



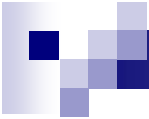
Minnesota Bridges to Excellence

Resource Training & Solutions



Bridges to Excellence (BTE) – The National Program

- Started in 2001 by large employers to accelerate quality improvements in local markets by leveraging their collective purchasing strength
- A pay-for-performance program that rewards individual physicians who apply for certification in
 - Diabetes care
 - Cardio-vascular disease care (CVD)
 - Physician office link (POL) (coordinating care, results reporting, e-prescribing, performance reporting, use of information technology)
- Overall focus is on re-engineering physician office practices to increase quality and improve efficiency
- Physicians are accredited by NCQA (National Council of Quality Accreditation)
- Gaining momentum – now in 15+ markets, 100 employers participating



The MN BTE Champions of Change – Participating Purchasers

The Champions of Change are early adopters of MN BTE. These entities are taking the lead in publicly signaling the medical community that health care purchasers want to pay and reward providers for optimal care and health outcomes, not quantity of services performed.

2006 Participating Organizations

- 3M
- Carlson Companies
- General Electric
- Honeywell
- State of Minnesota Department of Employee Relations
- Wells Fargo

2007 Recruitment in Process

- Resource & Training Solutions
- Target **
- Visant (formerly Josten's)*
- State of Minnesota Department of Human Services*

*Joining for 2007

**Decision in early December



Why Diabetes and Cardiovascular Disease

- Diabetes and CVD are two of the most prevalent and fastest growing chronic illnesses in the U.S.
 - Diabetes in Minnesota
 - 281,000 have it; 81,000 of whom have it but don't know
 - Additional 232,000 have form of pre-diabetes
 - Every 30 minutes a new person is told they have it
 - Vascular Disease in Minnesota
 - 125,000 report ever having a heart attack
 - Each year 25,000 acute heart disease events lead to hospitalization
 - 2nd leading cause of death
- Quality of care received varies considerably from physician to physician
- Some patients with one disease present with symptoms of both diseases
- Proven return on investment when patients receive optimal care

Measures of Optimal Care

	<i>Diabetes</i>	<i>CVD</i>
Hgb A1c	<7	NA
LDL	<100	<100
One aspirin daily	45+ years	All
Smoking	Non-smoker	Non-smoker
Blood Pressure	130/80	140/90 130/80 if also diabetic
Performance Thresholds: Medical Group	2006: 10% 2007: 20% 2007: 15%	2006: N/A 2007: 55% 2007: 55%
Clinic Site Locations		

2007 BTE Diabetic Statistics by Champion

BTE Participant	Estimated # MN Covered Lives	# of Diabetics	Diabetic Prevalence	# of Diabetics at Rewarded Medical Groups*	% of Diabetics at Rewarded Medical Groups*	Rewards
3M	32,000	1084	3.39%	227	20.9%	\$11,623.17
Carlson	6,000	103	1.72%	72	69.9%	\$3,451.49
DOER	126,000	4379	3.48%	2034	46.4%	\$82,216.30
PEIP		77		29	37.7%	\$932.27
GE	6,000	52	0.87%	37	71.2%	\$1,948.23
Honeywell	10,000	486	4.86%	258	53.1%	\$13,728.90
Medtronic	20,000	353	1.77%	208	58.9%	\$7,107.94
Resource Training & Solutions	17,000	539	3.17%	201	37.3%	\$11,794.05
Target	26,000	278	1.07%	175	62.9%	\$7,298.64
U of M	35,000	973	2.78%	546	56.1%	\$17,861.61
Wells Fargo	32,000	926	2.89%	519	56.0%	\$20,420.25
DHS	450,000	6500	1.44%	2024	31.1%	\$78,261.29
Totals	760,000	15750	2.07%	6330	40.2%	\$256,644.14

