



**FIVE YEAR
FORWARD VIEW**

LTC care for the future: Person Centred Co-ordinated Care

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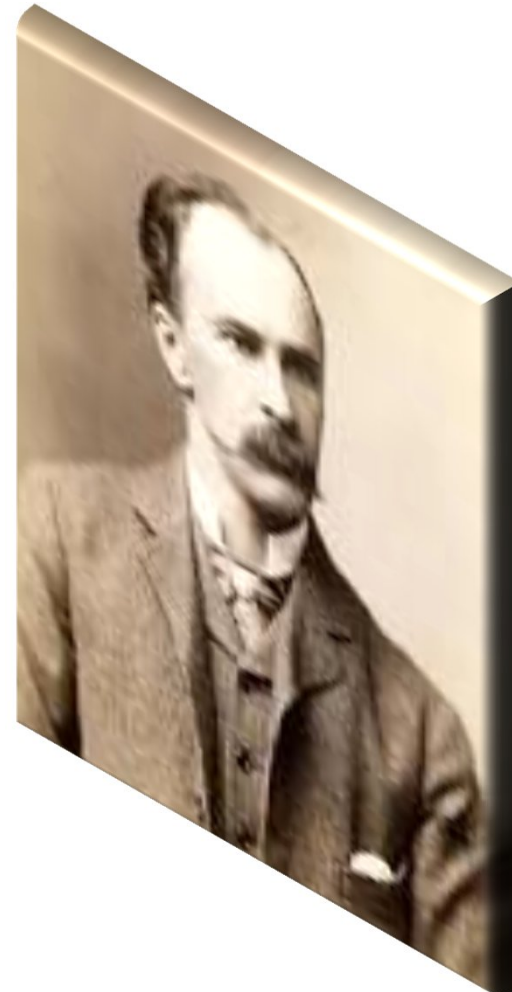
Claire Cordeaux

**Director Healthcare, SIMUL8
Corporation**

Opening thought

The good physician treats the disease; the great physician treats the patient who has the disease.

William Osler - 1800s



Global challenges

Increasing demand

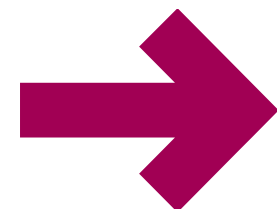
- Rise of chronic conditions and multi-morbidity: physical and mental
- Ageing population
- Increasing system wide expectations: access, treatment, cure not care

Supply pressures

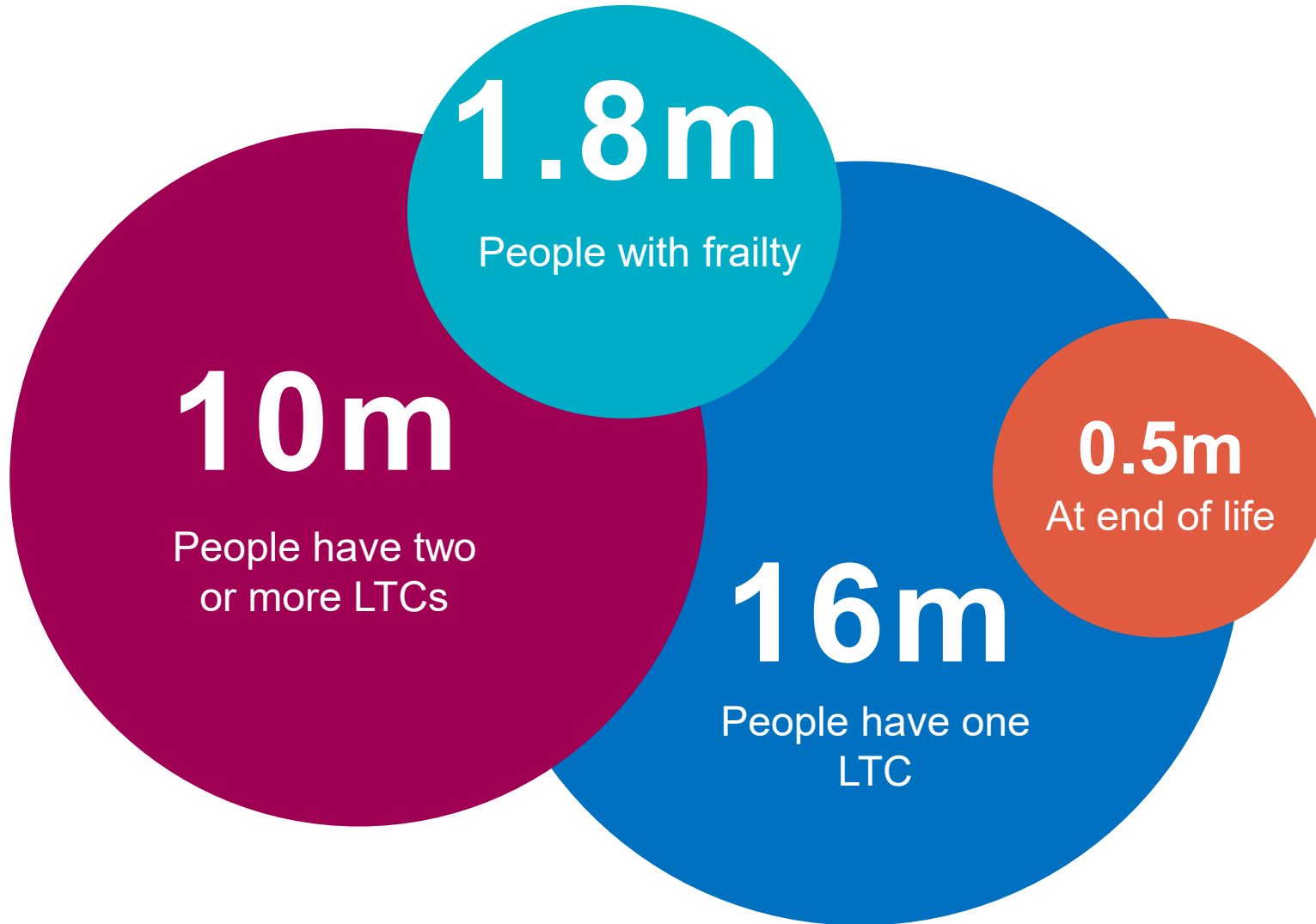
- Dependence on system
- Hospital and medic-centric care models
- Workforce – recruitment & retention, diversity and culture
- Fragmentation of care in health and to social care
- Crisis curve

Solution – Transforming what we buy and how we buy it:

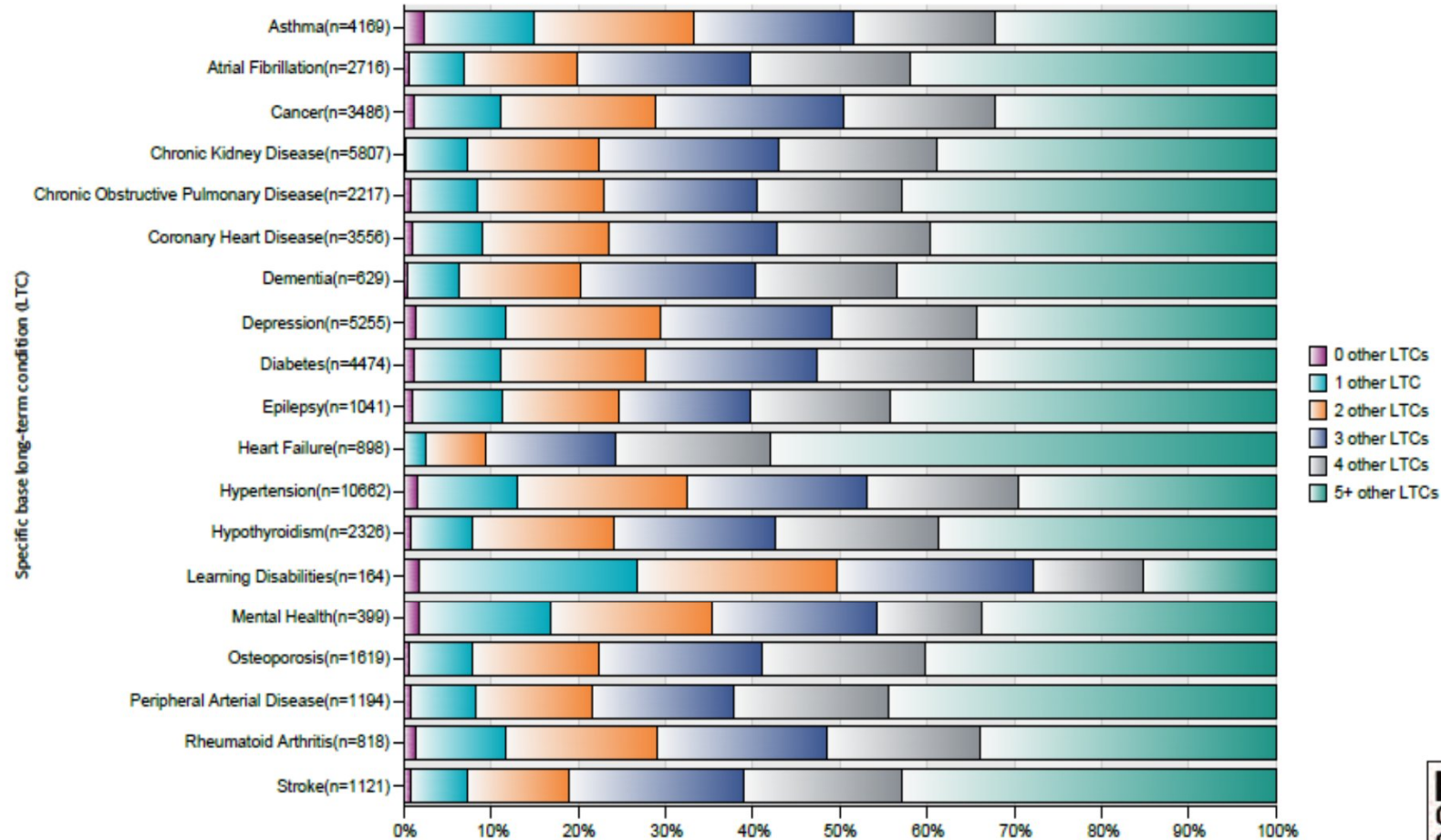
- Person centred co-ordinated care – whole person approach to improve outcomes and value



