



Value-Based Care 3 the data to advance the vision

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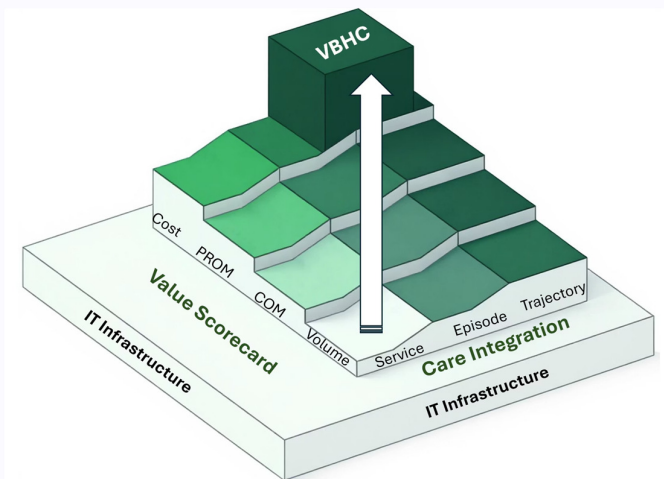


Motivation: An Urgent Need to Rethink Our Healthcare System.

-  Aging population
Growing pressure on available resources.
-  Workforce shortage
Difficulty maintaining essential services.
-  Constantly rising costs
Need to rethink resource allocation.
-  Limited accessibility
Waiting times for specialized care.



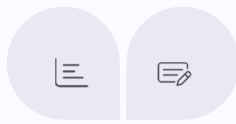
VBHC : From Concept to Practice



Missing Critical Elements

Operational Indicators

Focus on workflow efficiency metrics.



Financial Measures

Track expenses without linking to outcomes.



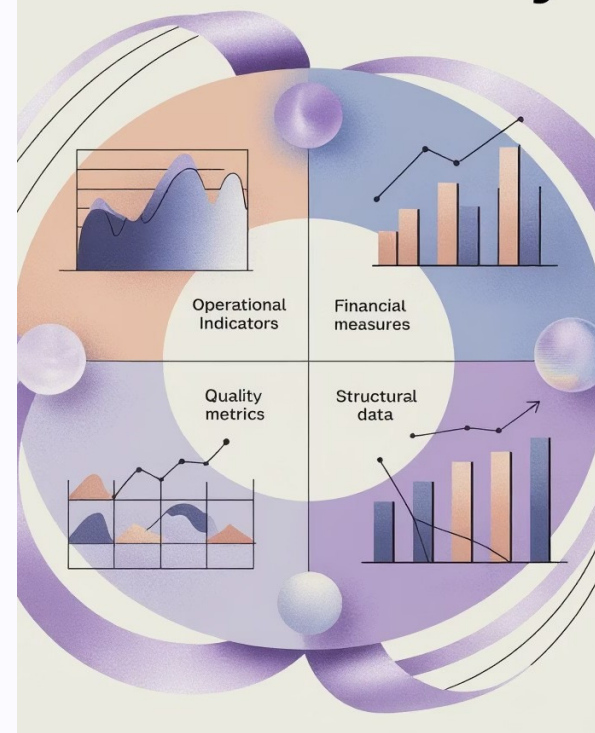
Quality Metrics

Measure processes rather than patient results.

Structural Data

Assess system capacity not effectiveness.

Data Visibility



IT Infrastructure: Power BI Portal



Multi-Platform Integration

Combines data from disparate healthcare systems into a unified view.

Outcome-Cost Connection

Links patient outcomes with actual care expenditures.

Quality Indicators

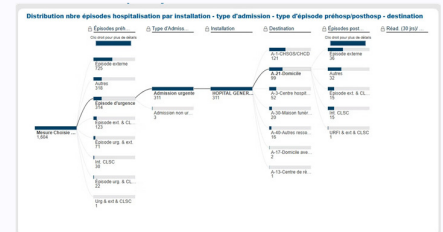
Tracks measurable quality metrics alongside clinical outcomes.

Actionable Insights

Translates complex data into clear improvement opportunities.

