



Our Commitment to Patients Takes Commitment from Health Plans

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As a nation, health care affordability is reaching a crisis point for patients, and it's also putting doctors, hospitals, and health systems under immense financial pressure. But what's setting TriHealth apart is how we're responding. For the last few years, TriHealth has partnered with the Business Courier through [podcasts and regular guest columns](#) to share how we are working to transform our nation's broken health care system. And we are doing this by focusing on what works, and investing in a model of care aimed at improving health and making care more affordable, where hospitals and doctors are accountable and rewarded for improving outcomes, not just delivering episodes of care.

Surprisingly, only about 10% of health systems nationwide are prioritizing value—meaning improved health outcomes and greater affordability – over just volume. And TriHealth is proudly leading the way, from right here in Cincinnati, by delivering the right care in the right way in the right place to produce the best clinical outcomes at the right cost. And that's Getting Health Care Right!

The idea is simple in theory, but rare and powerful in practice. Instead of being reimbursed strictly by the number of patients we see, we want to be reimbursed for how well we take care of patients and their total cost of care. This is done through disease prevention, early detection, better care coordination, shifting more to cost-effective outpatient settings, including the home setting, and getting patients more involved in their health care journeys. TriHealth's total cost of caring for a patient is 12-15% below the average in Ohio, and as a result, we're saving the community and employers \$100M+ on health care spending annually – *with improved health outcomes* when compared to the typical or average health system. Here's how:

- Access to TriHealth's primary care network, regular well visits, and wraparound services like care management and navigation, reduces emergency room and inpatient (hospital) use, shifting care to lower-cost sites of care, such as physician offices, ambulatory centers, and yes, even patient homes.
- Early detection drives cost savings: with breast and colon cancer screening rates above the state's 95th percentile. Translated, this means TriHealth screened nearly 20,000 more women for breast cancer and almost 38,000 more adults for colorectal cancer than the average health system. And through those rigorous screening efforts, we estimate that more than 1,000 additional lives were saved over the past year alone.



Today, TriHealth is involved in managing the health of nearly 600,000 community members – about 30% of Tri-State area residents. That’s a significant number, but we can achieve even greater impact if more health insurers join us in keeping this population health model of care viable. Many major health plans and even Medicare partner with us in this way, and now we’re asking UnitedHealthcare to join us too and do the same.

“Getting Health Care Right” means doing what is right for every patient we serve... always. And we will continue to do just that. But a truly effective population health model requires meaningful investments in care management, proactive versus reactive care models, patient engagement, and advanced analytics, and for health plans to share our values of prioritizing health and wellness over profits.

Ultimately, we are all health care consumers who want better care, better health, and better value. At TriHealth, we’re calling on health plans, which operate at the intersection of care, cost, and coverage, to join us in making this triple aim sustainable and growing.