

Physician-led ACO estimated to save more than \$2 million in six months with Lightbeam Health Solutions

Texoma ACO, located in Wichita Falls, Texas, is a 45-provider accountable care organization (ACO) that was formed by leadership and providers from Clinics of North Texas (CNT). After forming in 2011 to participate in the Medicare Shared Savings Program (MSSP), Texoma ACO was accepted in July 2012. Texoma is comprised of 6,800 attributed Medicare patients.

The 15-specialty clinic represents a 97-year legacy of superior patient care and operational efficiency, but over the last century, CNT developed a strong fee-for-service driven culture. With the Affordable Care Act driving a shift from fee-for-service to value-based payment, as evidenced by the MSSP initiative, CNT’s leaders realized they would need to embrace change. Emphasizing quality of care over quantity while also controlling spending, was a necessary cultural shift for the organization. However, they lacked the tools to successfully assist their providers on that journey.

End-to-end population management

After CNT formed Texoma, the ACO implemented a third-party Population Health Management (PHM) platform to help manage their transition to value-based payment. After finding their initial investment to be unusable, the ACO then decided to configure its own PHM platform. This approach also lacked the capabilities necessary to improve quality, identify high risk patient cohorts, or monitor trends in cost and utilization. Going out to the market a second time, Texoma discovered Lightbeam Health Solutions, a comprehensive PHM platform capable of meeting needs that other platforms could not. Lightbeam could uniquely aggregate and analyze EHR data and timely health plan claims information, as well as pharmacy and labs data, to help care managers focus on the right patients at the right time.

After implementing Lightbeam, Texoma realized an additional \$253,838 in reimbursement for wellness visits, a 49% increase over the previous year. Likewise, office visit reimbursements increased by \$39,639. Quality of care also improved, as **Texoma increased its quality performance score from 76.38% to 92.10%, putting them among the top 5% of ACOs in the nation.**



“We’re able to see gaps in care that we didn’t see before,” says Texoma’s Chief Information Officer, Melissa Huff. “Without Lightbeam, it would have taken countless hours to possibly get the correct information we were looking for.”

Featured Provider

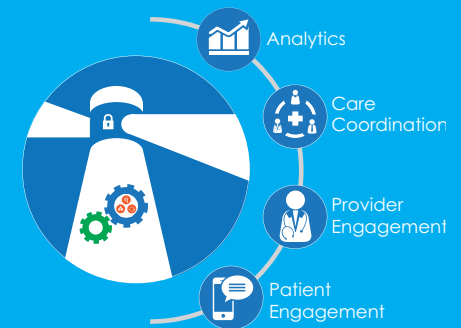
Texoma ACO, LLC
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 Wichita Falls, TX

Outcomes

- 20% increase in quality score (Top 5% of all ACOs)
- Estimated \$2 million in cost savings
- 49% increase in wellness visits over previous year

Solution

Lightbeam’s Population Health Management Platform



Drivers

Visual insights and reporting to drive and support decision-making in transitioning from fee-for-service to value-based care

Challenges

- Cultural shift from Fee-For-Service
- Cost
- Previous population health management solutions did not meet requirements

Discovering cost savings

In addition to impacting fee-for-service reimbursement and clinical quality rankings, Lightbeam also alerted Texoma users to potential cost savings inside the organization. A notable example is when a women's health provider reduced treatment costs for one of his patients by over 99% per month. Using Lightbeam, the OB/GYN was alerted to a patient who had been prescribed an injection by her primary care physician at a cost of \$6,000 per month. The OB/GYN learned the injection was not delivering a noticeable benefit, but the patient continued the treatment following her primary care physician's recommendation. After administrators collaborated with both physicians to explore other evidence-based treatment options, the patient was switched to an oral medication that cost only \$40 a month that ended up proving to be more clinically effective and better tolerated by the patient.

Curbing home health spending

Furthermore, Lightbeam enabled Texoma to better control external network spending for its attributed MSSP population. The platform informed Texoma that spending on home health services for this 120,000 resident-population was 9% greater than the national average, a metric that did not align with leaders' expectations. Using Lightbeam, Texoma analyzed home health data and discovered that patients had been receiving services for as long as three years, an unusually long amount of time. Leveraging these findings, leadership began meeting with its vendors and found that physicians were simply accepting home health agencies' recommendations to continue service and signing the recertification forms as a matter of routine.

Armed with this crucial information, Texoma was able to work with home health vendors to increase supervision over the recertification process, and expect to reduce its associated spending by more than \$2 million in just six months to bring its total shared savings under MSSP to an estimated \$853,693.

Lower costs, improved outcomes

Texoma has also driven reductions in skilled nursing facility spending, fewer hospital admissions and other savings, which have been instrumental to the success of its MSSP. Throughout Texoma's journey, Lightbeam has been an essential partner not only in helping improve care quality and efficiency, but also in facilitating the cultural change from fee-for-service to value-based care.



“With Lightbeam, we’re able to do things that were never possible before.” says Texoma ACO CEO, Gary Gaspard. “It allows me to actually manage care.”

By integrating all relevant clinical and financial data, Lightbeam provides Texoma a near real-time view of their population. Using the platform's unmatched automation capabilities Texoma can easily identify gaps in care, empowering them to provide better care to the right patients at the right time.

For more information about Lightbeam Health Solutions, visit www.lightbeamhealth.com or call (972) 831-7270.