



Learning Network for
**Chartered
Value Exchanges**

Market Scan & Sustainability Working Group

*OR Health Care Quality Corporation
Board Discussion*

September 17, 2008

Objectives for Today

- Review Inputs: Recap of Three Perspectives
 - Business Model Insights from Case Studies
 - Results of Market Scan
 - Results of Stakeholder Priority Survey
- Present Committee Recommendations
 - Program recommendations, based on inputs
 - Staff evaluation of effort (weighting)
- Board Action: Discuss & Finalize Recommendations

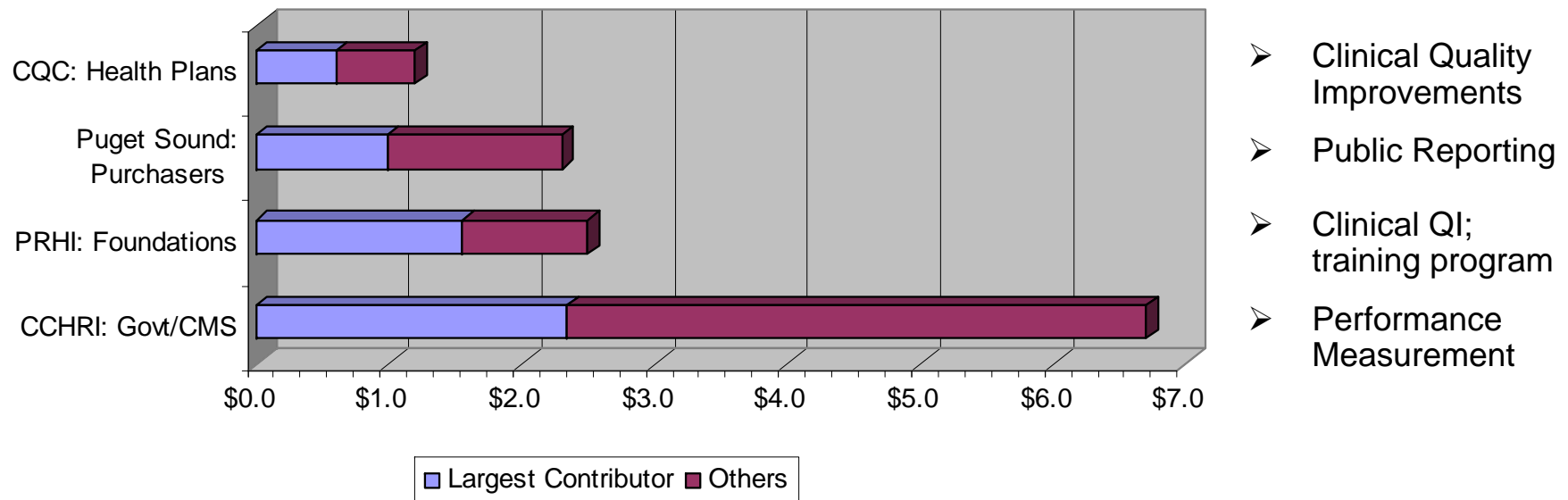
Sustainability Plan Criteria

- ☐ Advances the Mission: Leads to real solutions for improving health care quality through better information and increased community-wide collaboration
- ☐ Acknowledges and responds to compelling circumstances
- ☐ Leverages the unique value of the Quality Corporation
- ☐ Delivers tangible value to stakeholders within a timeframe that will keep their attention
- ☐ Meets the expectations of funders
- ☐ Attracts the attention of potential new funders
- ☐ Builds a sustainable position for the Quality Corporation mission and organization