* Medical groups with at least one clinic site qualifying for rewards



2007 BTE Diabetes Rewards by Medical Group	
Medical Group	Rewards
2006 MNMCO MCO Report	
Camden Physicians	\$ 7,200.00
HealthPartners Central MN	\$ 9,700.00
Winona Clinic	\$ 5,400.00
DDS Single site groups	
AALFA Family Clinic	\$ 1,100.00
Family Practice Medical Center Willmar	\$ 3,100.00
FHS Richfield Medical Group	\$ 700.00
FHS France Avenue Family Physicians	\$ 1,100.00
FHS Fairview Red Wing Medical Center	\$ 4,900.00
Southdale Internal Medicine	\$ 1,200.00
DDS Multiple site groups	
Allina Health Services	\$ 20,000.00
Allina - Farmington	
Altru Health System	\$ 12,000.00
Altru Clinic - Cavalier	
Fairview Health Services	\$ 26,300.00
Fairview Cedar Ridge Clinic	
Fairview Crosstown Clinic	
Fairview Eagan Clinic	
Fairview EdenCenter Clinic	
Fairview Lakeville Clinic	
Fairview RidgeValley Clinic	
Fairview Health Services	\$ 29,200.00
Fairview Chisago Lakes Clinic	
Fairview Elk River Clinic	
Fairview Hugo Clinic	
Fairview North Branch Clinic	
Fairview Princeton Clinic	
Fairview Rush City Clinic	
Fairview Health Services	\$ 10,600.00
Fairview Oxboro Clinic	
Fairview Ridges Clinic	
HealthEast	\$ 20,000.00
HealthEast-Downtown St.Paul	
Health Partners	\$ 40,000.00
HP - Como	
HP - Inver Grove Heights	

MeritCare Medical Group	\$ 400.00
MeritCare - Halstad	
Park Nicollet Health Services	\$ 44,844.13
PNC - Minnetonka	
PNC - Prairie Center	
PNC - St. Louis Park Int Med	
St. Cloud Medical Group	\$ 13,000.00
St. Cloud Medical Group - Northwest	
St. Cloud Medical Group - South	
Western Wisconsin Medical Assoc (2 clinics up above)	\$ 2,100.00
WWMA - Hudson Physicians	\$ 3,600.00
WWMA - New Richmond Clinic	\$ 200.00
WWMA - River Falls Medical Clinic	
WWMA - Ellsworth Medical Clinic	
WWMA - Spring Valley Medical Clinic	
	\$ 256,644.13

