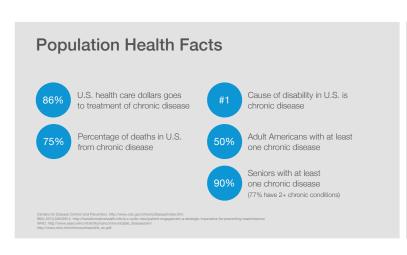
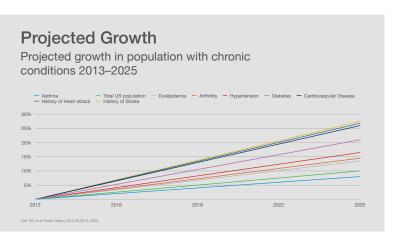


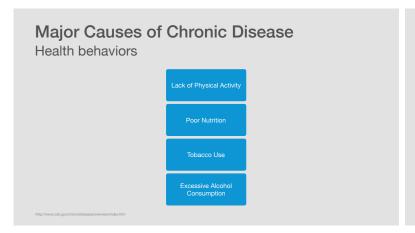
## Our Discussion Today Reengineering Care Delivery to Manage Chronic Disease Reengineering Hospital Care to Improve Patient Outcomes

## Pactors Contributing to Poor Health Outcomes Encouraging Positive Behavior Change Intervening and Engaging Patients

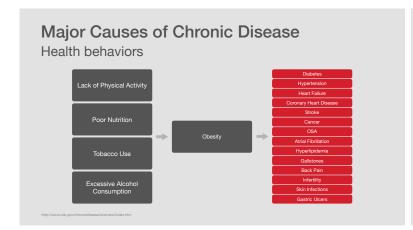




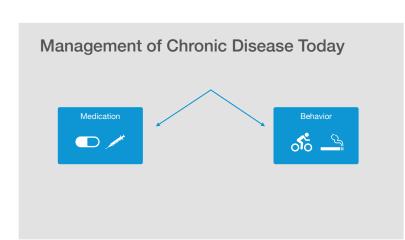


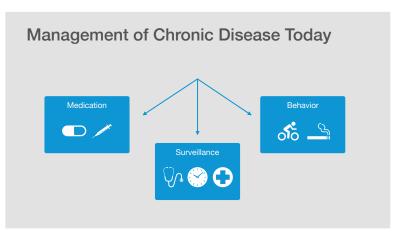






Management of Chronic Disease Today





### Management of Chronic Disease Today



### Adherence to Quality Indicators

### Medication

### In chronic disease

Condition	No. of Indicators	% of Recommended Care Received
Overall care	439	54.9%
Hypertension	27	64.7%
Heart failure	36	63.9%
COPD	20	58.0%
Asthma	25	53.5%
Hyperlipidemia	7	48.6%
Diabetes mellitus	13	45.4%
Peptic ulcer disease	8	32.7%
Atrial fibrillation	10	24.7%
McGlynn EA, et al. N Engl J Med 2003;348;2635–45.		

### Behavior Change

### Healthy food

Google Food Team and Yale Center for Customer Insights

- Wellness initiatives fail because they rely on placing too much emphasis on providing information
- Evidence from behavioral economics has shown that information rarely succeeds in changing behavior or building new habits or food choices
- · Behavior often diverges from intentions
- Self-control is taxed by any type of depletion
- Necessity of making food decisions many times a day means we can't devote much processing power to each choice
- Eating behaviors tend to be habit and instinct-driven

Chance Z, ey al. Harvard Business Review, March, 2016





The average patient with **uncontrolled** hypertension sees the doctor 4 times/year.

Hyman DJ, et al, N Eng J Med 2001;345:479–486. Turchin A, et al. Hypertension 2010;56:68–74. Xu W, et al. BMJ 2015;350:1-9.

### **Consultation Length by Country**

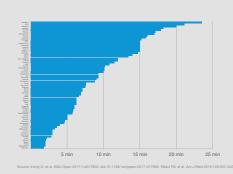


28,570,712 consultations in 67 countries:

The average time a Primary Care physician spends with each patient ranges from 48 seconds to 22.5 minutes.

### **Consultation Length by Country**





28,570,712 consultations in 67 countries:

The average time a Primary Care physician spends with each patient ranges from 48 seconds to 22.5 minutes.

ource: Irving G, et al. BMJ Open 2017;7:e017902. doi:10.1136/ bmjopen-2017-017902. Mlani RV, et al. Am J Med 2015:128:337-34

### Why do we fail?





Quality problems occur typically not because of failure of goodwill, knowledge, effort, or resources devoted to health care, but because of fundamental shortcomings in the way care is organized...

Trying harder will not work...Changing care systems will.

Institute of Medicine





### Our current health care delivery

system, which is organized around professionals and types of institutions, grew out of a need to provide primarily acute care rather than chronic care.

This is one kind of chasm we have to cross.

The health care delivery system must be reorganized to meet the real needs of patients.