Part I: Business Model Insights

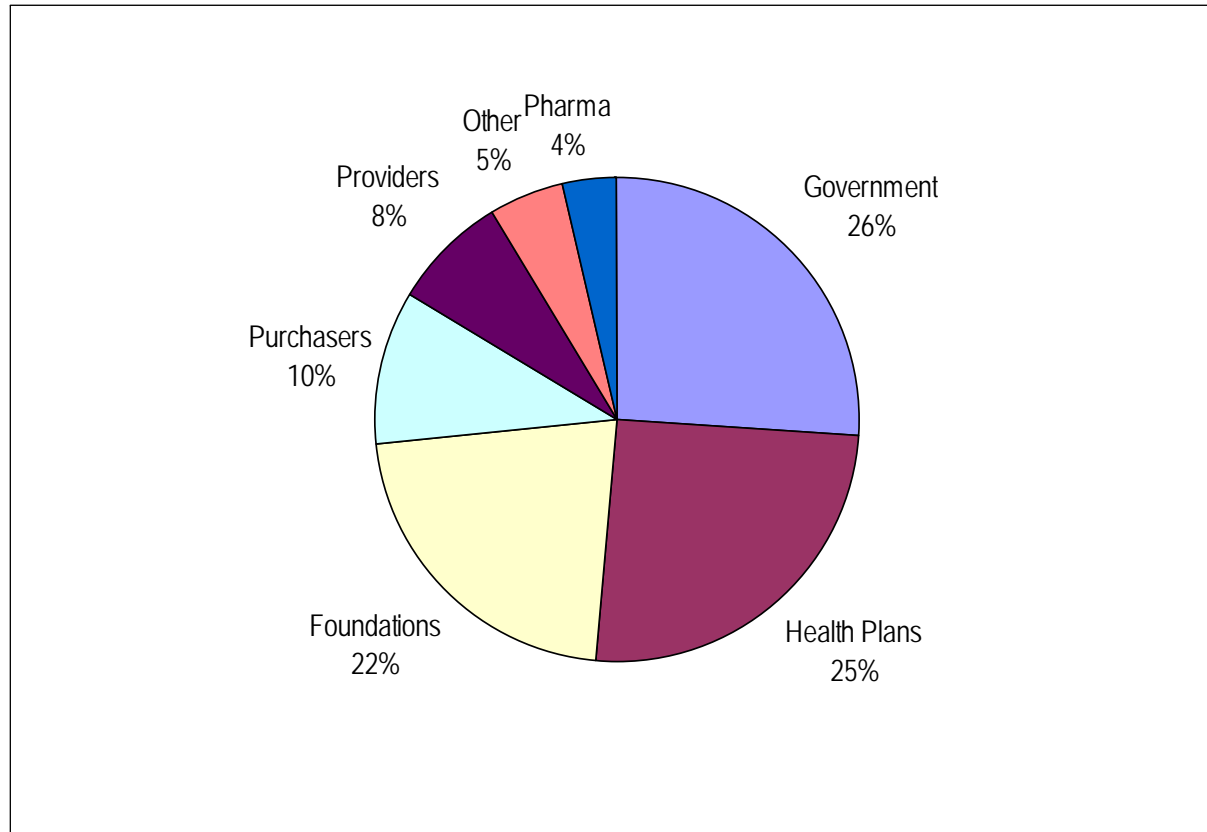
Linking Value with Funding

Total Funding & Largest Contributor Group



How are Collaboratives Funded?

