about "the patient who previously went to the ED up to twice a week has now

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gone six weeks without returning." While this is only one exceptional example of success, this is fortunately a trend we are seeing across all our West Virginia practices and plan to continue to share future success stories.

As Aledade West Virginia ACO's Medical Director, Dr. Tom Bowden put it, joining the ACO "helped better foster our relationships with patients and other health care providers and helped form that bridge to other doctors and hospitals." And we have done just that. Practices have worked with local specialists in improving communication to make the patient experience as seamless as possible. Kanawha County specialists [have worked closely with our PCPs on referral management](#) to better coordinate and manage patient care. Whether, it's meeting in person to strategize referral processes or getting systems aligned virtually to get real time data on their patients, the dedication to improving care

coordination has driven unnecessary spending down and quality of care up.

In our first performance year, we have established a strong network of providers who have been able to remain independent by driving down costs all the while improving quality of care for their patients. The ACO strives to get every person the right care at the right time in the right place. The proof is in the numbers. 368 fewer West Virginians needed to be admitted to the hospital, 136 of those were readmissions that were prevented by reducing complications. Over 400 West Virginians ended up in their physician office instead of the emergency room. They spent 566 more days at home instead of in a skilled nursing facility and saw their primary care physician 10% more often to help make all this happen. In 2016, the ACO achieved a total savings of \$3,197,252, with shared savings of \$1,566,654. With continued dedication and hard work on ACO initiatives, we are moving in the right direction for bigger and better things this year and the coming year. We are excited for the future of our ACO in helping create a better health care system and better care for West Virginians.