Institute of Medicine

### Challenges Physicians Face

### **Challenges Physicians Face**



Time
Face-to-face patient care accounts for 55% of average workday (guidelines for just 10 chronic diseases would require 10.6 hours/day)

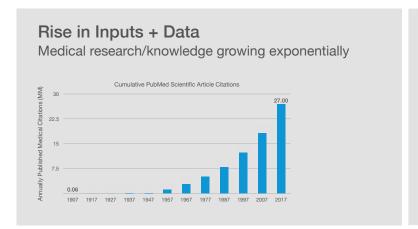
### **Challenges Physicians Face**

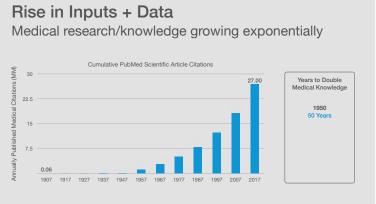


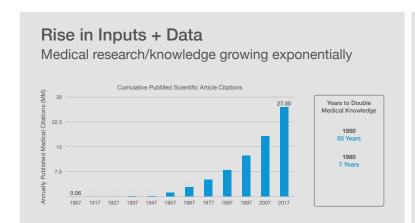
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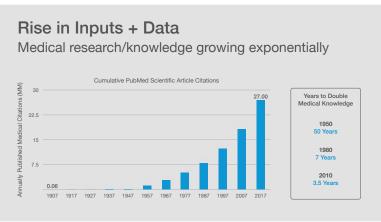


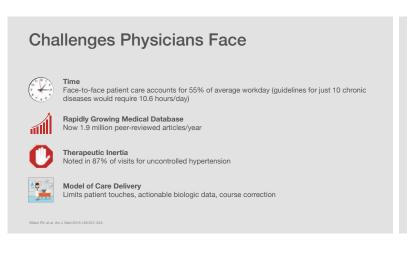
Rapidly Growing Medical Database Now 1.9 million peer-reviewed articles/year

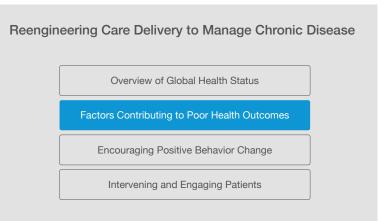


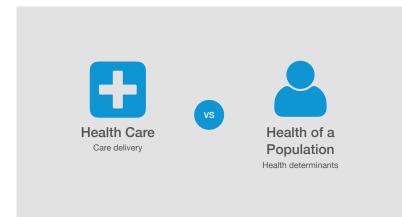


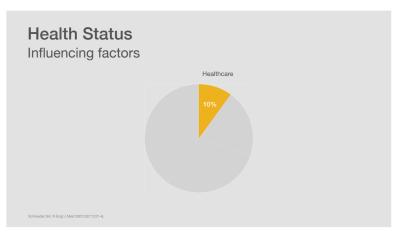


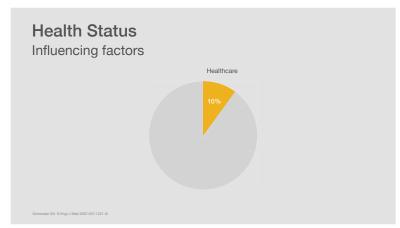


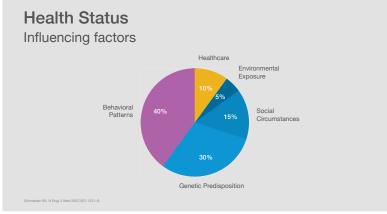


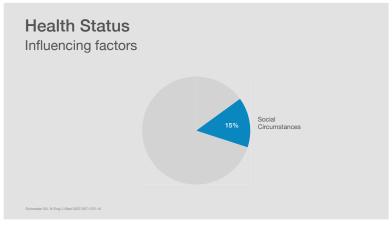




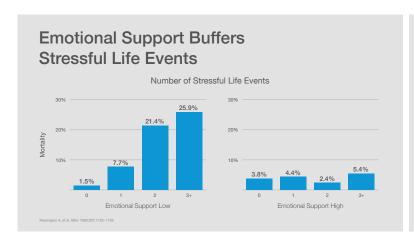


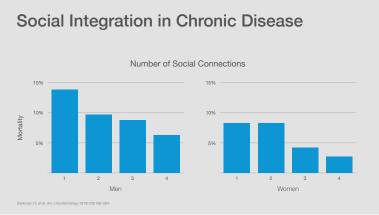












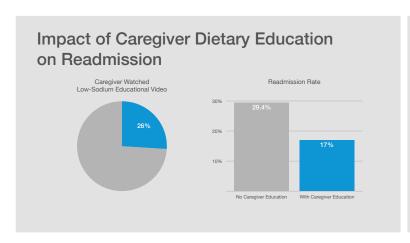


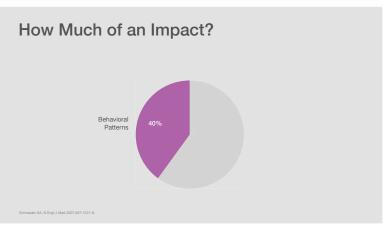
## Heart Failure Program Inpatient intervention

Scores high on sodium consumption

- · "Who shops for your groceries?"
- · "Who prepares your meals?"
- Patient views video on importance of low sodium foods
- Individual(s) who shops for and prepares meals sent email with literature and video link







### **Medication Adherence**

### **Facts**

50% of patients with chronic disease do not take meds as prescribed

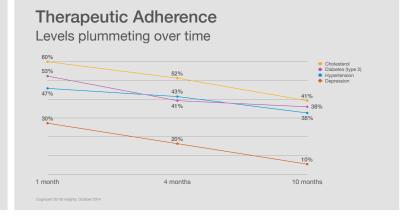
Increased morbidity and death

Estimated cost ~\$100B/year

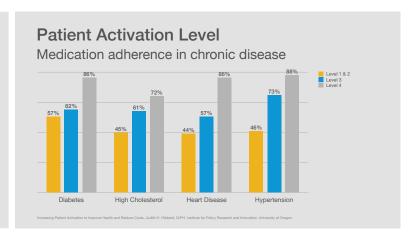


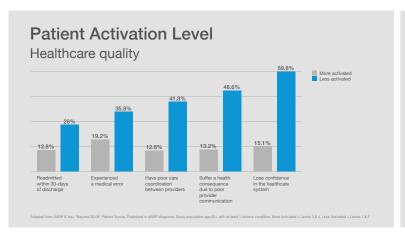
Increasing the effectiveness of adherence interventions may have a far greater impact on health of the population than any improvement in specific medical treatments.