Long term conditions: some facts

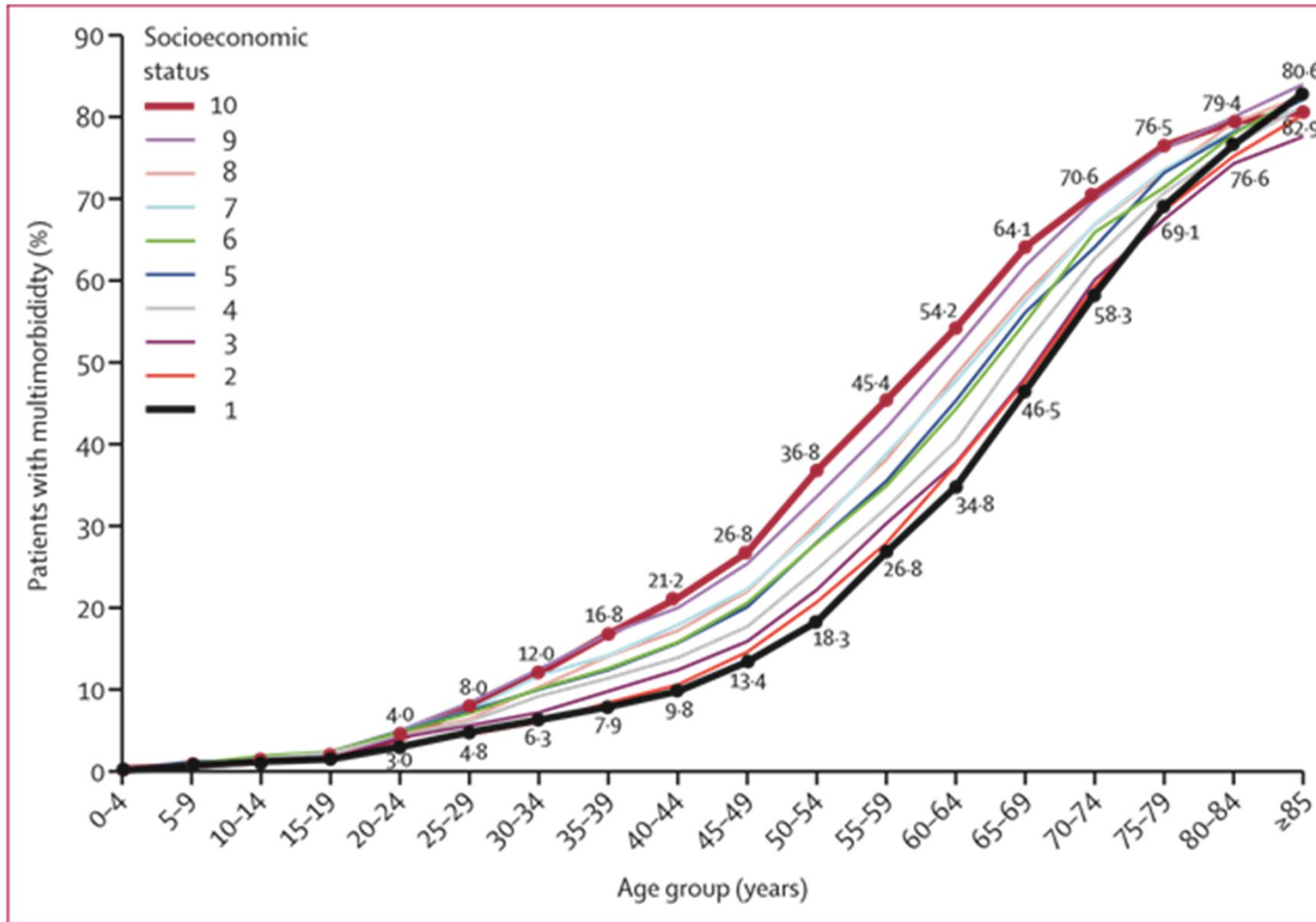


Multi Morbidity is Common.....:



.....and an issue of ageing not age:

Prevalence of multimorbidity by age and socioeconomic status On socioeconomic status scale, 1=most affluent and 10=most deprived.



Source: Barnett K, Mercer SW, Norbury M, Watt G, Wyke S and Guthrie B (2012). Research paper. Epidemiology of multimorbidity and implications for health care, research and medical education: a cross-sectional study The Lancet online