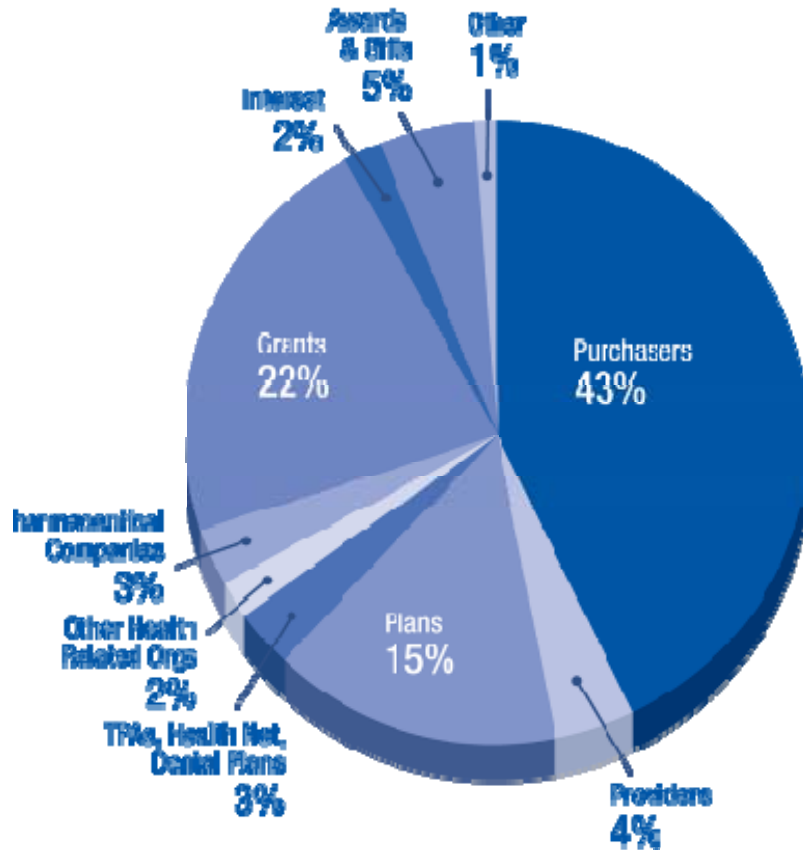
Consolidated View of Six Organizations Studied



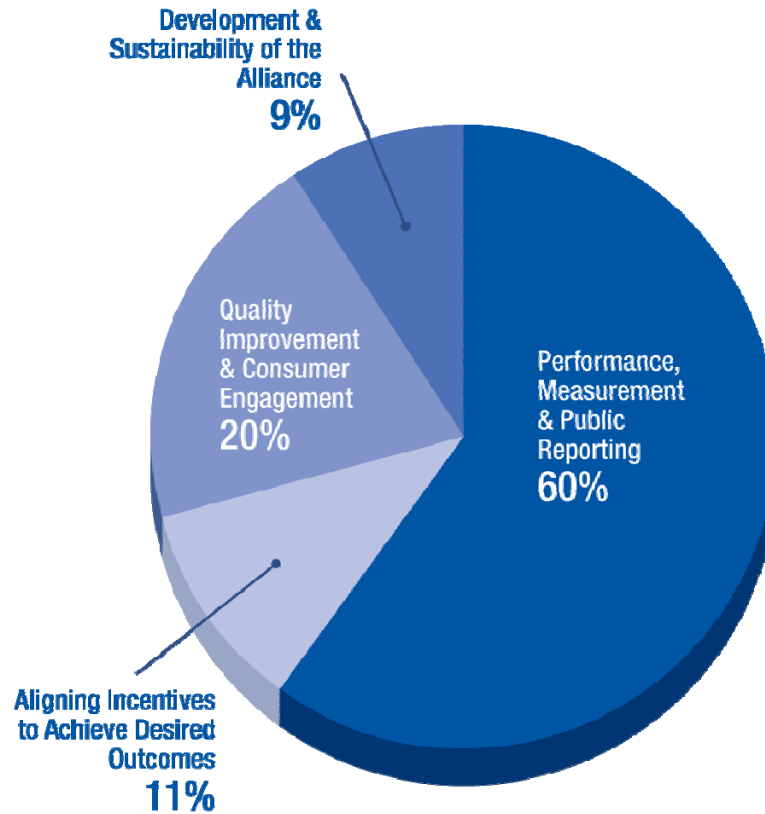
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Puget Sound Health Alliance

