Benefits of Performance Improvement

The McKesson Enterprise Intelligence Pay for Performance Initiative is an enterprise solution that enables hospitals to maximize revenue under the evolving Value-Based Purchasing legislation. With this solution, hospitals can:

– Forecast revenue streams for strategic planning
– Identify and evaluate performance improvement opportunities
– Embed improvement into the care process
– Provide real-time alerts to staff, identifying potential problems before they occur
– Understand the root cause of problems with timely performance data provided at the patient level
– Set achievable performance goals based on internal peer performance and national benchmark levels

America’s hospitals and healthcare providers are facing historic and far-reaching changes in Medicare reimbursement and financial incentives. Under the Hospital Value-Based Purchasing Initiative, the Centers for Medicare & Medicaid Services (CMS) will reward hospitals that provide high-quality care for their patients — and penalize those that don’t.

Identify and Minimize Your Financial Risk

Featuring pre-built metrics, visualization tools, predictive modeling and guided analytics specifically focused on managing emerging payment models, the McKesson Enterprise Intelligence™ Pay for Performance Initiative enables providers to identify and correct processes that pose the greatest financial risk to their organization.

Utilizing the power of McKesson Enterprise Intelligence™, the Pay for Performance Initiative helps organizations quantify the financial impact of their performance using interactive modeling tools and guided analytics. Interactive modeling tools provide “what if” scenarios to evaluate the revenue impact of specific improvements. Real-time visibility promotes immediate action to address areas of concern. Business advisor services round out the offering, providing invaluable consulting services.

Forecast Revenues and Predict Outcomes

Rather than focusing on potential revenue loss, McKesson’s interactive predictive modeling solution allows hospitals to understand precisely how much revenue they could earn by improving incremental performance. Stakeholders can easily explore current performance data to investigate trends and patterns of care associated with specific units, clinical conditions, patient location, staff, etc. Our team of business advisors provide a comprehensive review of your organization’s performance opportunities and teach your staff how to effectively use the content to optimize your reimbursement.

Address Concerns Immediately with Real-Time Alerts

The Pay for Performance Initiative includes embedded workflow icons in the McKesson Performance Visibility™ enterprise surveillance solution to provide real-time alerts around core measure and Hospital Consumer Assessment of Healthcare Providers and Systems (HCAHPS) performance. These alerts help your management and staff address potential problems or concerns with quality and patient experience before the patient leaves the hospital. Your organization can selectively activate these alerts around its specific problem areas.

Make Strategic Decisions with Performance Benchmarks

The Pay for Performance Initiative integrates clinical, financial and
Freely Explore Data to Uncover Performance Opportunities

Using interactive intelligence, the Pay for Performance Initiative provides a visual, real-time experience and details on demand with your performance data. Instead of rifling through reports, analysts can explore data through strategic use of colors, visual displays and individualized workflow. Guided analyses provide a logical workflow to understand the drivers of performance variance and identify factors that influence improvement (see screen shot above).

What is the Hospital Value-Based Purchasing Program?

Under the Hospital Value-Based Purchasing Program, the Centers for Medicare & Medicaid Services will pay healthcare providers for inpatient services based on the quality of care and not just the quantity of services provided.

How does the program work? Initially, 1% of each hospital’s Medicare payments – which will rise to 2% in the next five years – will be withheld and placed in a common fund. The funds will be disproportionately redistributed to high-performing hospitals. To receive funds, providers must demonstrate they are meeting quality, safety, and patient satisfaction and efficiency thresholds.

While this system poses risk for organizations that fail to meet performance standards, it creates a significant bonus fund to reward high performing hospitals. The challenge for healthcare leaders is to proactively manage quality and patient experience to gain the highest possible reimbursement.

Contact McKesson Today

To learn more about how McKesson Enterprise Intelligence Pay for Performance Initiative helps hospitals and providers focus on the patient while meeting regulatory requirements, contact your account executive or visit www.mckesson.com/enterprisemc.