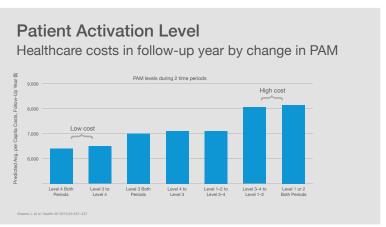


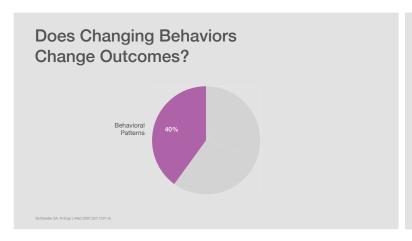


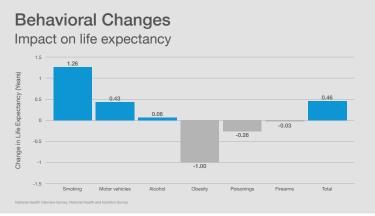
## Patient Activation An incremental process Level 1 Disengaged and overwhelmed Individuals are passive and lack confidence. Knowledge, but large agens remain. They is low, goal-orientation is weak, and adherence is poor. Their perspective: "My doctor is in charge of my heath." Disengaged and overwhelmed Individuals have knowledge, but large agens remain. They but large agens remain. They of their control, but can set spring goals. Their perspective: "My doctor is in charge of my heath." Increasing Level of Activation Level 3 Taking action Individuals have the key facts and are building self-management skills. They strive for the best practice behaviors, and are goal oriented. Their perspective: "I could be doing more." Increasing Level of Activation

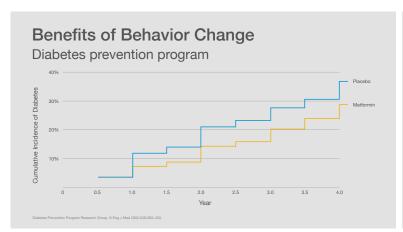


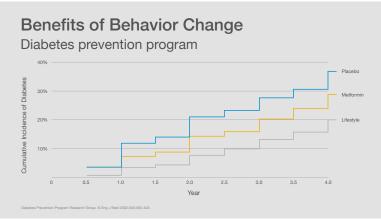


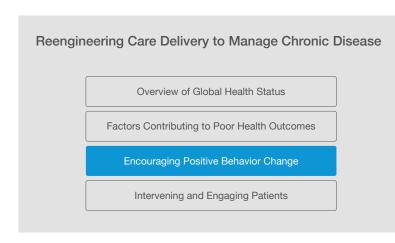


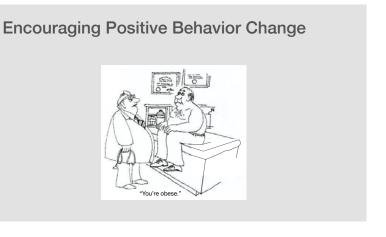












### **Social Contagion**

Many health behaviors impacted through social interactions

Smoking

Eating

Exercise

Weight

Medication adherence



### The Power of Peer Influence

65,525 transactions

1,966 flights

257,000 passengers

Excluded people flying together, kids

Tests purely the effect of a stranger's choice



Time 1: Purchasing window begins

Gardete, P.M. Journal of Marketing Research. 2015;52:360-374

### The Power of Peer Influence

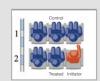
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Time 2: Purchase occurs i.e. experiment begins

### The Power of Peer Influence

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Time 2: Purchase occurs i.e. experiment begins

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### The Power of Peer Influence

On average, people purchased a movie or snack 15–16% of the time

If you saw someone next to you order something, your chances of buying something increased by 30%



Time 3A: Treated passenger buys

## Aspirin Use and Cardiovascular Events in Social Networks

Women

Men

More likely to take aspirin if a brother had been recently taking aspirin

More likely to take aspirin if a male friend had recently been taking aspirin

More likely to take aspirin if a female friend recently had a CV event

More likely to take aspirin if a brother recently had a CV event

Strully KW, et al. Social Science and Medicine 2012;74:1125-112

Sardete, P.M. Journal of Marketing Research. 2015;52:360-374

## Aspirin Use and Cardiovascular Events in Social Networks

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More likely to take aspirin if a brother had been recently taking aspirin More likely to take aspirin if a male friend had recently been taking aspirin

Men

More likely to take aspirin if a female friend recently had a CV event

More likely to take aspirin if a brother recently had a CV event

Aspirin use is correlated with the health and behavior of friends and family

Strully KW, et al. Social Science and Medicine 2012;74:1125-112

### **Smoking Cessation**

### Impacted through social interactions

Smoking cessation appears to spread from person-to-person

Decisions to quit smoking is not done in isolation, but rather reflect choices made by groups connected to each other

People appear to act under collective pressures within niches in their social network



### **Smoking Cessation**

Impacted through social interactions

Relationship	Behavioral Impact	Requirements	Details
Spouse	67%	N/A	_
Friend 1	61%	Educated subject and friend	≥ 1 year college
Friend 2	57%	Educated subject	≥ 1 year college
Friend 3	55%	Educated friend	≥ 1 year college
Friend 4	43%	Mutual friends	$\leftrightarrow$
Friend 5	36%	Any friends	$\rightarrow$
Co-worker	34%	Small firm	≤ 6 employees
Sibling	25%	N/A	_

### Obesity

### Impacted through social interactions

Relationship	Behavioral Impact	Requirements	Details
Spouse	37%	n/a	_
Friend 1	57%	alter friend	alter obese
Friend 2	0%	perceived friend only by alter	alter obese
Friend 3	71%	same sex alter friend	alter obese
Friend 4	171%	same sex mutual friends	$\leftrightarrow$
Friend 5	0%	opposite sex alter friend	
Adult sibling	55%	same sex	sibling obese
Immediate neighbor	0%		-
Christakis NA, et al. N Engl J Med 2007;357:	370-9.		

