

CAHU (Columbus Association of Health Underwriters) 2019 Annual Expo

Presentation Topic: Direct Primary Care Arrangements for Self-Insured Employers

Date: March 5, 2019

Time: 12:30 – 1:30 p.m.

Speakers:

J. Kyle Turnbo, M.D., M.P.H.

CEO of Healthworks Medical LLC

Laura Hirsch

President, Nova Healthcare Administrators

Presentation Outline:

- I. Introduction of Presenters: 2 minutes**
 - II. Physician's Perspective – Dr. Turnbo: 15 minutes**
 - a. Personal background
 - b. Overview of current fee-for-service (FFS) provider model and its challenges
 - c. History/evolution of Direct Primary Care (DPC) model
 - i. How & why is it different from FFS model?
 - d. Benefits of a DPC model for a self-funded health plan
 - e. DPC Quality Indicators
 - i. How should a plan sponsor evaluate prospective providers?
 - III. Administrator's Role in a DPC Model – Laura Hirsch: 15 minutes**
 - a. Industry experience implementing a plan with a DPC model
 - b. What role does a TPA play in a DPC arrangement (education, steerage, facilitator, data)
 - i. Examples of data analytics
 - c. Lessons learned
 - d. Plan sponsor considerations before moving to a DPC model
 - IV. Integration between Provider & Administrator – Dr. Turnbo & Laura Hirsch: 15 minutes**
 - a. How does a traditional approach compare to the partnership between physician, TPA, pharmacy that exists in a DPC arrangement?
 - b. Case Study: James Marine
 - i. Changes since partnering with a TPA
 - ii. New processes (example: utilization management connecting patients to DPC arrangement)
 - iii. Results/measurements of improved outcomes
 - V. Audience Q&A: 10 minutes**
 - VI. Final Comments: 3 minutes**
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