Long term conditions: some facts

0.01%

average no. hours
per year spent
with health
professional

70%

health budget
spent on LTCs

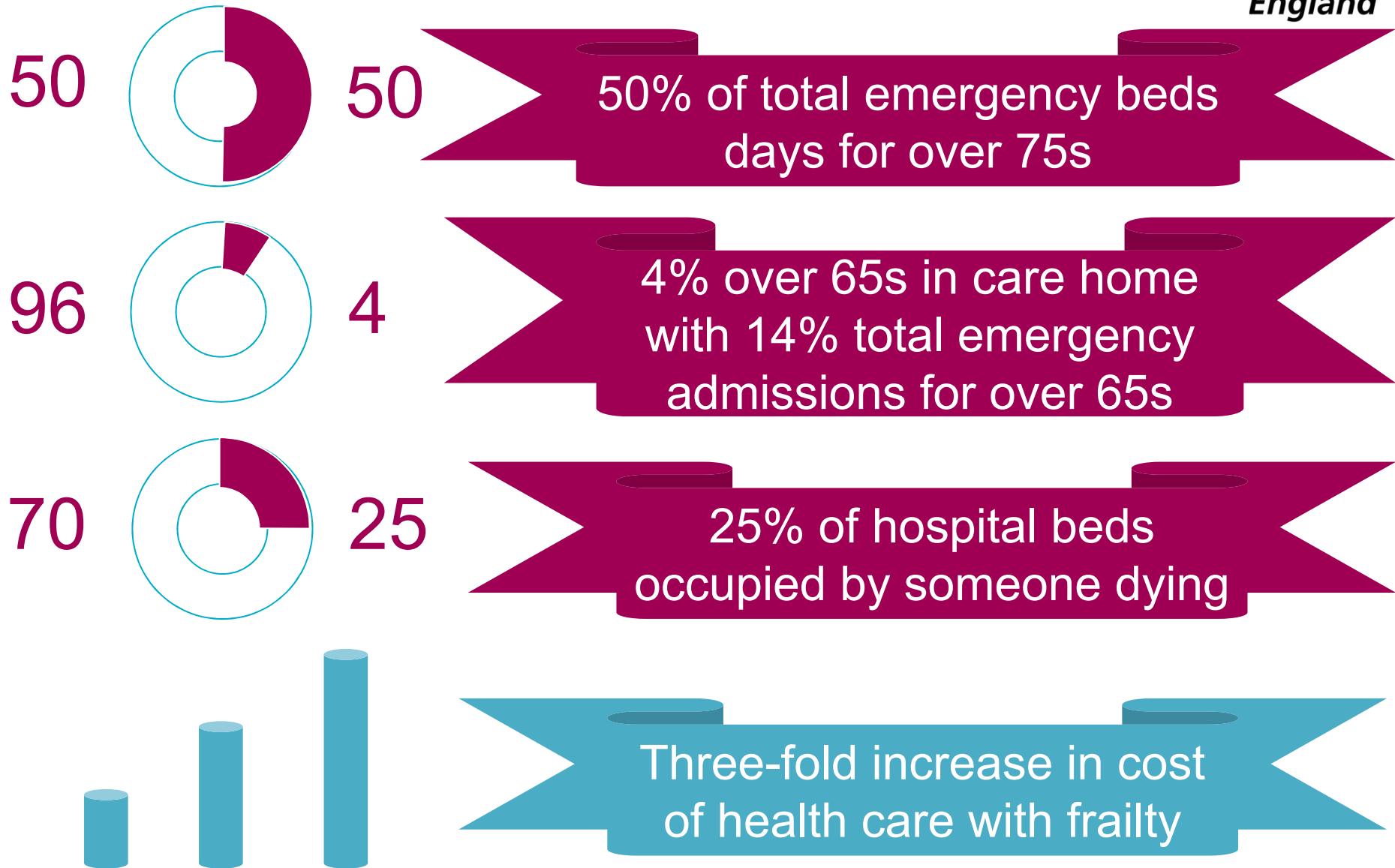
33%

of GP consultations are
with people with multi
LTCs

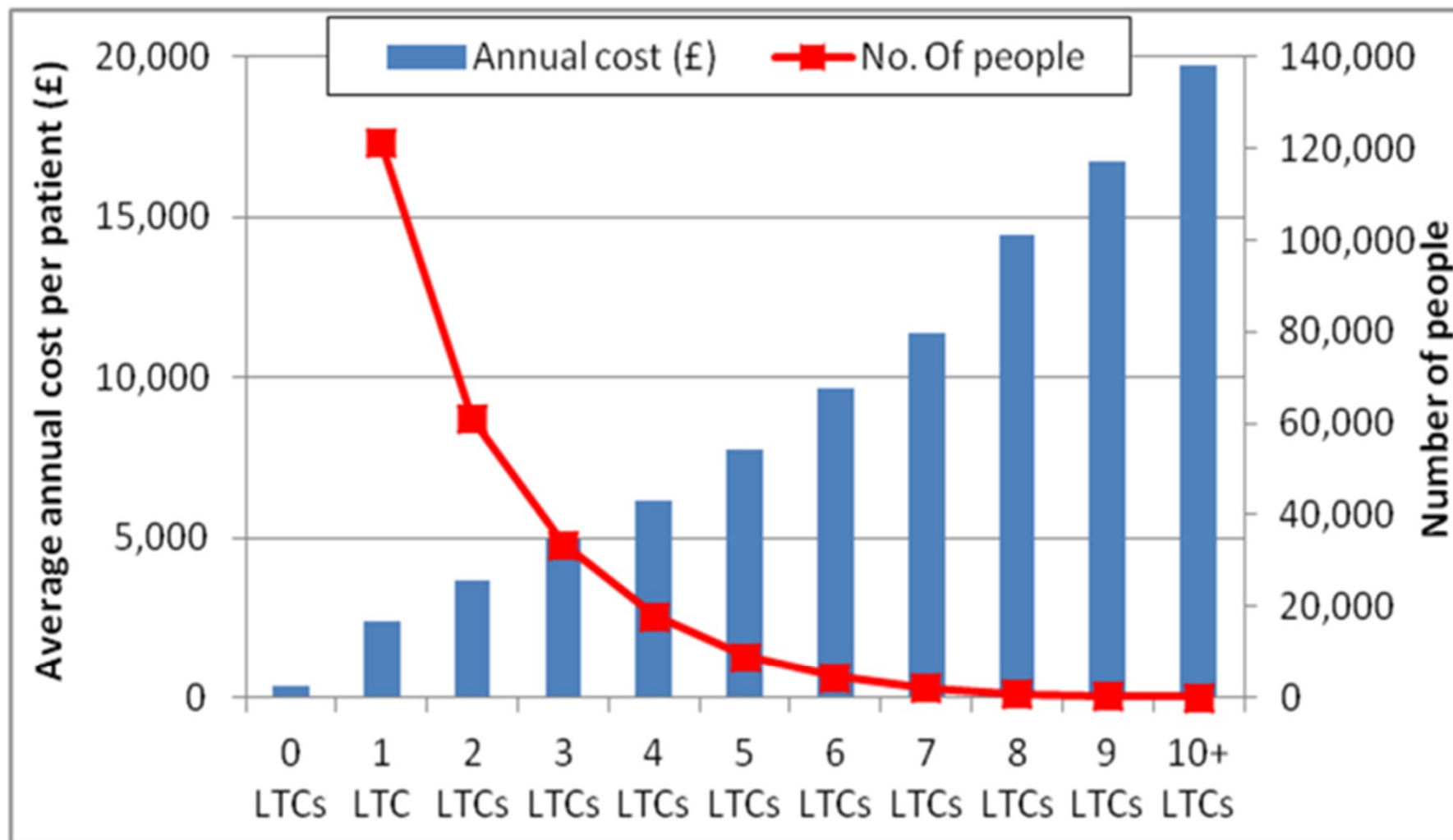
3.2%

of people with LTCs
have a care plan

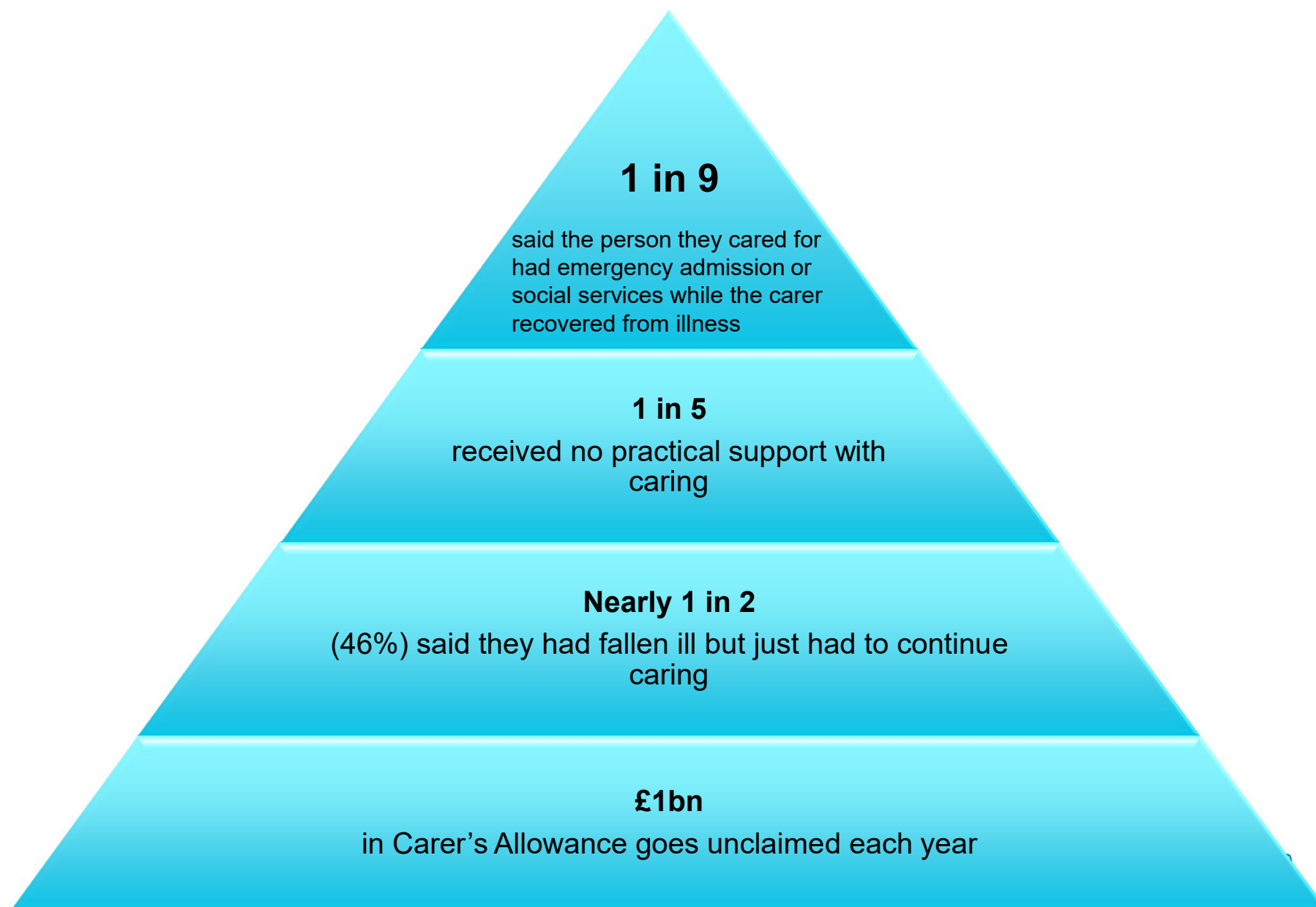
Impact on the system



The total health and social care cost is strongly related to multi morbidity:

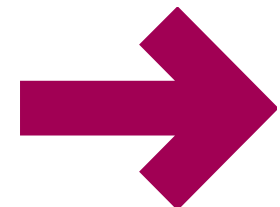


Impact on Carers



And...

- ➔ People living longer but not always well
- ➔ The larger the number of co-morbidities a patient has, the lower their quality of life
- ➔ Increasing evidence on over-treatment and harm
- ➔ Social isolation/loneliness a risk factor for mortality in over 75s and should be supported as a co-morbidity



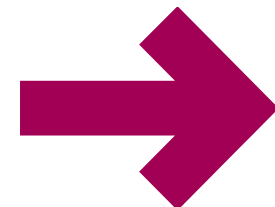
Why does it matter to people with LTCs?

- ➔ Wellbeing is about more than just medically managing a condition
- ➔ It's about thriving not just surviving
- ➔ It's an ethical, social and financial issue
- ➔ Shared decision-making is key
- ➔ We need to take support people to self-care, feel in control
- ➔ No one knows more about their condition than the patient



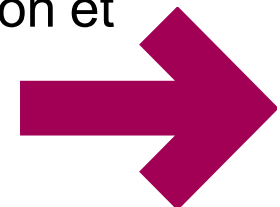
Navigating health and care: Living independently with long term conditions, an ethnographic evaluation

- <http://www.nhs.uk/improvement-programmes/long-term-conditions-and-integrated-care/navigating-health-and-care.aspx>



Outcomes and benefits

- More activated patients have **8% lower** costs in the base year and **21% lower** costs in the following year than less activated patients
- Health coaching can yield a **63% cost saving** from reduced clinical time, giving a potential annual saving of £12,438 per FTE from a training cost of £400
- Coaching and care co-ordination has shown to **reduce emergency admissions by 24%**
- Improved medication adherence improves outcomes and yields efficiencies, for instance in 6000 adults in the UK with Cystic Fibrosis, could save more than **£100 million over 5-years**
- Between **20% and 30% of hospital admissions** in over 85's could be prevented by proactive case finding, frailty assessment, care planning and use of services outside of hospital (Mytton et al, 2012)



Goal:

Improve quality of life and experience of end of life care for people with Long Term Conditions and their carers through:

Person centred coordinated care

“My care is planned with people who work together to understand me and my carer(s), put me in control, co-ordinate and deliver services to achieve my best outcomes”

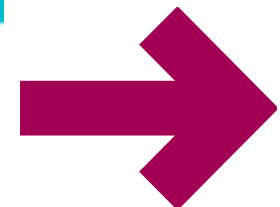


Long Term Conditions Year of Care Commissioning Programme

- ✓ Launched in 2010 by Department of Health (Sir John Oldham) commissioned and delivered by NHS England
- ✓ Patients receive care that is better managed, delivered seamlessly across different care settings and focused on patient needs **using different commissioning and funding approaches**
- ✓ Four year programme

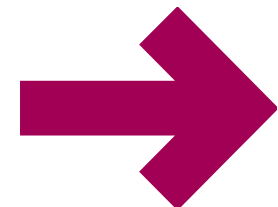
Rationale:

- **Multi morbidity is common**
- **Patients with multi morbidity have complex care needs and would benefit from personalised integrated care**
- **An integrated payment would encourage integration of services and cost efficiency**