Sources of Funds



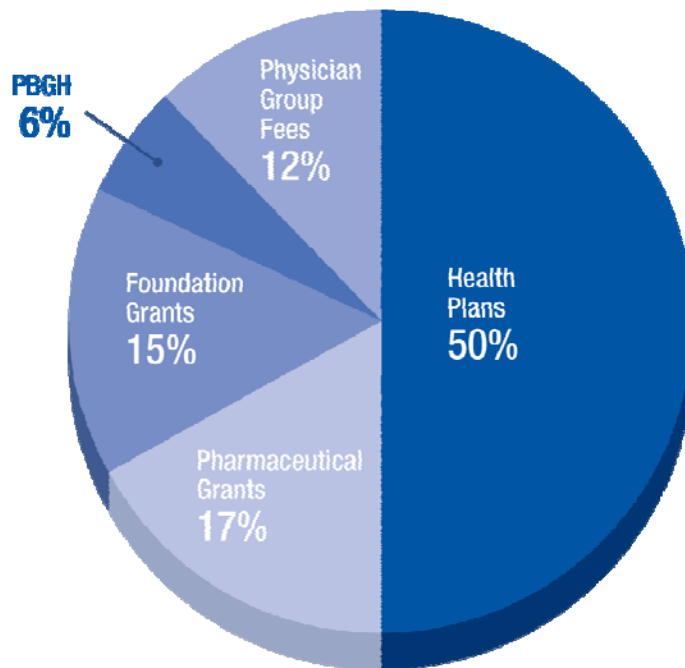
Uses of Funds



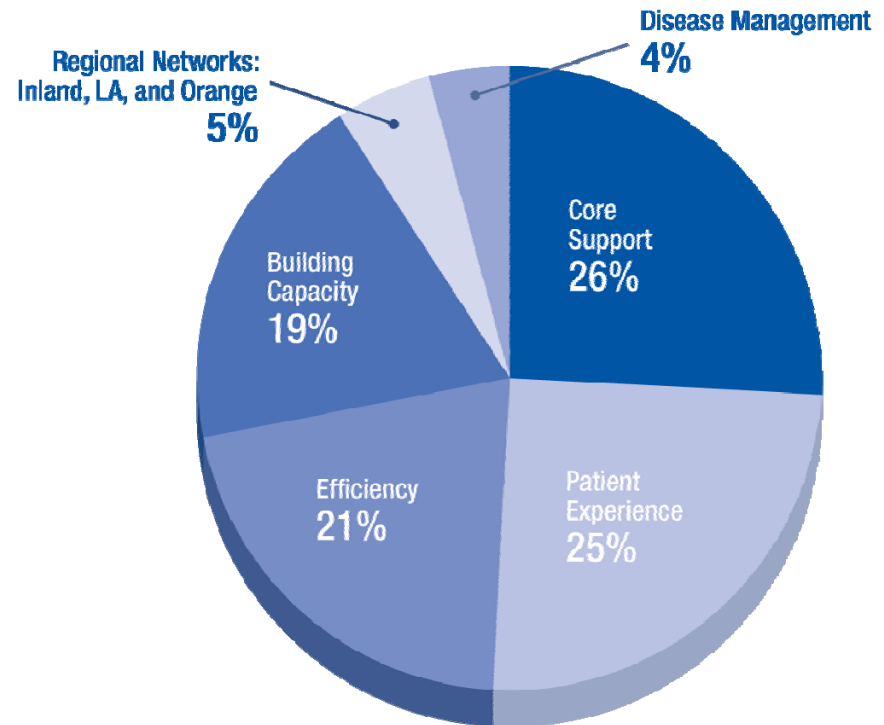
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California Quality Collaborative

