Springfield Psychological

- 100+ multidisciplinary staff:
  - Psychologists, post docs, master level,
  - Psychiatrists, CRNPs
- 15 Locations including 7 OP sites, 8 PCP offices and 1 school
- 2015: 25% growth via acquisition
Healthcare costs: A runaway train
FIGURE 1

MILLIMAN MEDICAL INDEX (MMI)

ANNUAL MEDICAL COST FOR FAMILY OF FOUR

<table>
<thead>
<tr>
<th>Year</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>$19,393</td>
</tr>
<tr>
<td>2012</td>
<td>$20,728</td>
</tr>
<tr>
<td>2013</td>
<td>$22,030</td>
</tr>
<tr>
<td>2014</td>
<td>$23,215</td>
</tr>
<tr>
<td>2015</td>
<td>$24,671</td>
</tr>
</tbody>
</table>
Bending the curve

* Our role in creating a healthier consumer
* Seat at the decision table
  * Use data as evidence
* Partnering with the payer
* Psychologists on par w/ medical
* Shared savings?
Ask the payer!

- About how to improve services
- Develop a program they will want
- Concerns about providers banning together?
  - Not if you are bending the curve
- Incentives and shared savings
  - Outcome measures
  - PCP work
  - Value based contracting
Courting the payer: State Association’s role

- Size & Access
- Data mining
- PCP integration/co-location
- Multidisciplinary with Psychiatry
Aetna Value Based Contracting

* Springfield Psychological--one of 4 practices to pilot it
* By 2017, 75% of monies go through VBC
* Base network vs quality network