### **Changing Dietary Behavior**

Fresh fruit consumption

National School Lunch Program began recommending apples to being served, to school children, however the majority of apples (> 60%) ended up in the trash, virtually untouched.



### **Changing Dietary Behavior**

Fresh fruit consumption

National School Lunch Program began recommending apples to being served, to school children, however the majority of apples (> 60%) ended up in the trash, virtually untouched.

Studies have since demonstrated that apple consumption increases by more than 70% when apples were served as slices.





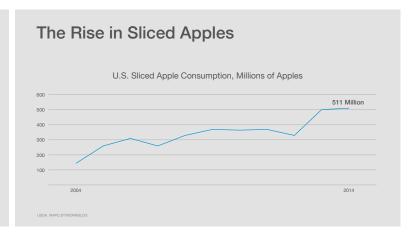


Lansink B, et al. Am J Prev Med 2013;44:477-48

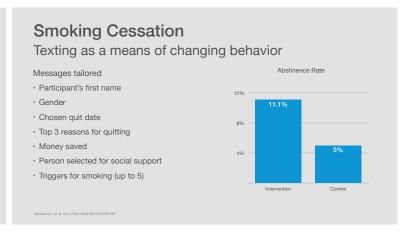
### The Rise in Sliced Apples

U.S. Sliced Apple Consumption, Millions of Apples

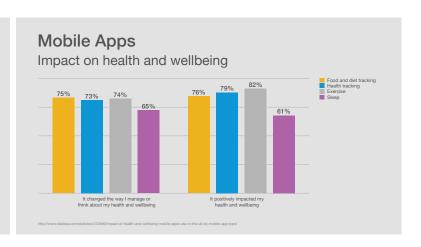
USDA: WAPO.ST/WONKBLOG



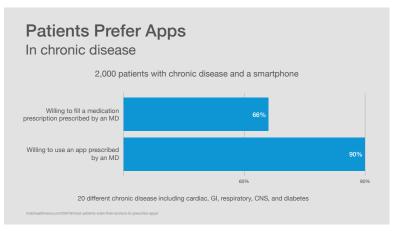
# Timely or Unexpected Support



### **Lifestyle-Focused Texts** Effect on patients with coronary heart disease A Randomized Clinical Trial Clara K. Chow, MBBS, PhD; Julie Redfern, PhD; Graham S. Hillis, MBChB, PhD, Jay Thakkar, MBBS; Karla Santo, MBBS; Maree L. Hackett, PhD; Stephen Jan, PhD; Nicholas Graves, PhD; Laura de Keizer, BSc (Nutr); Tony Barry, BSc; Severine Bornpoint, BSc (Stats); Sandarine Stepien, MBiostat LDL-C 0.04 -6% Systolic BP < 0.001 BMI -4% < 0.001 Physical activity (MET) < 0.001 Smoking -39%

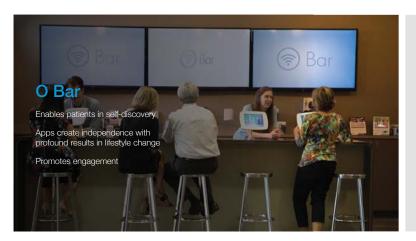


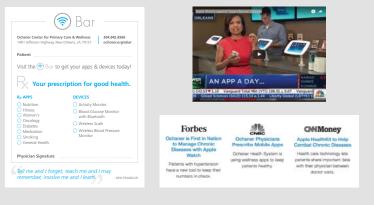
## Patients Prefer Apps In chronic disease 2,000 patients with chronic disease and a smartphone Willing to fill a medication prescribed by an MD Willing to use an app prescribed by an MD 20 different chronic disease including cardiac, GI, respiratory, CNS, and diabetes