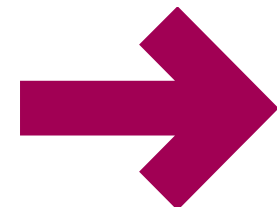
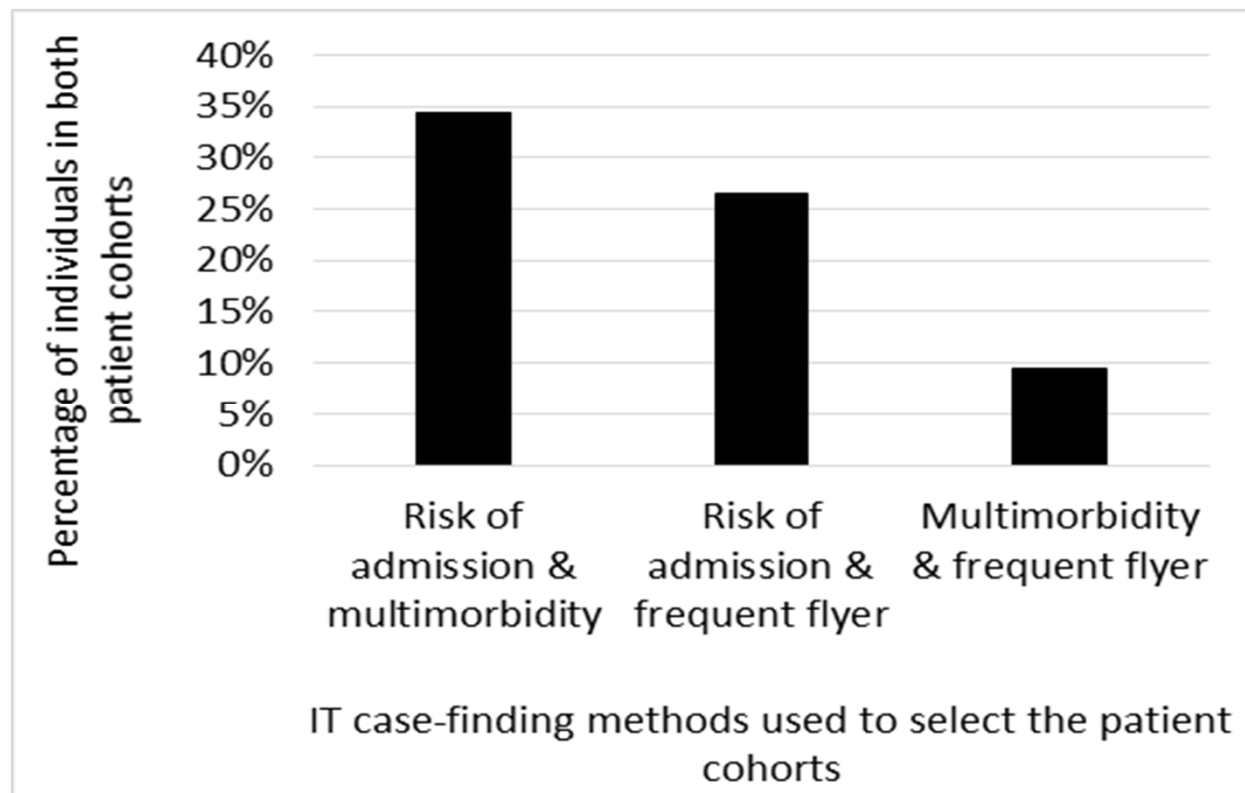
Risk Profiling and population segmentation

- There are many techniques that can be used to segment a population.
- Different segmentation methods select different individuals
- The method used should match the outcomes required for the cohort to ensure applicability of any planned delivery model.
- IT-based segmentation should only be part of the selection: The Commonwealth fund paper ***“Segmenting populations to Tailor services, Improve Care, 2015”*** sets out the need to go beyond basic risk prediction to target care in most effectively and efficiently.
- Selected patients still need to be assessed for their care needs before a care plan is developed and services delivered.



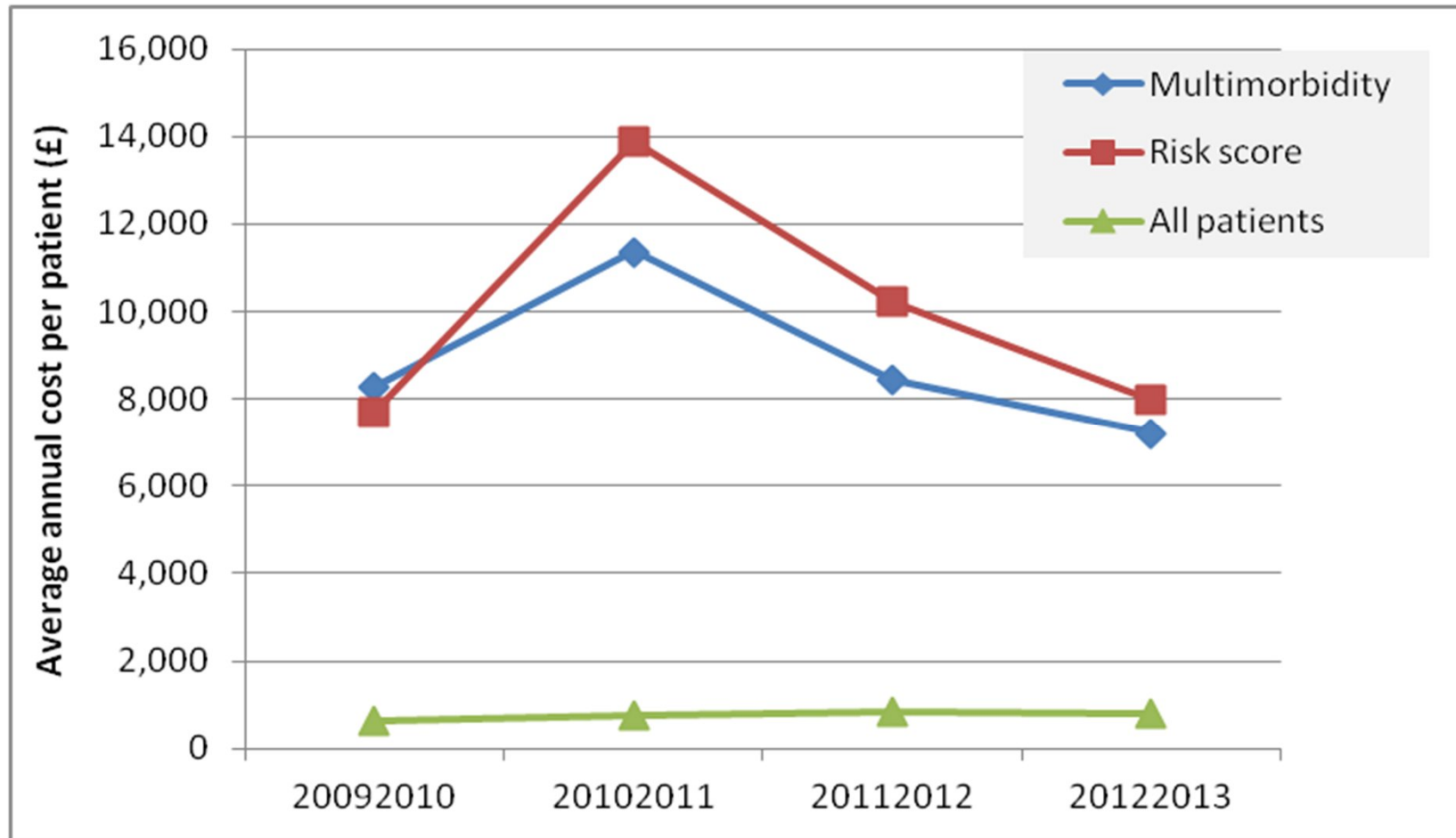
Risk Profiling and population segmentation *England*

Overlap between patient cohorts selected using risk of admission, multimorbidity and frequent flyer IT case-finding methods



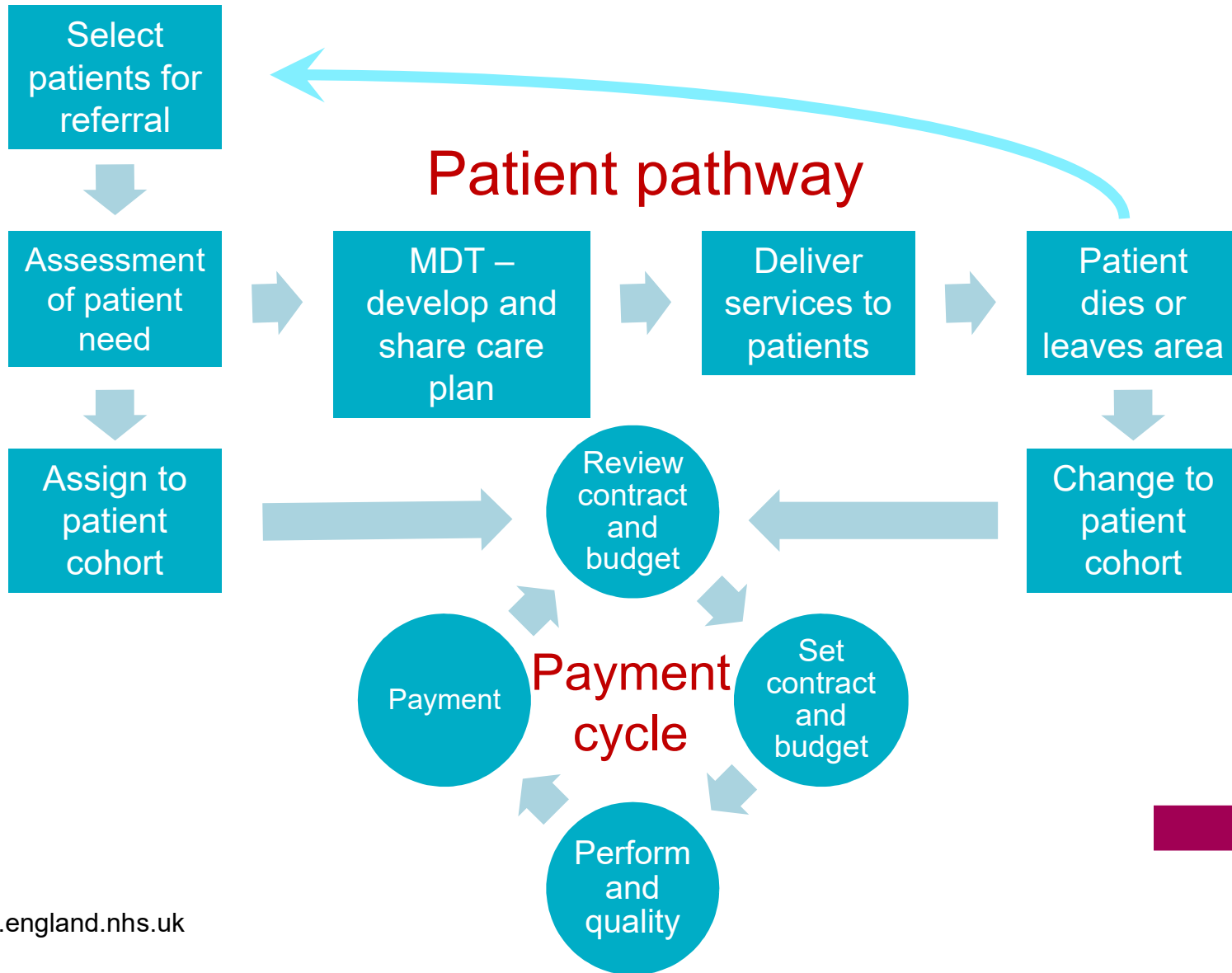
Change in risk profiling over time: The Crisis curve