2007 Bridges to Excellence Diabetic Patient Counts and Reward Dollars

		3M	Carlson	General Electric	Medtronic	Wells Fargo	State of MN	PEIP	Honeywell	DHS	Resource Training & Solutions	Target	U of M	TOTAL
Rewarded at the Medical Group Level														
410991306	Camden Physicians TIN Reward \$	0 \$0	2 \$200	1 \$100	3 \$300	14 \$1,400	14 \$1,400	0 \$0	12 \$1,200	13 \$1,300	1 \$100	5 \$500	7 \$700	72 \$7,200
411236798	HealthPartners Central MN TIN Reward \$	0 \$0	1 \$100	0 \$0	0 \$0	1 \$100	68 \$6,800	0 \$0	2 \$200	23 \$2,300	0 \$0	0 \$0	2 \$200	97 \$9,700
411227030	Winona Clinic TIN Reward \$	0 \$0	0 \$0	0 \$0	0 \$0	2 \$200	32 \$3,200	0 \$0	0 \$2,000	20 \$0	0 \$0	0 \$0	0 \$0	54 \$5,400
Rewarded at the Clinic Site Level														
411853319	AALFA Family Clinic (1 of 1) TIN Reward \$	4 \$400	0 \$0	0 \$0	2 \$200	2 \$200	2 \$200	0 \$0	1 \$100	0 \$0	0 \$0	0 \$0	0 \$0	11 \$1,100
411781624	Allina Health Services - System-Wide (1 of 31 Clinics Qualified) Allina Health Services - Farmington Pro-rated Share for Reward Calculation TIN Reward \$	69 9.26 \$926.17	12 1.61 \$161.07	4 0.54 \$53.69	78 10.47 \$1,046.98	101 13.56 \$1,355.70	439 58.93 \$5,892.62	15 2.01 \$201.34	68 9.13 \$912.75	546 73.29 \$7,328.86	71 9.53 \$953.02	45 6.04 \$604.03	42 5.64 \$563.76	1490 200 \$20,000.00
450310462	Altru Health System - System-Wide (1 of 7 Clinics Qualified) Altru Health System - Cavalier TIN Reward \$	0 \$0.00	0 \$0.00	0 \$0.00	0 \$0.00	3 \$300.00	26 \$2,600.00	0 \$0.00	0 \$0.00	73 \$7,300.00	1 \$100.00	0 \$0.00	17 \$1,700.00	120 \$12,000.00
System-Wide Counts Apply														
411494832	Family Practice Medical Center Willmar (1 of 1) TIN Reward \$	1 \$100	0 \$0	0 \$0	0 \$0	0 \$0	17 \$1,700	0 \$0	0 \$0	12 \$1,200	0 \$0	0 \$0	1 \$100	31 \$3,100
410979714	Fairview Health Services - Richfield Medical Group (1 of 1) TIN Reward \$	0 \$0	0 \$0	0 \$0	0 \$0	3 \$300	1 \$100	0 \$0	1 \$100	2 \$200	0 \$0	0 \$0	0 \$0	7 \$700
411736267	Fairview Health Services - France Avenue Family Physicians (1 of 1) TIN Reward \$	0 \$0	0 \$0	0 \$0	0 \$0	2 \$200	4 \$400	0 \$0	0 \$0	2 \$200	0 \$0	0 \$0	3 \$300	11 \$1,100
411713783	Fairview Health Services - Fairview Red Wing Medical Center (1 of 1) TIN Reward \$	4 \$400	0 \$0	0 \$0	0 \$0	5 \$500	25 \$2,500	1 \$100	0 \$0	13 \$1,300	0 \$0	0 \$0	1 \$100	49 \$4,900
411761760	Fairview Health Services (6 Clinics Sites Within Regional TIN Qualified - Cedar Ridge, Crosstown, Eagan, EdenCenter, Lakeville, RidgeValley) TIN Reward \$	1 \$100.00	1 \$100.00	2 \$200.00	6 \$600.00	14 \$1,400.00	81 \$8,100.00	0 \$0.00	11 \$1,100.00	122 \$12,200.00	0 \$0.00	6 \$600.00	19 \$1,900.00	263 \$26,300.00
410991680	Fairview Health Services (6 Clinic Sites Within Regional TIN Qualified - Chisago Lakes, Elk River, Hugo, North Branch, Princeton, Rush City) TIN Reward \$	8 \$800.00	4 \$400.00	0 \$0.00	10 \$1,000.00	5 \$500.00	108 \$10,800.00	3 \$300.00	11 \$1,100.00	74 \$7,400.00	56 \$5,600.00	6 \$600.00	7 \$700.00	292 \$29,200.00
411544049	Fairview Health Services (2 Clinic Sites Within Regional TIN Qualified - Oxboro, Ridges) TIN Reward \$	3 \$300.00	0 \$0.00	1 \$100.00	4 \$400.00	9 \$900.00	32 \$3,200.00	1 \$100.00	8 \$800.00	41 \$4,100.00	2 \$200.00	2 \$200.00	3 \$300.00	106 \$10,600.00
	Fairview Health Services System-Wide Total Fairview System-Wide Reward \$	1316 \$1,600.00	505 \$500.00	203 \$300.00	1620 \$2,000.00	38 \$3,800.00	251 \$25,100.00	5 \$500.00	31 \$3,100.00	254 \$25,400.00	58 \$5,800.00	14 \$1,400.00	33 \$3,300.00	4328 \$72,800.00