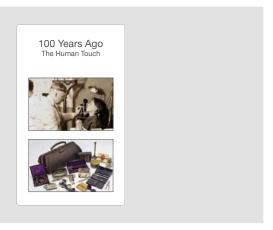


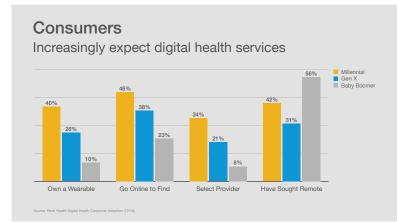






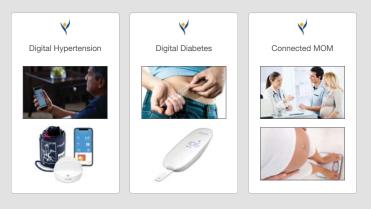


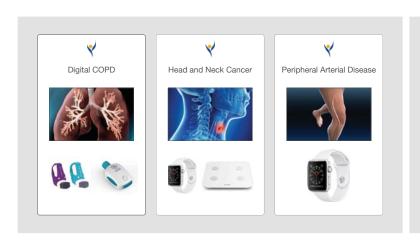




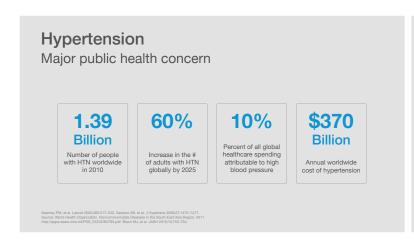


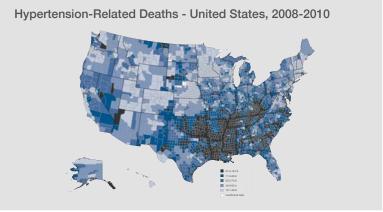


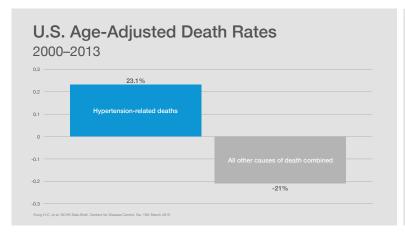


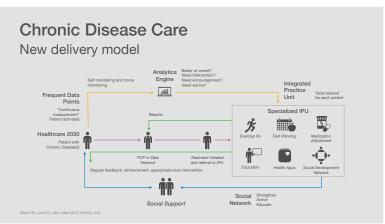












### **AHA/ASH Scientific Statement**

Home blood pressure monitoring

Current technology is accurate, reliable, easy to use, and inexpensive

Home BP readings are

- · Better predictor of CV risk than office
- · More reproducible and show better correlation with measures of target organ damage
- · Shown to improve medication adherence

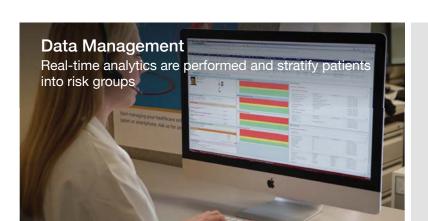


### **Data Management**

Data algorithms

Customized data visualization tools that reduces chart time and maximizes care team efficiency and accuracy





### **Hypertension Enrollment**

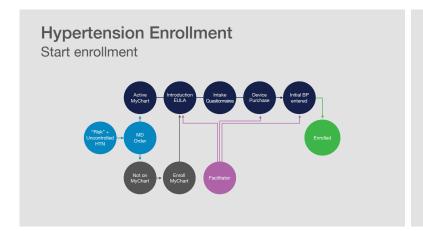
Start enrollment

### **Hypertension Enrollment**

Start enrollment



## **Hypertension Enrollment** Start enrollment



### **Patient Characterization**

Onboarding

Milani RV, Lavie CJ. Am J Med 2015;128:337-34

## Patient Characterization Onboarding

Dietary analysis Depression

 Medication adherence
 Patient activation measure

 Living circumstances
 Physical activity index

 Medication affordability
 Health literacy

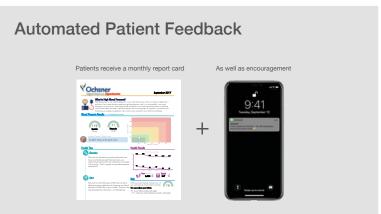
 Social network
 Transportation issues

Caregiver support Access to care

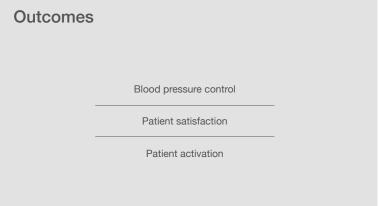
lani RV, Lavie CJ. Am J Med 2015;128:337-343.

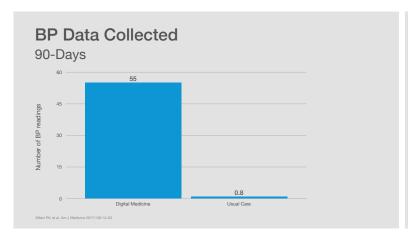


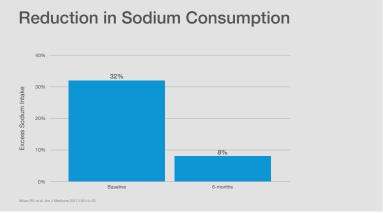




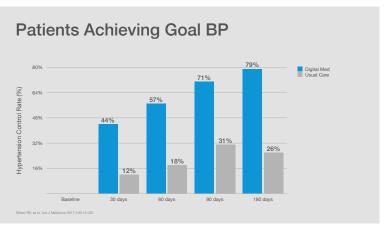




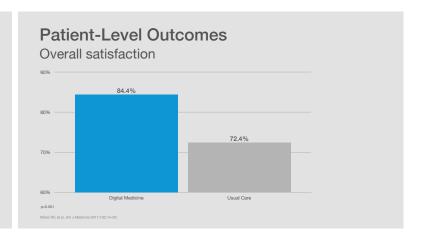


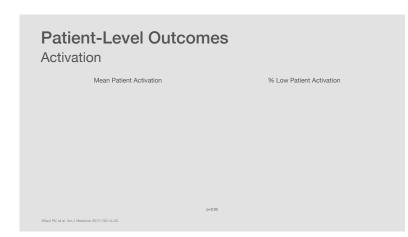


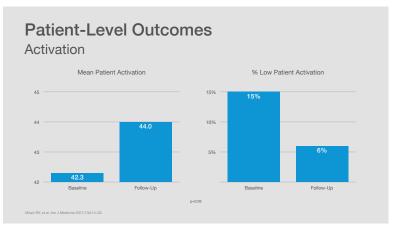


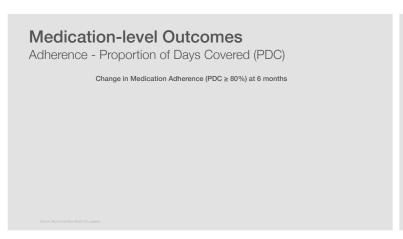


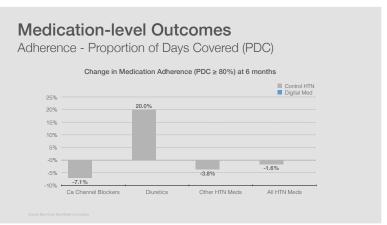
## Patient-Level Outcomes Overall satisfaction p-0.001 Many RV, et al. Am J Madeline 2017;100:14-20.