Sources of Funds



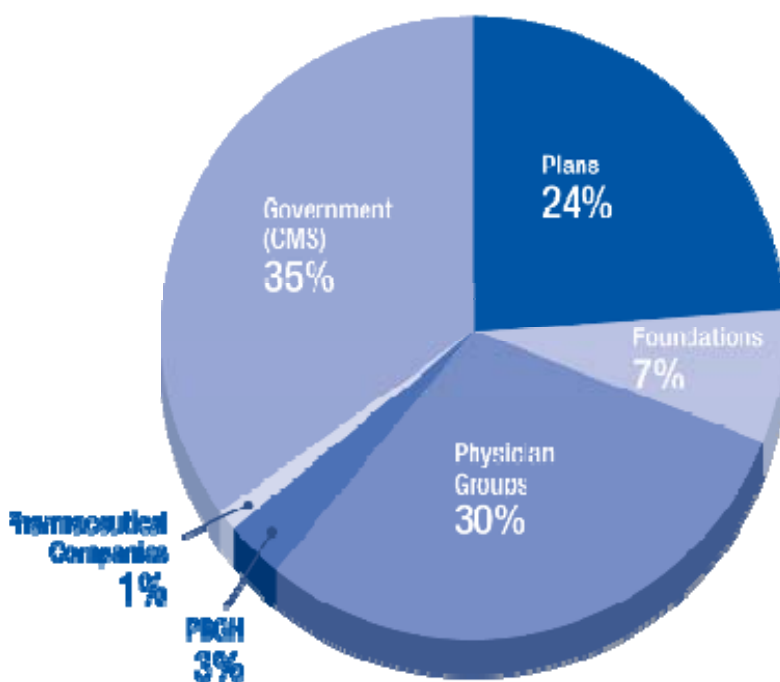
Uses of Funds



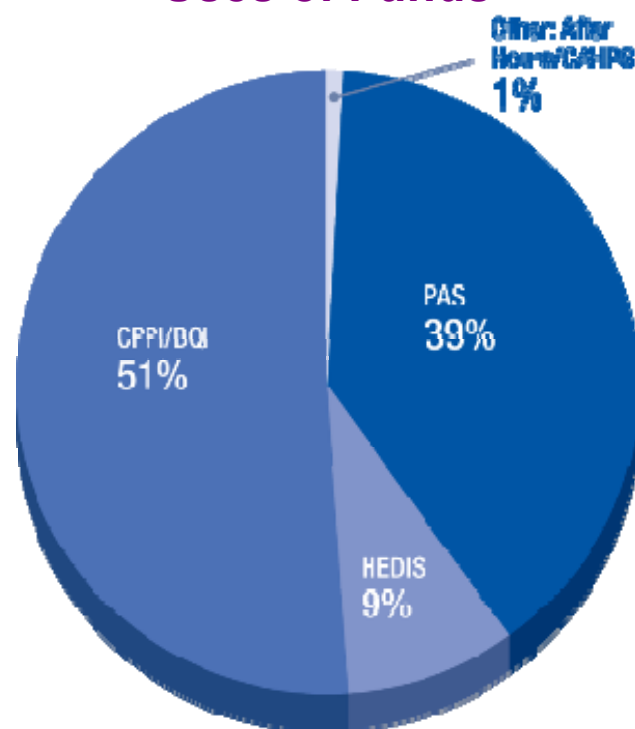
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California Cooperative Healthcare Reporting Initiative