2007 Bridges to Excellence Diabetic Patient Counts and Reward Dollars

		3M	Carlson	General Electric	Medtronic	Wells Fargo	State of MN	PEIP	Honeywell	DHS	Resource Training & Solutions	Target	U of M	TOTAL
411765832	HealthEast - System-Wide (1 of 11 Clinics Qualified)	49	0	3	5	15	95	0	8	99	1	4	14	293
	HealthEast - Downtown St. Paul Pro-rated Share for Reward Calculation	33.45	0.00	2.05	3.41	10.24	64.85	0.00	5.46	67.58	0.68	2.73	9.56	200
	TIN Reward \$	\$3,344.71	\$0.00	\$204.78	\$341.30	\$1,023.89	\$6,484.64	\$0.00	\$546.08	\$6,757.68	\$68.26	\$273.04	\$955.63	\$20,000.00
410797853	HealthPartners - System-Wide (2 of 20 Clinic Sites Qualified - Como, Inver Grove Heights)	38	3	0	62	152	760	4	38	534	14	30	375	2010
	HealthPartners - Como Reward \$	3.78	0.30	0.00	6.17	15.12	75.62	0.40	3.78	53.13	1.39	2.99	37.31	200
	HealthPartners - Inver Grove Heights Reward \$	3.78	0.30	0.00	6.17	15.12	75.62	0.40	3.78	53.13	1.39	2.99	37.31	200
	TIN Total Reward \$	\$756.22	\$59.70	\$0.00	\$1,233.83	\$3,024.88	\$15,124.38	\$79.60	\$756.22	\$10,626.87	\$278.61	\$597.01	\$7,462.69	\$40,000.00
911770748	MeritCare Medical Group - System-Wide (1 of 31 Clinics Qualified)	0	0	0	0	22	131	2	1	160	1	2	0	319
	MeritCare - Halstad Pro-rated Share for Reward Calculation	0.00	0.00	0.00	0.00	0.28	1.64	0.03	0.01	2.01	0.01	0.03	0.00	4
	TIN Reward \$	\$0.00	\$0.00	\$0.00	\$0.00	\$27.59	\$164.26	\$2.51	\$1.25	\$200.63	\$1.25	\$2.51	\$0.00	\$400.00
410834920	Park Nicollet - System-Wide (3 of 22 Clinics Qualified)	10	49	26	36	157	126	3	95	261	18	71	52	904
	Park Nicollet - Minnetonka Pro-rated Share for Reward Calculation	1.28	6.29	3.34	4.62	20.15	16.17	0.38	12.19	33.49	2.31	9.11	6.67	116
	Reward \$	\$128.39	\$629.09	\$333.80	\$462.19	\$2,015.65	\$1,617.65	\$38.52	\$1,219.66	\$3,350.85	\$231.09	\$911.53	\$667.60	\$11,606
	Park Nicollet - Prairie Center Pro-rated Share for Reward Calculation	1.46	7.15	3.80	5.26	22.92	18.40	0.44	13.87	38.11	2.63	10.37	7.59	132
	Reward \$	\$146.44	\$717.55	\$380.74	\$527.18	\$2,299.10	\$1,845.14	\$43.93	\$1,391.17	\$3,822.07	\$263.59	\$1,039.72	\$761.48	\$13,238
	Park Nicollet - St. Louis Park Int Med Pro-rated Share for Reward Calculation	2.21	10.84	5.75	7.96	34.73	27.88	0.66	21.02	57.74	3.98	15.71	11.50	200
	Reward \$	\$221.24	\$1,084.07	\$575.22	\$796.46	\$3,473.45	\$2,787.61	\$66.37	\$2,101.77	\$5,774.34	\$398.23	\$1,570.80	\$1,150.44	\$20,000.00
	TIN Total Reward \$	\$496.06	\$2,430.71	\$1,289.76	\$1,785.83	\$7,788.20	\$6,250.40	\$148.82	\$4,712.60	\$12,947.26	\$892.91	\$3,522.05	\$2,579.53	\$44,844.13
410986131	St. Cloud Medical Group - System-Wide (2 of 4 Clinics Qualified)	0	0	0	1	1	64	0	2	24	36	2	0	130
	St. Cloud - Northwest Pro-rated Share for Reward Calculation	0.00	0.00	0.00	0.50	0.50	32.00	0.00	1.00	12.00	18.00	1.00	0.00	65
	Reward \$	\$0.00	\$0.00	\$0.00	\$53.59	\$53.59	\$3,429.83	\$0.00	\$107.18	\$1,286.19	\$1,929.28	\$107.18	\$0.00	\$6,966.85
	St. Cloud - South Pro-rated Share for Reward Calculation	0.00	0.00	0.00	0.50	0.50	32.00	0.00	1.00	12.00	18.00	1.00	0.00	65
	Reward \$	\$0.00	\$0.00	\$0.00	\$46.41	\$46.41	\$2,970.17	\$0.00	\$92.82	\$1,113.81	\$1,670.72	\$92.82	\$0.00	\$6,033.15
	TIN Total Reward \$	\$0.00	\$0.00	\$0.00	\$100.00	\$100.00	\$6,400.00	\$0.00	\$200.00	\$2,400.00	\$3,600.00	\$200.00	\$0.00	\$13,000.00