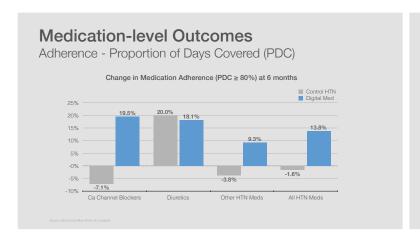








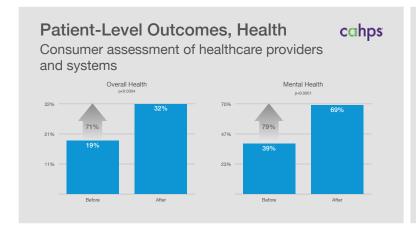




## Patient-Level Outcomes, Health Consumer assessment of healthcare providers and systems

Overall Health

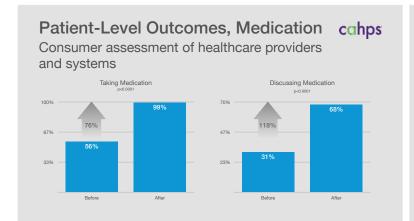
Mental Health



## Patient-Level Outcomes, Medication cohps Consumer assessment of healthcare providers and systems

Taking Medication

Discussing Medication

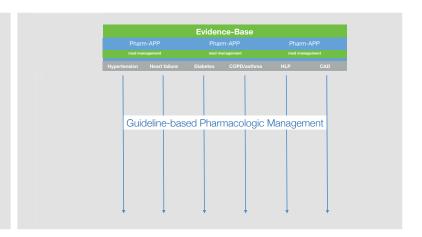


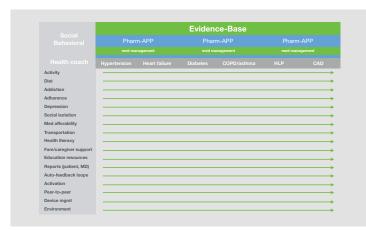


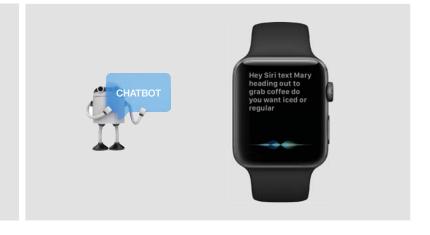




















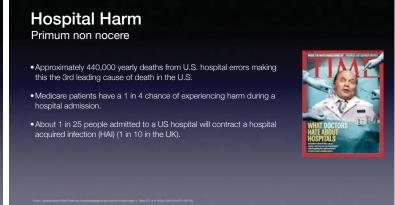


Questions

















### Post-Hospitalization Syndrome

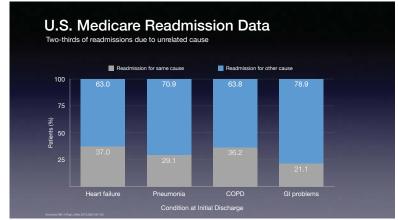
- An acquired, transient period of vulnerability derived from the allostatic and physiologic stress that patients experience in the hospital.
- · During hospitalization, patients typically experience:
  - deprivation of sleet
- · disruption of normal circadian rhythms
- poorly nourished
- · have pain and discomfort
- receive medications that can alter cognition and physical function
- · become deconditioned by bed rest or inactivity

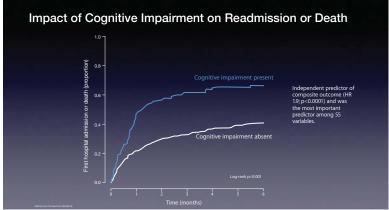
Variable 188 - 87 Frank (1884) 2003, 200, 100, 1

### Post-Hospitalization Syndrome

- · Polysomnography during hospitalization:
- reduction in total sleep time
- reduction in REM and N3 (slow wave) and increase in non-REM
- · Results in behavioral and physiologic effects impacting:
- metabolism
- · cognitive performance
- physical functioning and coordination
- · immune function
- · coagulation cascade

Krumholz HM. N Engl J Med 2013; 368: 100-102





### **Discharge Comprehension**



- 200 patients admitted for > 24 hours to acute medicine, age ≥ 70 years
- Tested for cognitive function\* at discharge
- → 31.5% of subjects had unrecognized low cognition
- One month later, 58% of these patients no longer had low cognition (p<0.001).</li>

\*Mini-Mental Status Examination (MMSE), Backward Digit Span, 15 word immediate and delayed recall test

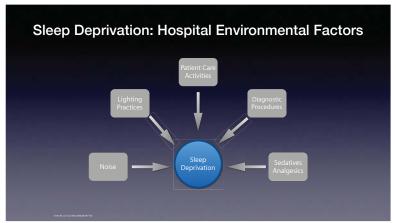
Lindquist LA et al. J Gen Intern Med 2011;26:765-770

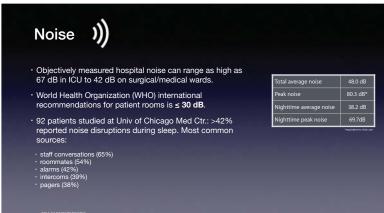
### **Discharge Comprehension**



- 172 patients admitted for > 24 hours to acute medicine, discharged on ≥ 1 new medication
- Tested for medication literacy 4-18 days after discharge (name, dosage schedule, purpose) and whether they could name their medical contact
- 86% aware a new medication had been Rxed, 64% could name the med, 64% purpose, 56% dosage.
- Age and not education level was the best predictor of poor medication literacy.