People with complex health and care needs appear to demonstrate a 'complex crisis curve':



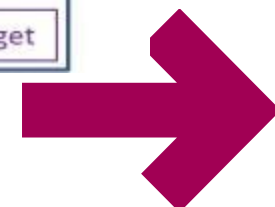
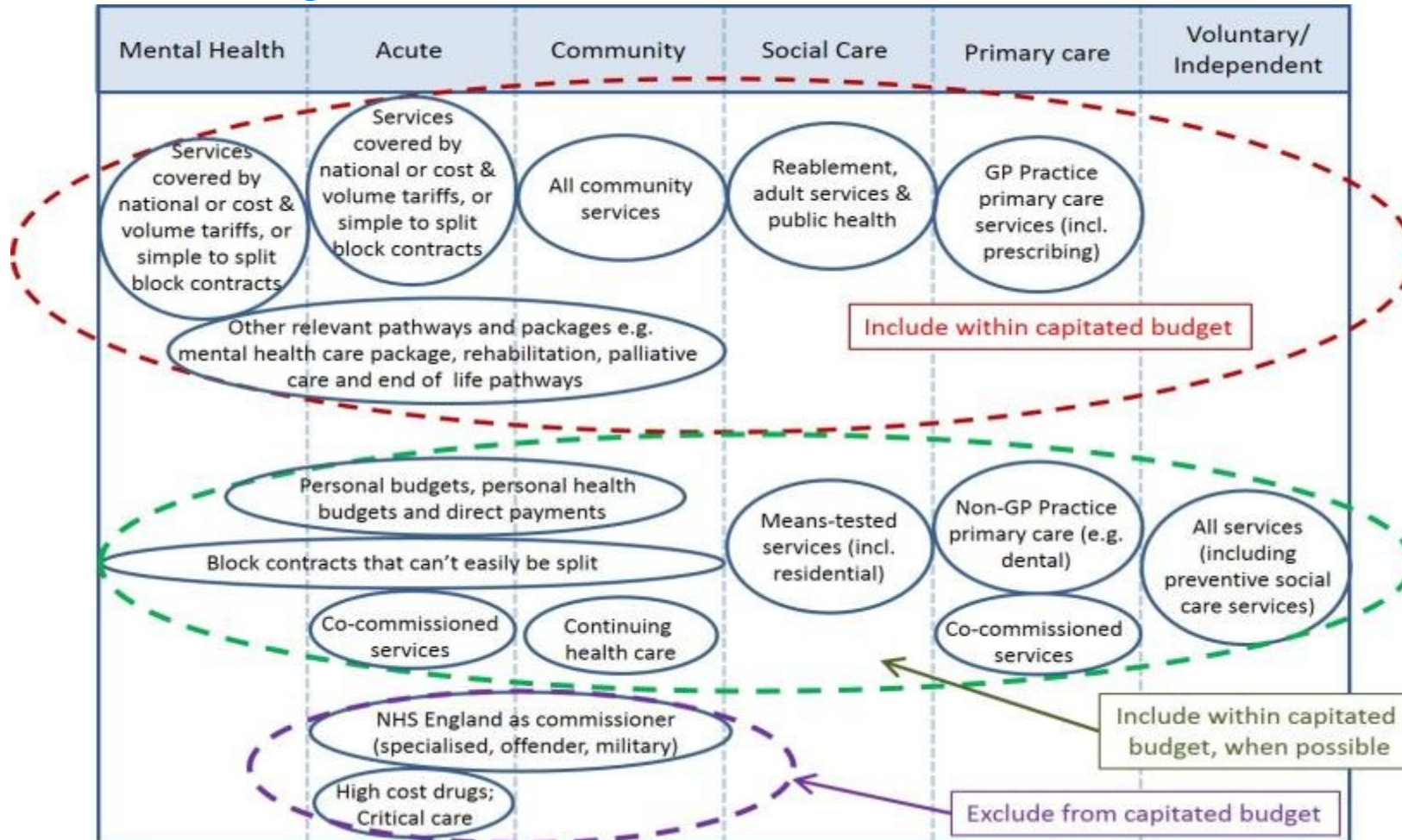
Multimorbidity appears to select a more stable patient cohort

Patient selection: Generalised patient pathway and the payment cycle for complex care patients



Service selection: Year of Care

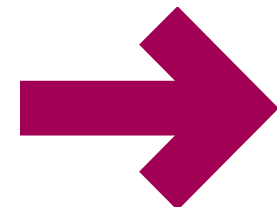
Currency:



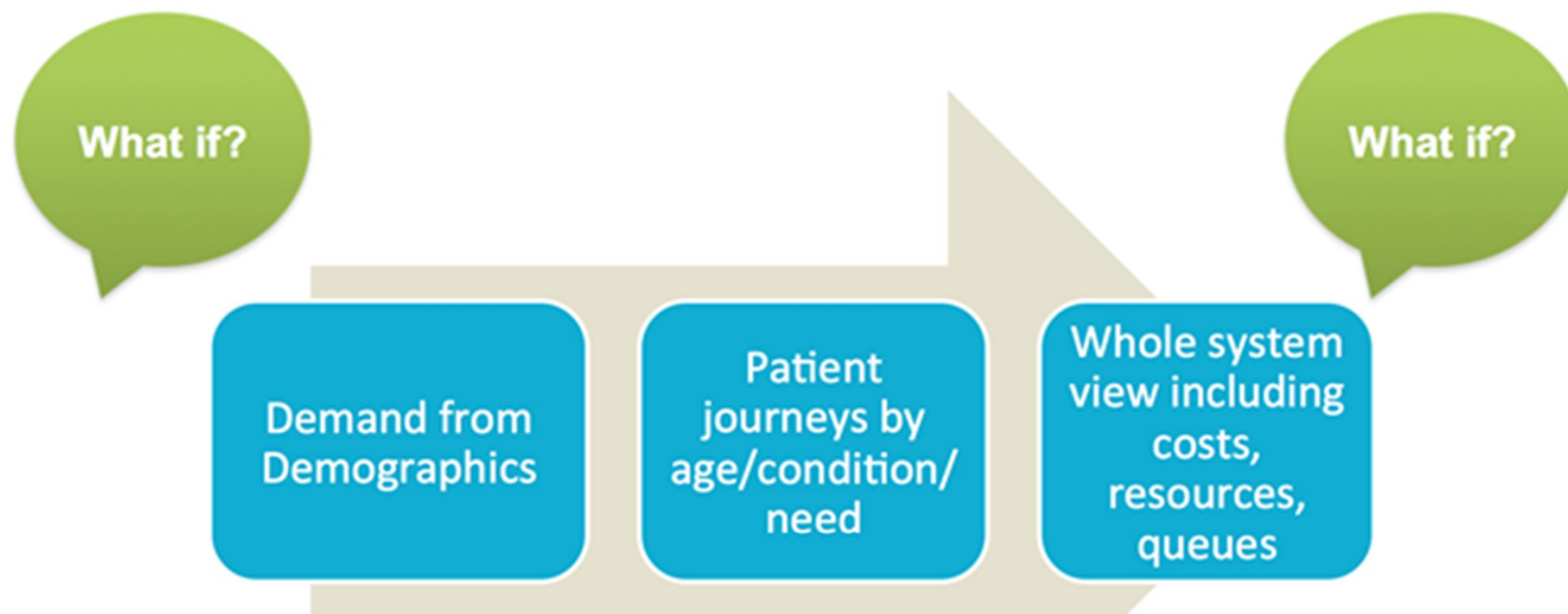
The Role of Simulation

Planning change: Why Use Simulation Modelling?

- ✓ A service and system redesign
- ✓ Understanding the impact of changing service utilisation on:
 - ❖ Flow
 - ❖ Cost
 - ❖ Capacity/Resource
- ✓ No linked historic data
- ✓ Different impacts on organisations, costs and patients
- ✓ Different types of patients
- ✓ Testing new models of care prior to implementation
- ✓ Evidenced-based decision-making