Sources of Funds



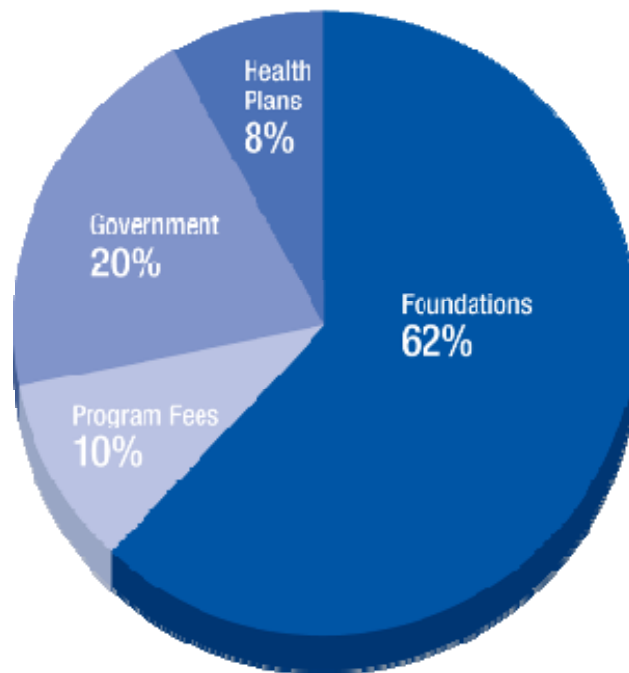
Uses of Funds



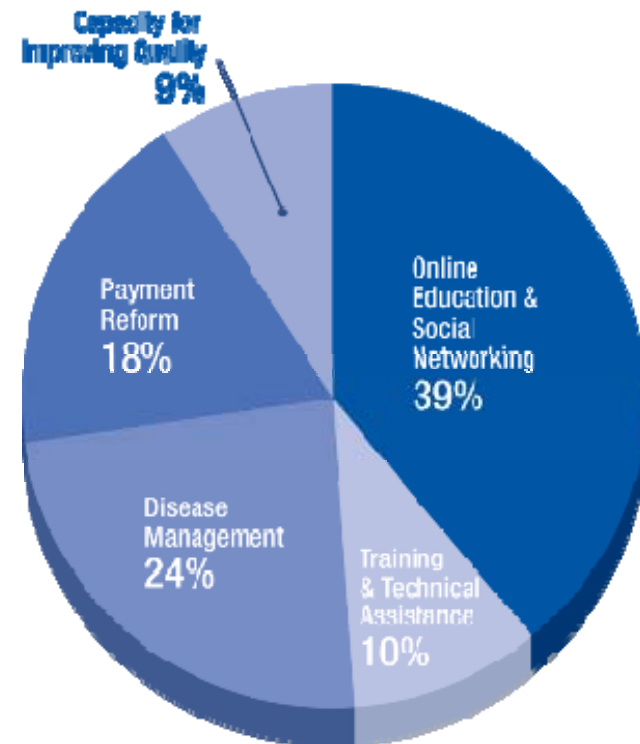
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Pittsburgh Regional Health Initiative

Sources of Funds



Uses of Funds



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Part II: Market Scan

Summary Points

- Quality Corporation Niche: Recognition and respect for multi-stakeholder approach; not aware of “competitors” having that qualification
- Hoping that Quality Corporation doesn’t think “too small”
- Several cautions against taking on too much
- Frequent perception that “nobody” leading or innovating across stakeholder groups in key areas; innovations may be viewed as internally focused
- Increasing interest in access, value, and affordability, out of necessity
- ‘Good ideas have come out of Oregon, but collaborative execution has been a challenge.’

