Better Care at Lower Costs

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Patient Story: Miguel

Medical Diagnoses:
- Hepatitis C
- Congestive Heart Failure
- Hypertension

Social Indicators:
- Unemployed/no income
- Homeless
- Social isolation
- Active drug use

Hospital Utilization in 9 months prior to enrollment:
- 3 emergency visits
- 7 inpatient stays
- 61 days in the hospital
Miguel’s Outcomes

Reduced Hospital Utilization

9 months Pre-Enrollment (9/2012-6/2013)
- $120,000
- $100,000
- $80,000
- $60,000
- $40,000
- $20,000
- $0

9 months Post-Enrollment (6/2013-3/2014)
- $0
- $3,955

Before: $112,583
- 3 ED Visits
- 7 Inpatient Stays
- 61 days in the hospital

After: $3,955
- 0 ED Visits
- 1 Inpatient Stay
- 3 days in the hospital
Our theoretical frame
It’s complex but there are solutions
Our Beginnings

You are cordially invited to the first

Camden City Healthcare Providers’ Breakfast

Join fellow clinicians to get acquainted, and to share strategies, resources, and ideas on providing health care to Camden City residents.

Thursday, January 24, 2002
7:30 – 9:00 am
Potentially Avoidable Hospitalizations

<table>
<thead>
<tr>
<th>Diagnosis</th>
<th>Patients</th>
<th>Visits</th>
<th>% of Visits</th>
<th>Receipts</th>
</tr>
</thead>
<tbody>
<tr>
<td>Upper respiratory infections (head colds)</td>
<td>4,092</td>
<td>4,858</td>
<td>16.3%</td>
<td>$1,456,464</td>
</tr>
<tr>
<td>Sprains and strains</td>
<td>2,980</td>
<td>3,295</td>
<td>11.1%</td>
<td>$1,159,452</td>
</tr>
<tr>
<td>Contusions</td>
<td>2,561</td>
<td>2,786</td>
<td>9.4%</td>
<td>$837,132</td>
</tr>
<tr>
<td>Abdominal pain</td>
<td>1,986</td>
<td>2,318</td>
<td>7.8%</td>
<td>$926,239</td>
</tr>
<tr>
<td>Skin and subcutaneous tissue infections</td>
<td>1,717</td>
<td>2,213</td>
<td>7.4%</td>
<td>$673,115</td>
</tr>
<tr>
<td>Urinary tract infection</td>
<td>1,892</td>
<td>2,182</td>
<td>7.3%</td>
<td>$720,050</td>
</tr>
<tr>
<td>Back pain</td>
<td>1,484</td>
<td>1,735</td>
<td>5.8%</td>
<td>$517,997</td>
</tr>
<tr>
<td>Asthma</td>
<td>1,058</td>
<td>1,580</td>
<td>5.3%</td>
<td>$675,230</td>
</tr>
<tr>
<td><strong>TOTALS</strong></td>
<td><strong>65,992</strong></td>
<td></td>
<td></td>
<td><strong>$29 million</strong></td>
</tr>
</tbody>
</table>

Spatial Analysis of Camden Hospital Costs

Several buildings (e.g.) annually generate $1-$3 million in hospital costs. 6% of city blocks account for 18% of patients and 37% of receipts.


§ 4 of 4: How does the Camden Coalition hotspot?
Engagement & Redesign
The Innovation Hub

The Movement

Where we are today

The Field