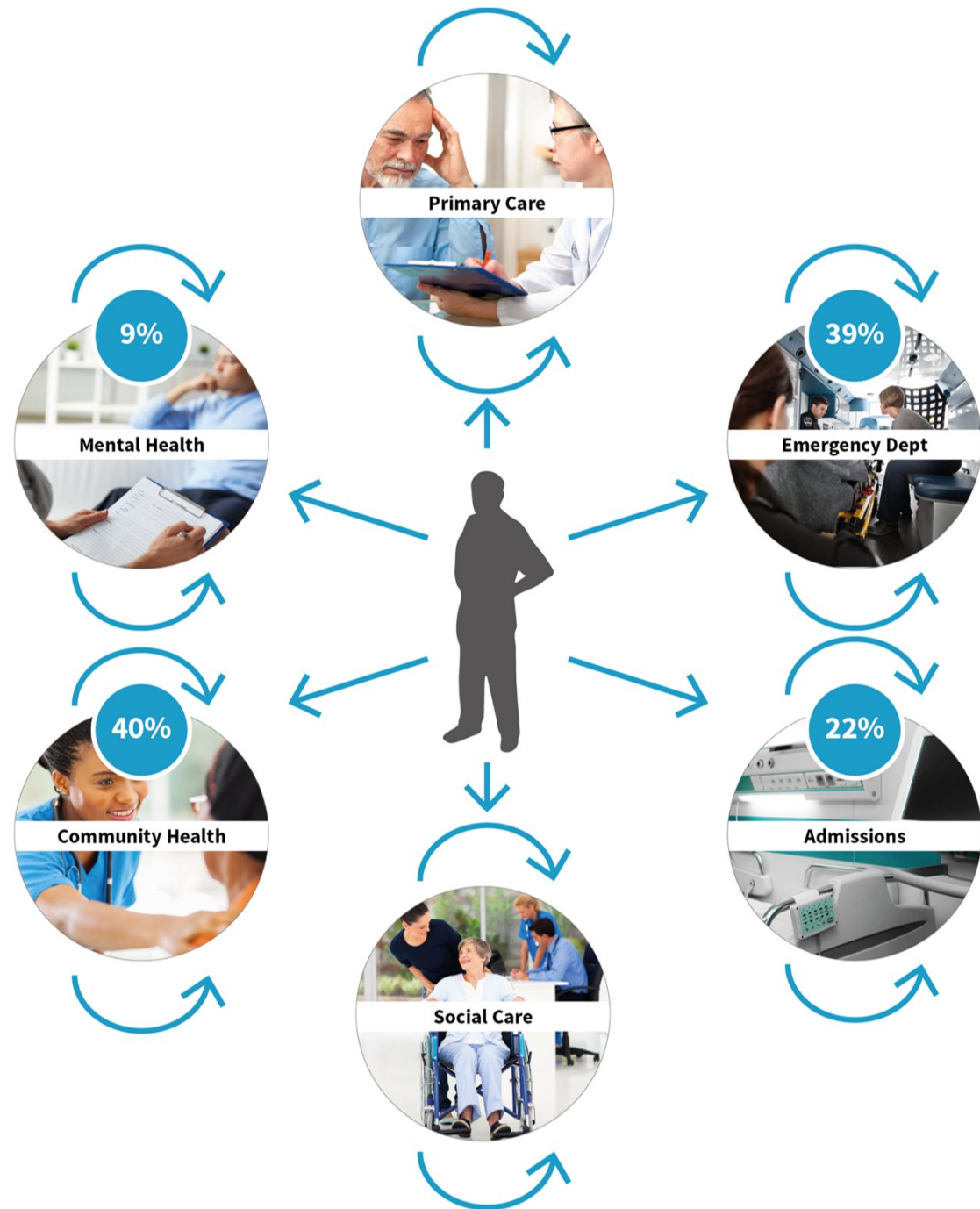


What is the impact of Person-Centred Care?

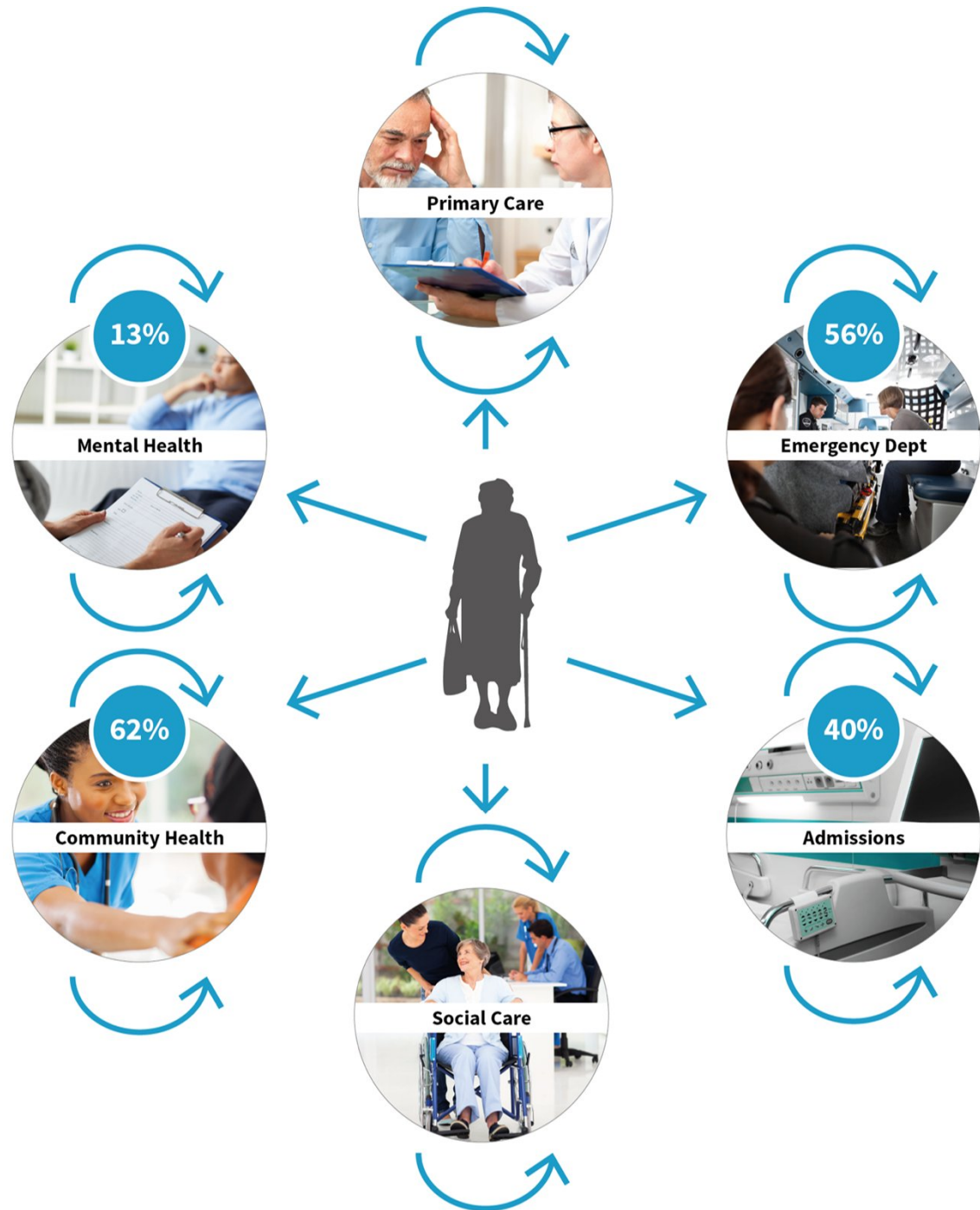


Can a model replicating good practice in one area help adoption in another?

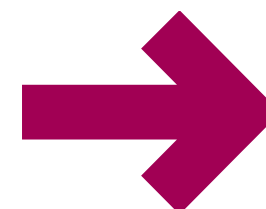
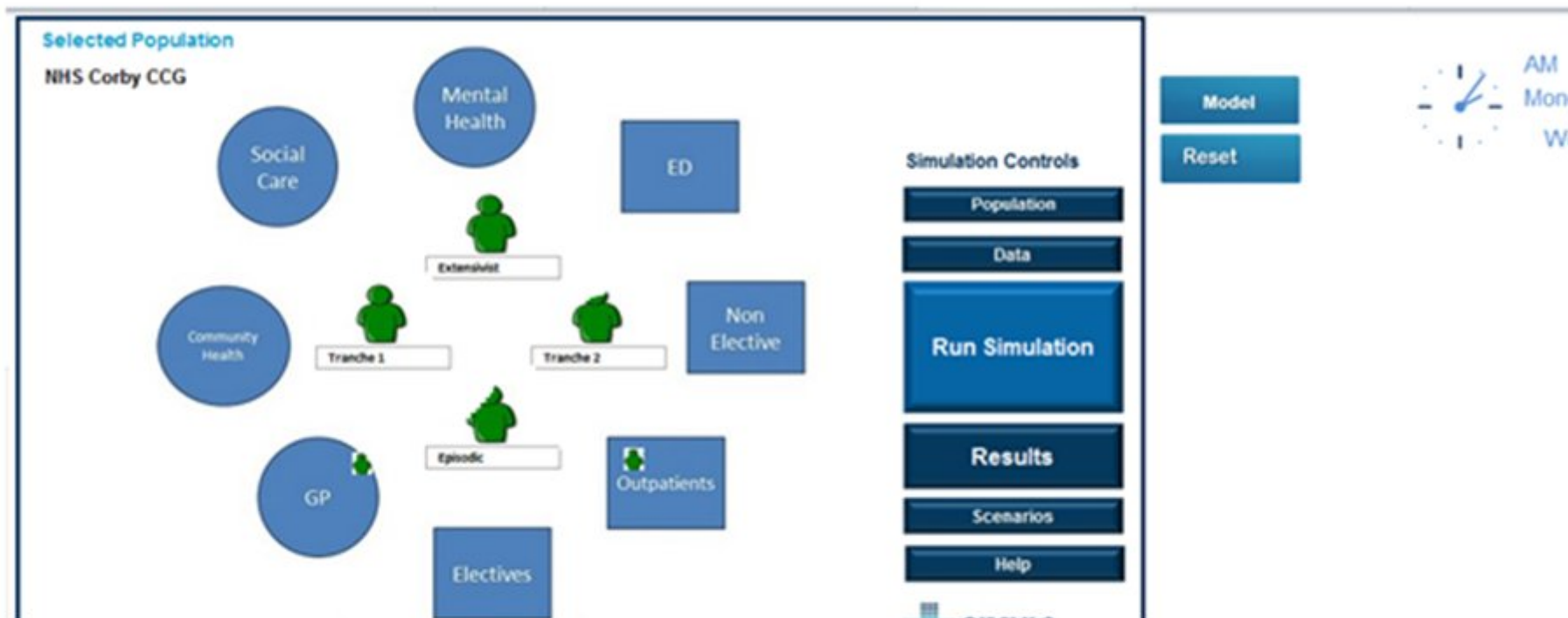
Simulating the Concept and Reality