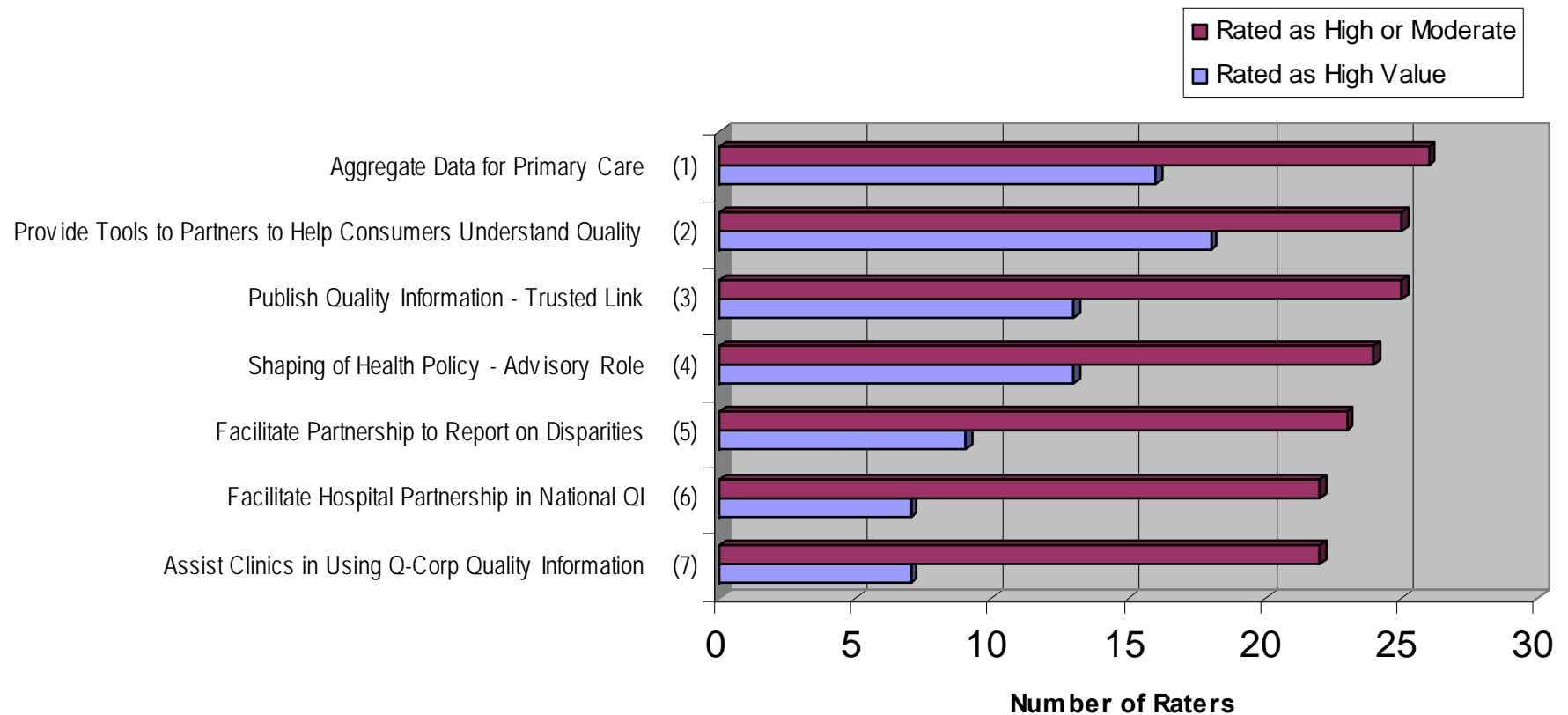
Market Scan Highlights

State Health Reform

- Considerable energy around reform recommendations; expecting some key components to move forward
- Expecting nonprofits and public-private partnerships to have a significant role in executing on those recommendations
- Expect state to take “partner/buy” vs. “design/build” approach
- Differing opinions about the Quality Institute
- Suggested additional promotion of Quality Corporation to position for future opportunities

Part III: Survey Results

Feedback on Current Programs



Highest Value Current Programs

by Type of Stakeholder

		Providers (8)	Health Plans (4)	Purchasers (3)	Health Services (4)	Consumer Advocates (4)	Public Policy (3)	All Others (4)
1	Aggregate Data for Primary Care	▲ x	▲		▲			▲
2	Provide Tools to Partners to Help Consumers Understand Quality	x	x	▲		▲		▲
3	Publish Quality Information - Trusted Link	x						
4	Shaping of Health Policy (Advisory Role)	x	x					▲
5	Facilitate Partnership to Report on Disparities	x	x	x	x	▲	▲	
6	Facilitate Hospital Partnership in National QI	x			x		x	
7	Assist Clinics in Using Q-Corp Quality Information	x			x	x	x	