Maniaci M, et al. Mayo Clin Proc 2008/82:554-558

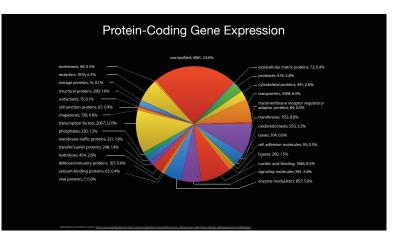


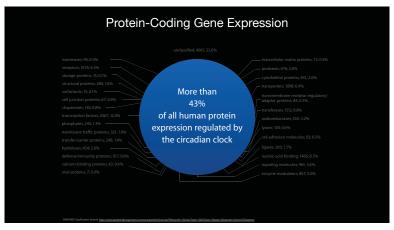


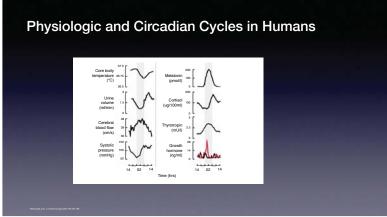


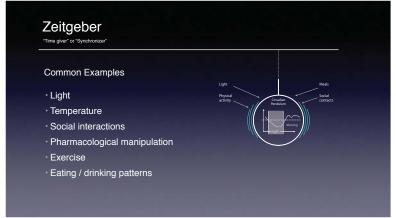


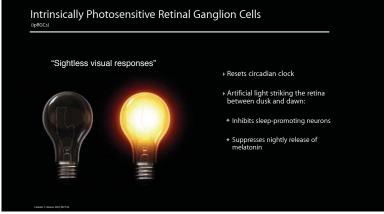


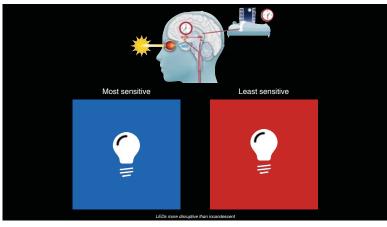




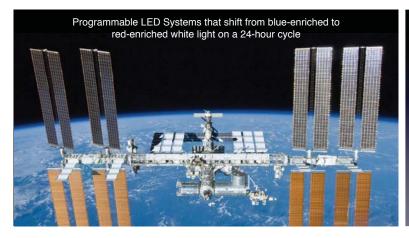




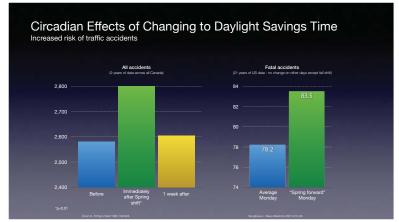


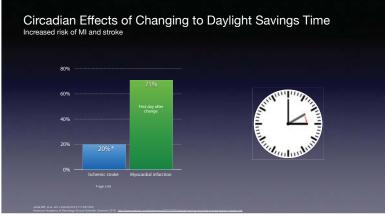


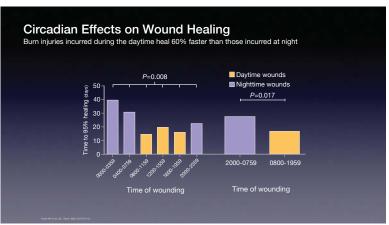


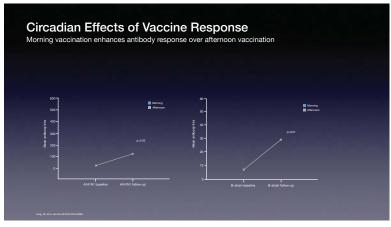


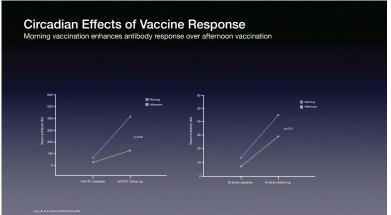


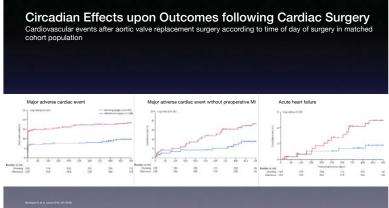
















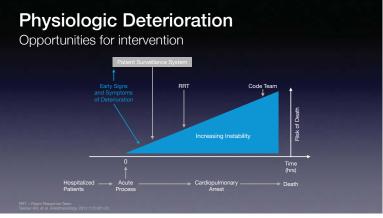








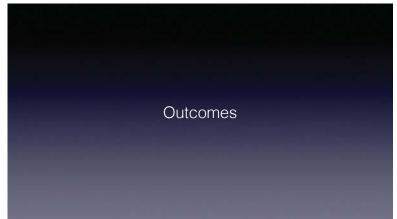


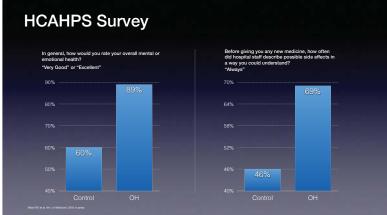


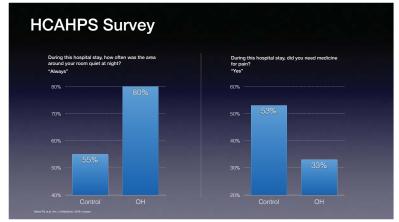


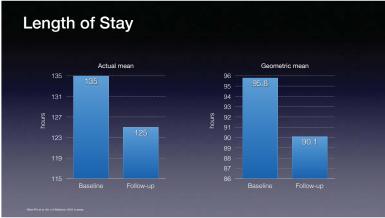
Improved communication tools for nurses and improved care efficiency (BCMA via Rover)
 New technologies that capture vitals wirelessly without human assessment - with machine to human notifications - improvement in alarm management
 Increased patient's personal control - more information (MyChart bedside) when and where patients want it
 Improved ambulation by reducing tethering to bed
 Improved sleep quality and quantity - less disruptions of circadian rhythm - via noise control, change in lighting systems, unobtrusive vital sign monitoring, and morning phlebotomy times

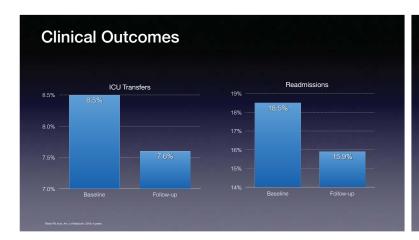