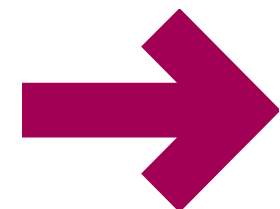
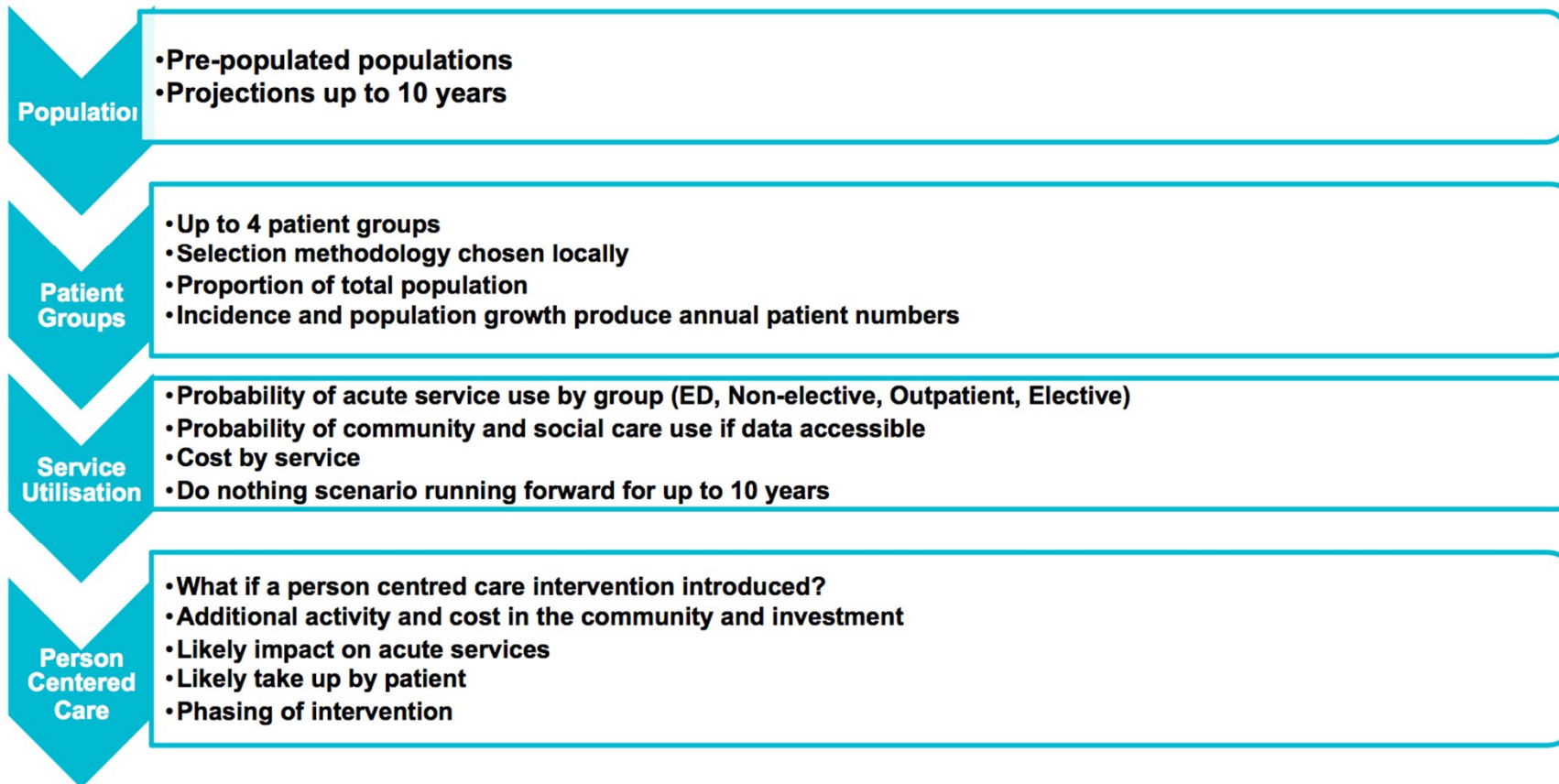
Segmenting Patients



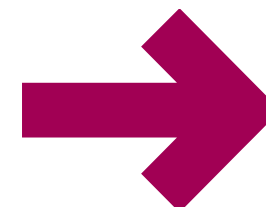
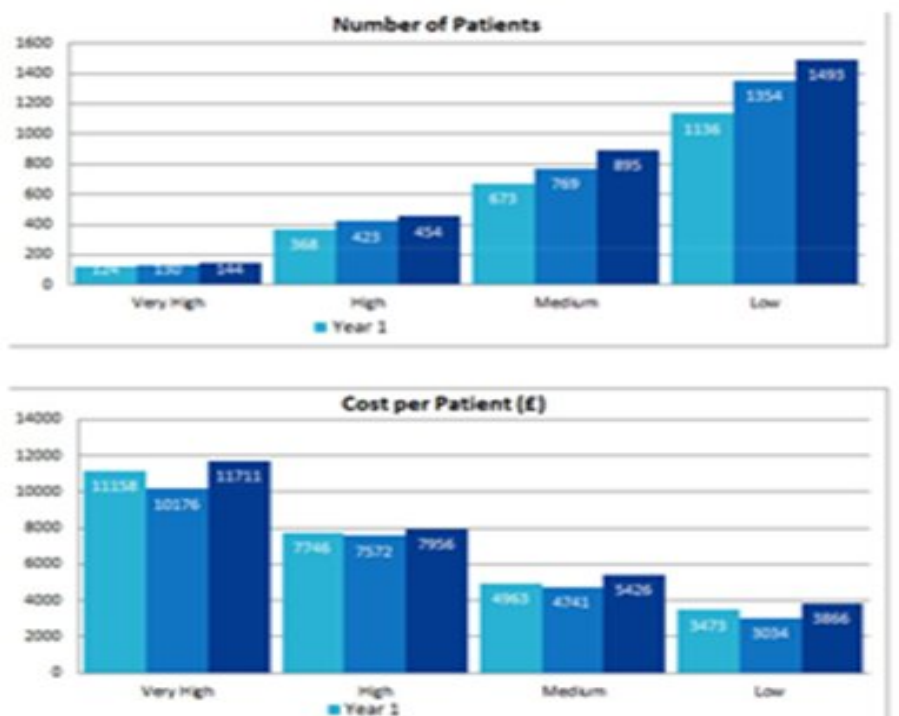
How the Simulation Works