>> *Caution: Number of respondents in each category is small* <<



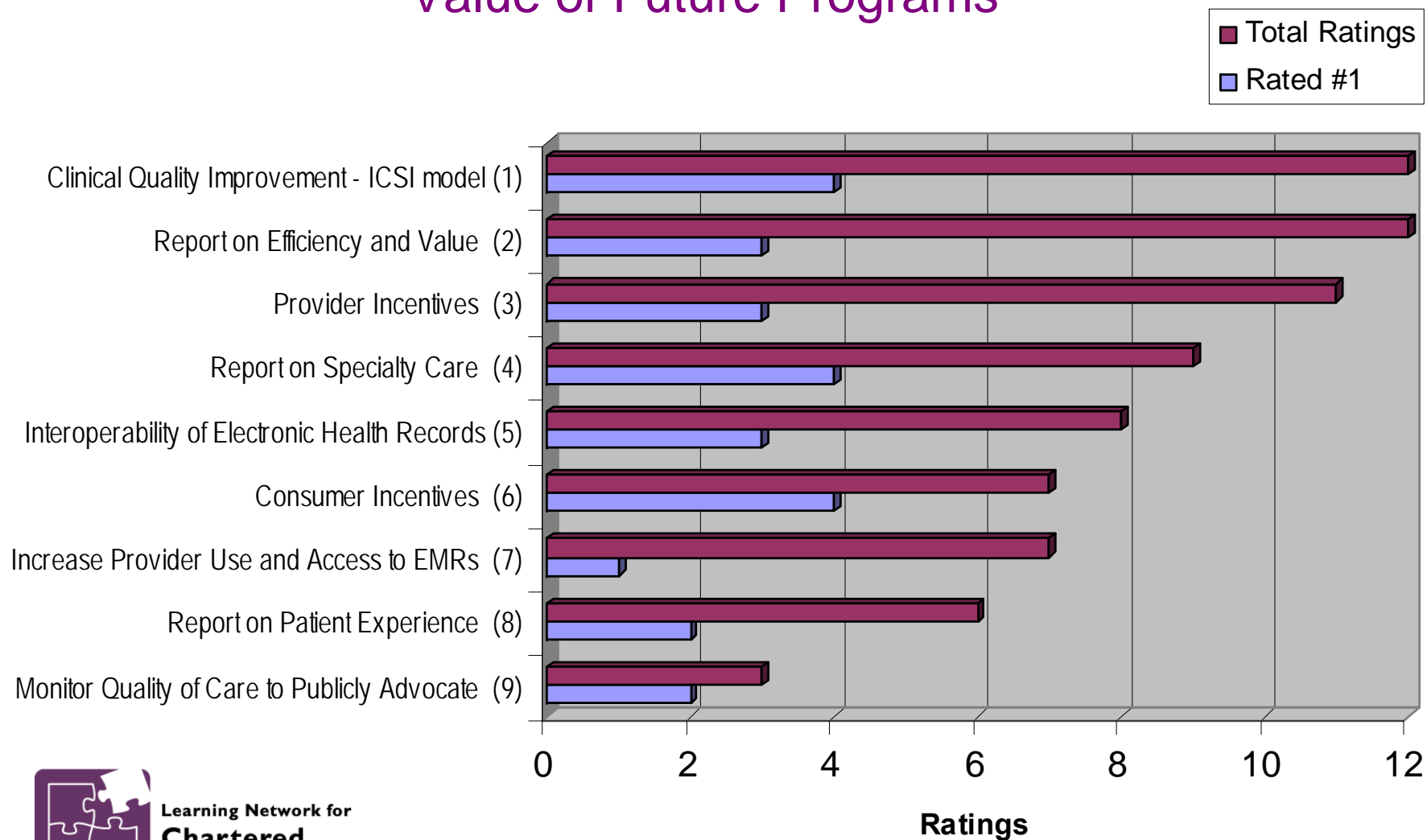
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▲ = Highest rating within that stakeholder group (may be tied)

x = Noted by at least one respondent as “low/no value”

Survey Results

Value of Future Programs



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