



High-Tech, High-Touch Care: Orion Health and Qualcomm Life Collaborate to Help Improve Chronic Care Management

“By combining Orion Health’s robust data platform with Qualcomm Life’s HealthyCircles™ Platform, we can provide patient data for care plan execution that’s accessible to all stakeholders at any point in the chronic care management process.”

*BG Jones, Vice President of Global Partner Alliances,
Orion Health*

CONTRIBUTING FACTS

Two-thirds of older Americans have multiple chronic conditions.¹

71% of U.S. health care spending goes to treating multiple chronic conditions.²

82% of patients prefer to receive care in the home.³

\$1.3 trillion is the estimated impact of the top seven chronic diseases on the US economy.⁴

OPPORTUNITY

- Current Chronic Care Management (CCM) models are not sustainable and only focus on high acuity patients. New models need to be connected, scalable, and highly personalized to better coordinate care for patients
- As of January 2015, CMS will reimburse for Chronic Care Management under **CPT Code 99490**⁵
 - Average payment of **\$40.39** per patient, per month⁶
 - Total Medicare potential CCM reimbursement in 2015 **\$16.4B**^{7,8,9}
- Providers often don’t have the human resources, systems, or processes to meet all the requirements necessary for reimbursement and to serve this growing at-risk population

EXECUTIVE SUMMARY

Chronic Care Management is one of our nation’s biggest burdens and greatest opportunities. Orion Health and Qualcomm Life are combining core competencies to deliver on the promise of exceptional care through our innovative CCM solutions.

This combined offering, which leverages Qualcomm Life’s HealthyCircles™ Care Coordination and 2net™ Connectivity Platforms combined with Orion Health’s Open Platform that includes the Rhapsody Integration Engine, will deliver intelligent, integrated CCM. This unique solution goes beyond conventional CCM by providing:

- Patient stratification and identification of chronic care patients
- Connectivity and sharing across EMRs and health systems for rich clinical context and a single, longitudinal patient record
- Dynamic care plan and secure permission-based sharing, to power team-based care and accountability
- Integrated near real-time remote monitoring of biometrics and symptoms

Together, Orion Health and Qualcomm Life’s experience and solutions uniquely qualify the organizations to deploy at scale and solve the security and interoperability challenges that have been plaguing remote chronic care for decades. This innovative solution will enable patients to be proactively managed with the goal of preventing acute care episodes, and improve clinical and financial outcomes for all stakeholders.

“Orion Health is excited to deliver the integrated Chronic Care Management solution with Qualcomm Life to our customers who manage tens of millions of patients across the United States. This offering enables our broad network of customers to effectively manage their patients and receive reimbursement from CMS’ CPT 99490 for Medicare CCM services.”

*Vice President of Global Partner Alliances,
Orion Health*

“Qualcomm Life is the ideal collaborator for this venture. For over 30 years, they have been creating the technology building blocks for a global connected health industry.”

Dr. Chris Hobson, MD MBA, Chief Medical Officer, Orion Health

Orion Health is a global population health management company that develops innovative solutions for health care organizations around the world. Built on next-generation technology, its solutions integrate with Electronic Medical Records (EMRs), Payor and Patient reported data to enable highly personalized and efficient care of patients.

The Orion Health and Qualcomm Life collaboration aims to improve the care and management of at-risk poly-chronic patients, especially those under government-funded plans like Medicare. The organizations are creating a new standard for connected, informed Chronic Care Management by providing health systems with richer, more liquid data.

In January 2015, CMS introduced for the first time a new reimbursement code for CCM to address the need for ongoing care of chronic patients. One of the requirements of the new CCM code is the exchange of information through a certified EMR, and Orion Health does this better than anyone. Orion Health can integrate EMR data with information from HealthyCircles™, so that providers and case managers can have a more complete picture of one patient—or an entire patient population.

“This combined vision helps providers and health systems move toward a high-tech, high-touch, wellness-focused care model that functions optimally, regardless of care setting,” Jones states.

“The solution will integrate existing patient data, medical history and near real-time biometrics and symptom tracking providing rich clinical context that will help improve outcomes and inform population health management,” Jones adds.

In the aggregate, the ability to interface data through Orion Health’s Rhapsody Integration Engine and manage data by exception through HealthyCircles will help case managers take on an increased patient volume without concurrent increases in workflow.

For the patient, it will help improve self-management by simplifying chronic care regimens and organizes care and interactions through a single patient portal. The combined solution will provide instant feedback and chart progress to keep

them motivated and on-track. This enhanced level of connectivity will engage patients by improving communication between patients, their families and their care team.

The combined capabilities of Orion Health’s reach and EMR integration, along with Qualcomm’s Life industry-leading interoperability and exception management, will establish a new standard of care and start bending the cost curve in chronic care management.

RESULTS

Both Orion Health and Qualcomm Life expect transformational changes and enhanced care from this collaboration. Specifically, they expect to:

- Reduce unnecessary hospitalizations or readmissions
- Migrate a large percentage of the polychronic Medicare population from “sick care” to health care
- Enhance care efficiency, enabling more frequent care at a fraction of the cost
- Enable the delivery of more personalized care that will activate patients to engage in their own self-care

Learn more about how Qualcomm Life mobilizes health care through continuous care and informed interventions. Visit qualcomm.life.

Learn more about how Orion Health is redefining health care management. Visit orionhealth.com.

¹Centers for Disease Control and Prevention. The State of Aging and Health in America 2013. Atlanta, GA: Centers for Disease Control and Prevention, US Dept of Health and Human Services; 2013.

²Analysis of 2010 Medical Expenditure Panel Survey Data. (2013) Abt Associates | Anderson G. Chronic Care: Making the Case for Ongoing Care. (2010).

³Hine, Nicolas A.; Martin, Christopher J.; Newell, Alan F.; Arnott, John L. Advances in home care technologies: results of the MATCH project. ed. / Kenneth J. Turner. Vol. 31 Amsterdam : IOS Press, 2012. p. 162-182 (Assistive technology research series; Vol. 31).

⁴Chatterjee A, Kubendran S, King J, DeVol R. Checkup Time: Chronic Disease and Wellness in America. Milken Institute, January 29, 2014. URL: <http://www.milkeninstitute.org/pdf/Checkup-Time-Chronic-Disease-and-Wellness-in-America.pdf>

⁵<http://www.cms.gov/Outreach-and-Education/Outreach/NPC/National-Provider-Calls-and-Events-Items/2015-02-18-Chronic-Care-Management-new.html>

⁶CMS.gov Fact Sheet: Policy and payment changes to the Medicare Physician Fee Schedule for 2015. October 31, 2014.

⁷CMS.gov - 2012 Total Number of Medicare Beneficiaries

⁸CMS.gov - Country Level Multiple Chronic Conditions (MCC) Table: 2012 Prevalence, National Average

⁹CMS.gov - CY 2015 Medicare Physician Fee Schedule Final Rule