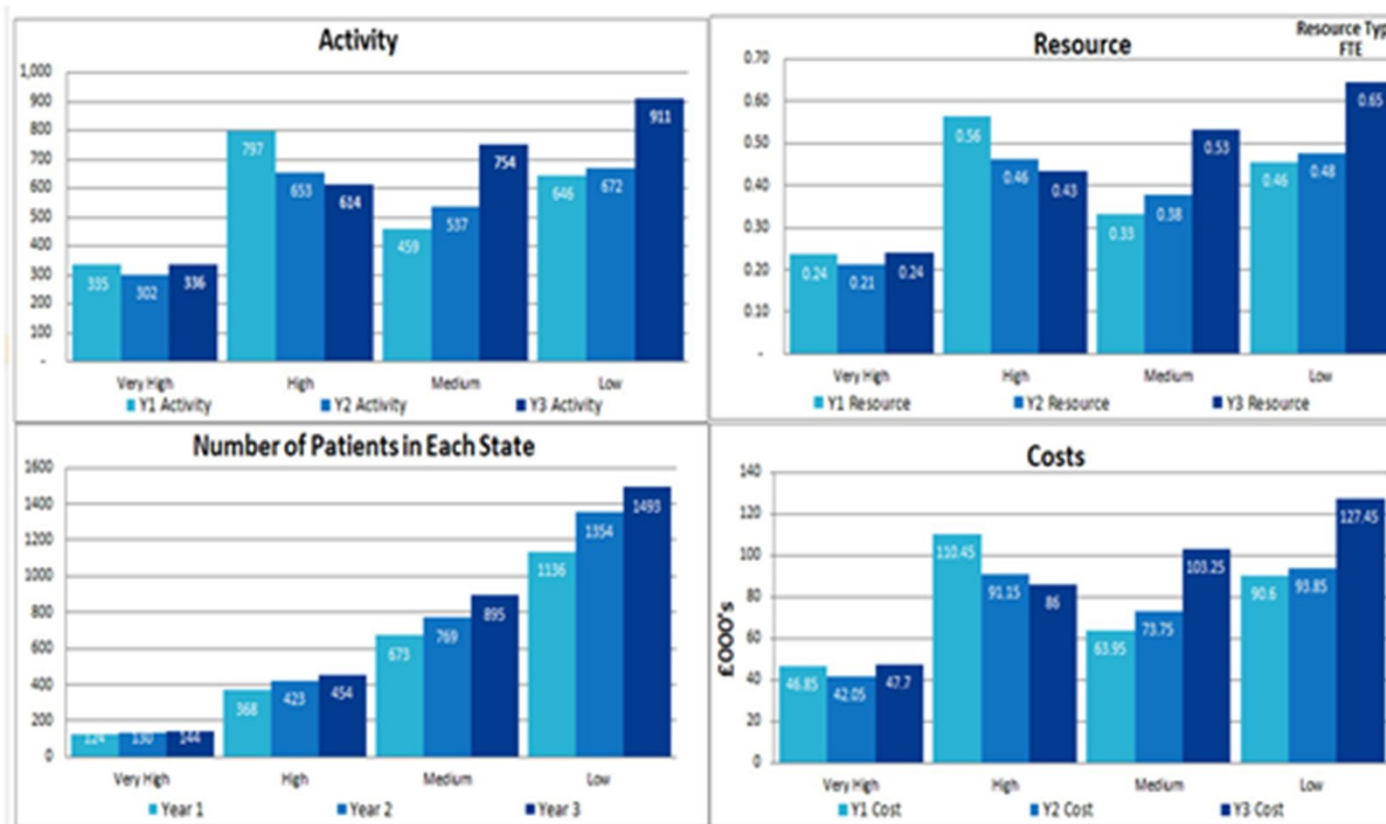
The Logic



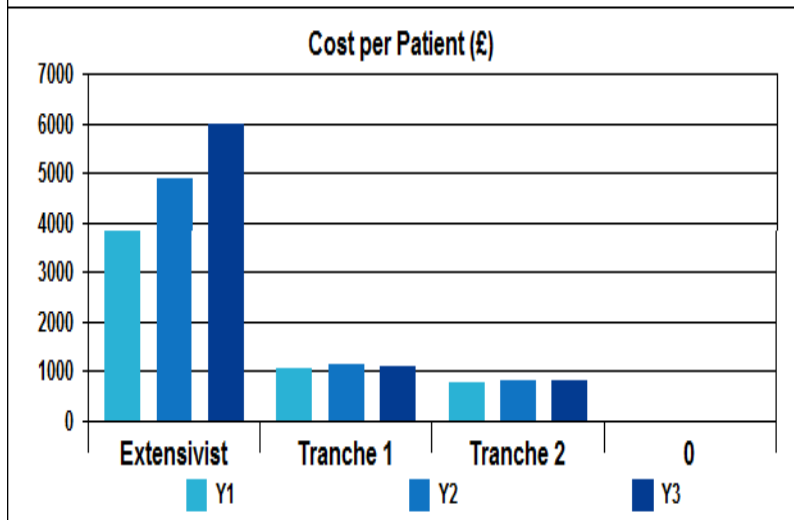
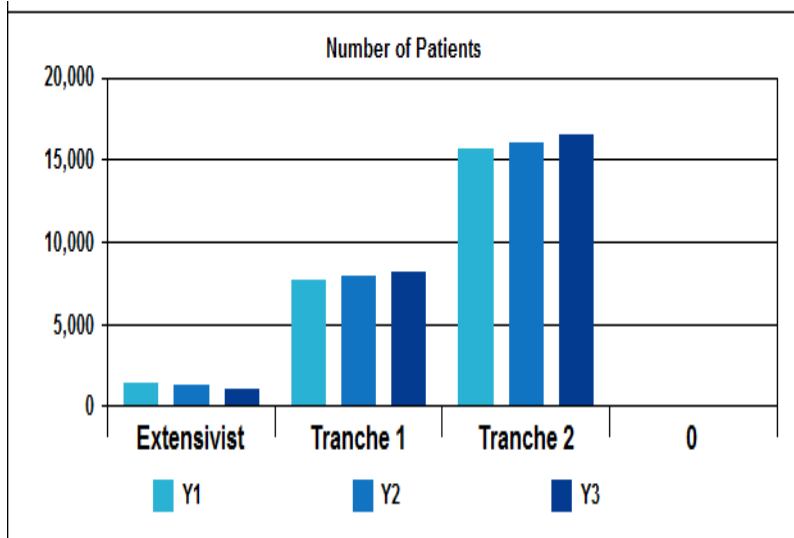
Results from a Simulation: What is the Cost of a Patient Each Year?



How do Patients Typically use Services, What is the Cost and what Resource is Needed?:



Example: Baseline results Proposed new model of care



Person Centred Care Navigator intervention:

- well being support worker
- activating patient, connecting with other services and co-ordinating care
- 12 visits a year
- £18 per visit
- Patient take up 50%
- Phased over time
- Reduces A&E and admissions by 25%

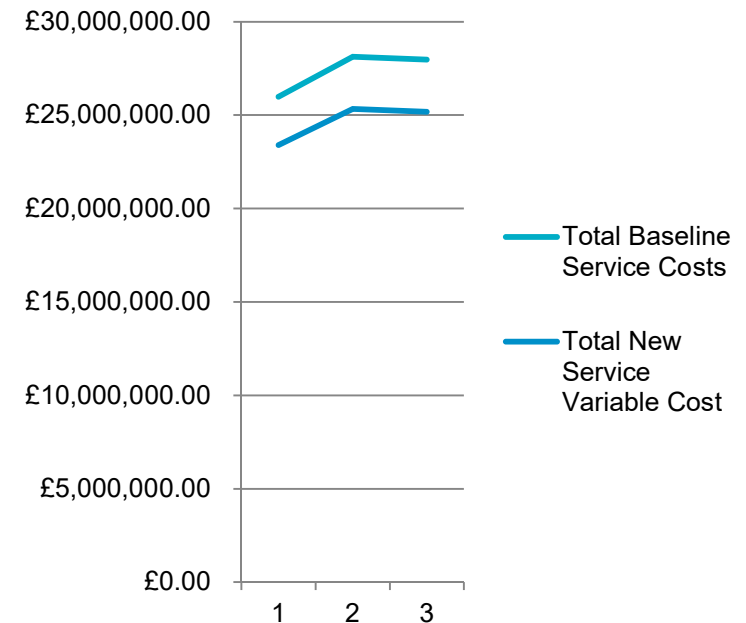
Person-Centred Care Scenario Results

- Applied to all groups – results show that the new intervention costs more than baseline
- Applied to all patients in the highest acuity group and a proportion of patients in other groups, a saving can be made.

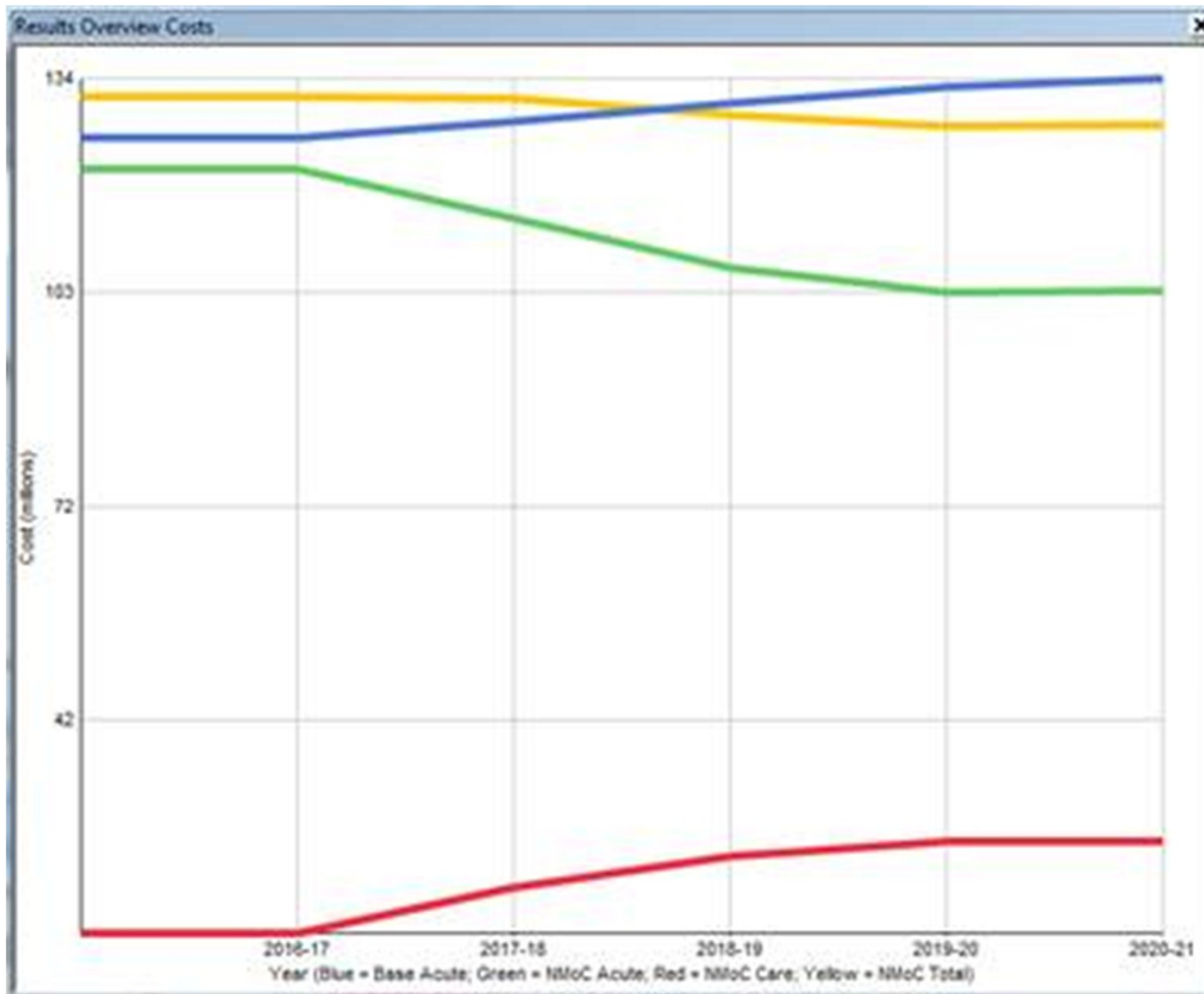
Baseline Results			
Baseline Service Costs	Y1	Y2	Y3
Number of Patients treated Baseline Services	24793	25289	25637
Cost Per Patient for these services	£1,048.33	£1,112.41	£1,091.21
Total Baseline Service Costs	£25,991,277.00	£28,131,816.00	£27,975,350.00

Scenario Results			
Baseline Service Costs	Y1	Y2	Y3
New Service Costs			
Number of Patients Treated New Services	24793	25289	25637
Cost Per Patients for these services	£943.72	£1,001.51	£982.37
Total New Service Variable Cost	£23,397,606.00	£25,327,154.00	£25,185,053.00
Total Scenario Costs			
Total Scenario Costs	£23,397,606.00	£25,327,154.00	£25,185,053.00

Return on Investment			
	Y1	Y2	Y3
ROI for Scenario	£2,593,671.00	£5,398,333.00	£8,188,630.00
Average Savings per Patient	£104.61	£110.90	£108.84



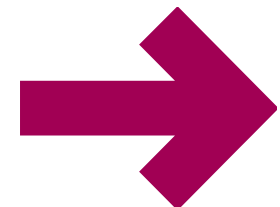
Population level analysis



<http://www.simul8healthcare.com/nhse>

Using Simulation Results to:

- Discuss with stakeholders across organizational boundaries
- Agree a capitated budget for each patient type
- Test the impact of a new model of person-centered care to:
 - Understand the RoI
 - Understand financial and resource impact for each provider



Lesson Learned

Impact of person centred care

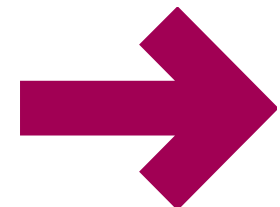
- Cost of high acuity patients can be impacted with a new model of care
- Financial benefits of lower acuity interventions may not be realised for a year or two as they are prevented from becoming more acute
- Some patients may choose not to access a service

Can a simulation support adoption of a new model of care?

- One location changed a disease-based improvement strategy to a person-centred strategy after using the model.

Simulation Benefits

- ✓ Test before implement (no harm to patients)
- ✓ Dissemination of practice and sharing of models of care
- ✓ Supports decisions where no historical data
- ✓ Helps to formulate exact models of care and predict impacts



For further information

[www.SIMUL8healthcare.com/nhs-
england](http://www.SIMUL8healthcare.com/nhs-england)