2007 Bridges to Excellence Diabetic Patient Counts and Reward Dollars

		3M	Carlson	General Electric	Medtronic	Wells Fargo	State of MN	PEIP	Honeywell	DHS	Resource Training & Solutions	Target	U of M	TOTAL	
410988226	Southdale Internal Medicine (1 of 1) TIN Total Reward \$	0 \$0	0 \$0	0 \$0	0 \$0	6 \$600	2 \$200	0 \$0	0 \$0	4 \$400	0 \$0	0 \$0	0 \$0	12 \$1,200	
391868914	Western Wisconsin Medical Associates (WWMA) - System-Wide (3 of 3 Clinic Sites Qualified) WWMA - River Falls Reward \$ WWMA - Elsworth Reward \$ WWMA - Spring Valley Reward \$ TIN Total Reward \$	11 8.38 \$844.19 1.57 \$154.91 1.05 \$100.90 \$1,100.00	0 0.00 \$0.00 0.00 \$0.00 0.00 \$0.00	0 0.00 \$0.00 0.00 \$0.00 0.00 \$0.00	0 0.00 \$0.00 0.00 \$0.00 0.00 \$0.00	3 2.29 \$230.23 0.43 \$42.25 0.29 \$27.52 \$300.00	4 3.05 \$306.98 0.57 \$56.33 0.38 \$36.69 \$400.00	0 0.00 \$0.00 0.00 \$0.00 0.00 \$0.00	0 0.00 \$0.00 0.00 \$0.00 0.00 \$0.00	0 0.76 \$76.74 0.14 \$14.08 0.10 \$9.17 \$100.00	0 0.00 \$0.00 0.00 \$0.00 0.00 \$0.00	0 0.76 \$76.74 0.14 \$14.08 0.10 \$9.17 \$100.00	1 0.76 \$76.74 0.14 \$14.08 0.10 \$9.17 \$100.00	1 0.76 \$76.74 0.14 \$14.08 0.10 \$9.17 \$100.00	21 16 \$1,611.63 3 \$295.74 2 \$192.64 \$2,100.00
391868916	Western Wisconsin Medical Associates (WWMA) - Hudson Physicians (1 of 1) TIN Total Reward \$	28 \$2,800	0 \$0	0 \$0	1 \$100	2 \$200	2 \$200	0 \$0	0 \$0	0 \$0	0 \$0	1 \$100	2 \$200	36 \$3,600	
391868912	Western Wisconsin Medical Associates (WWMA) - New Richmond (1 of 1) TIN Total Reward \$	1 \$100	0 \$0	0 \$0	0 \$0	0 \$0	1 \$100	0 \$0	0 \$0	0 \$0	0 \$0	0 \$0	0 \$0	2 \$200	
	Total Reward \$ - All Medical Groups/Clinic Site Locations	\$11,623.17	\$3,451.49	\$1,948.23	\$7,107.94	\$20,420.25	\$82,216.30	\$932.27	\$13,728.90	\$78,261.29	\$11,794.05	\$7,298.64	\$17,861.61	\$256,644.13	
	# of Diabetics Reward Calculated on at Rewarded Medical Groups and Clinic Site Locations	116.23	34.49	19.47	71.06	204.13	822.10	9.32	117.24	802.49	117.93	72.95	178.59	2566	
	# of Diabetics No Reward Paid On*	967.77	68.51	32.53	281.94	721.87	3556.90	67.68	368.76	5697.51	421.07	205.05	794.41	13184	
	TOTAL Diabetics	1084	103	52	353	926	4379	77	486	6500	539	278	973	15750	

* Due either to: 1) Diabetic not at rewarded clinic; 2) Maximum Reward Cap applied; or 3) Calculation Methodology Used for Reward