**Hospital Intervention - Summary** 

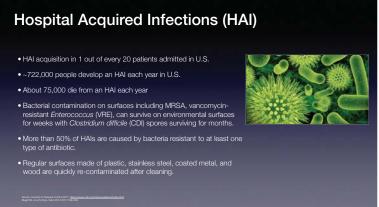


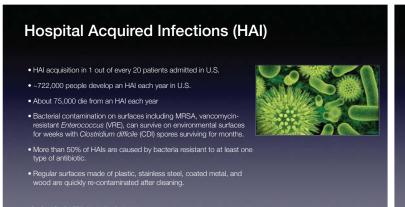






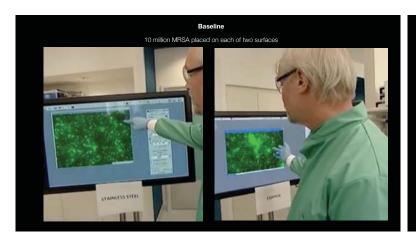


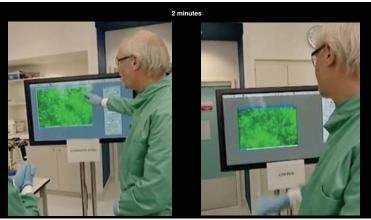


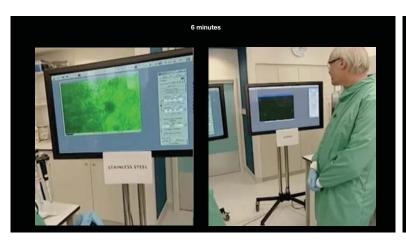


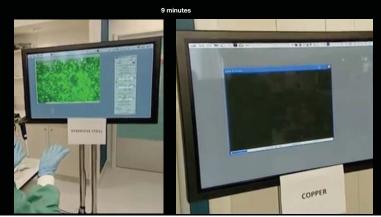


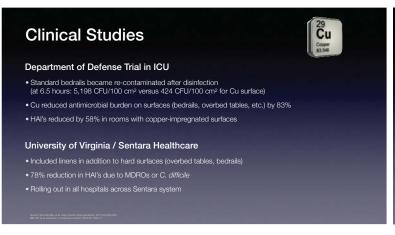
- Copper surfaces have intrinsic and continuous broad-spectrum antimicrobial activity that remains effective for the product's lifetime.
- Copper alloy surfaces kill 99.9% of bacteria in less than 2 hours (including MRSA, VRE, S. aureus, Enterobacter aerogenes, Pseudomonas aeruginosa) and continuously kill after repeated contamination.
- Mechanism of action: involves rupture of cell membrane, generation of reactive O<sub>2</sub> species, and breakdown of bacterial DNA, resulting in cell death - no evidence of bacterial resistant organisms.
- Copper alloys are the 1st class of solid surface materials approved by the EPA as antimicrobial and approved for public health use.



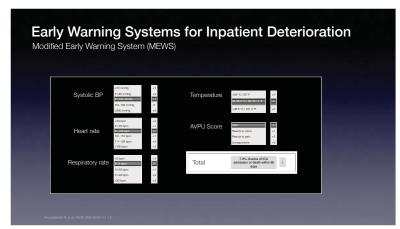


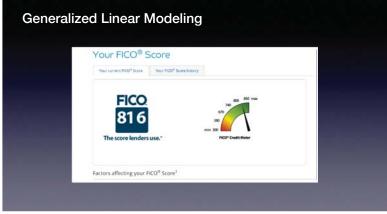


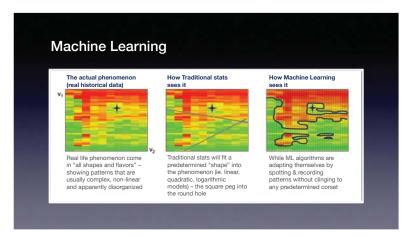




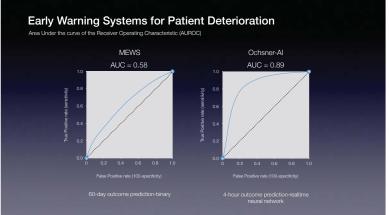














## Ochsner Patient Deterioration Model 90-Day Pilot Results • Successfully reduced codes outside of ICU by 44% • Over 40% of alerts resulted in transfer to the ICU • Over 25% of alerts resulted in end of life conversations

