

JEREMY NOBEL, MD, MPH

Adjunct Lecturer, Harvard School of Public Health

Medical Director

Northeast Business Group on Health

Critical Success Factors for Purchasing Value in Diabetes Care



Sam Ho, MD, Executive Vice President and Chief Clinical Officer, UnitedHealthcare

Robert H. Groves, Jr., MD, Senior Medical Director, Clinical Performance, Banner Health

Grace Emerson Terrell, MD, Chief Executive Officer and President, Cornerstone Health Care, P.A.



Summary Points

- Labor economics drives the view of self-insured employers
- Fragmentation/lack of focus is a challenge
- Measurement sets are not coordinated
- Behavior change needed from patients as well as providers
- Be aware of negative or unintended consequences

Summary Points

- Increase value by:
 - Changing the clinical model of care
 - Investing in infrastructure
 - Gaining/expanding access to capital



Summary Points

- Model of care must be truly patient-centered
- Consumer engagement tools
- Value-based insurance design
- Practice transformation (process + culture)
- Value-based compensation/incentives



Summary Points

- Knowledge management needed to help providers at point of care
- Improve measure sets
- Bring together disparate economic models
- Invest in innovation at a capital level