Trajectory Analysis

A tool to transform collaborative practices into integrated practices



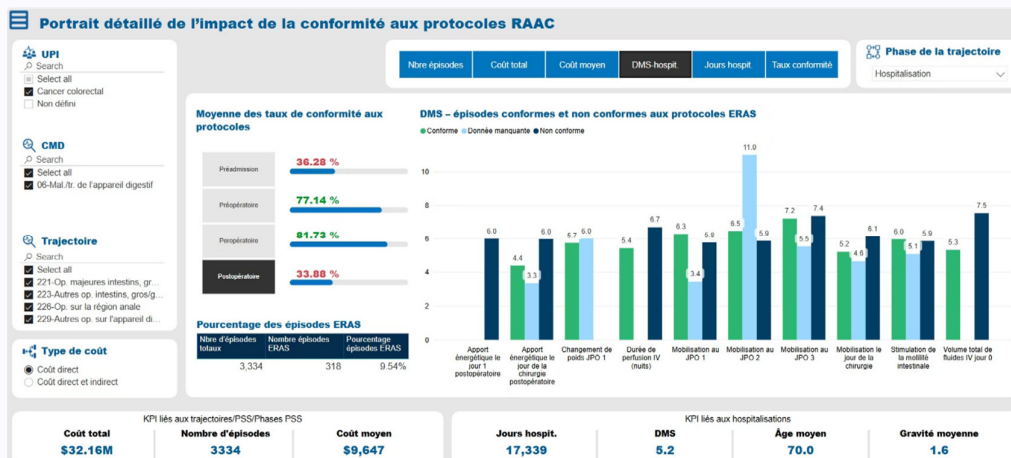
Détail : Coûts par panier pour les épisodes hospitaliers										
Famille de paniers de coûts										
Paniers de coûts par préfixes de secteurs (coûts directs et indirects)										
Numero d'épisode (numero de dossier)	S1-Bloc opératoire	S1-Bloc opératoire	Fournitures	S1-Imagerie médicale	S1-Laboratoires	S1-Pharmaco	S1-Services professionnels institutionnels	S1-Soins intensifs	S1-Soins réguliers	S1-
TOTAL	\$5,384.23	\$7,768.97	\$209.76	\$24.40	\$320.74	\$451.76	\$41.76	\$4,783.91	\$4,783.91	
HQJ.A.	\$6,744.54	\$6,816.77	\$419.07		\$270.42	\$601.73		\$3,827.58	\$3,827.58	
HQJ.A.	\$4,105.35	\$5,281.08	\$419.07	\$14.55	\$201.04	\$604.78		\$4,028.44	\$4,028.44	
HQJ.A.	\$2,902.88	\$3,376.97	\$139.69		\$736.32	\$1,436.91		\$10,089.43	\$10,089.43	
HQJ.A.	\$4,274.69	\$5,789.82	\$419.07	\$25.31	\$380.54	\$859.38		\$3,554.10	\$3,554.10	
HQJ.A.	\$2,205.63	\$3,139.86	\$139.69		\$281.16	\$279.25		\$5,068.15	\$5,068.15	
HQJ.A.	\$3,050.24	\$3,193.88	\$139.69		\$132.60	\$205.00		\$1,887.28	\$1,887.28	
HQJ.A.	\$5,702.63	\$6,669.02	\$368.77		\$162.48	\$446.76		\$2,352.06	\$2,352.06	
HQJ.A.	\$3,697.27	\$3,381.02	\$139.69		\$279.55	\$402.01		\$4,027.94	\$4,027.94	
HQJ.A.	\$3,696.27	\$6,265.31	\$419.07		\$311.63	\$697.01		\$5,424.78	\$5,424.78	
HQJ.A.	\$2,334.50	\$3,387.54	\$670.51	\$1.06	\$847.34	\$1,906.52		\$13,881.48	\$13,881.48	
HQJ.A.	\$3,695.93	\$4,406.93	\$139.69	\$69.35	\$170.78	\$1,455.52		\$14,419.23	\$14,419.23	
HQJ.A.	\$3,232.57	\$3,711.11	\$139.69		\$73.48	\$143.50		\$1,036.63	\$1,036.63	
HQJ.A.	\$6,236.86	\$6,544.33	\$419.07		\$278.88	\$354.26		\$4,048.00	\$4,048.00	
HQJ.A.	\$4,195.41	\$6,090.53	\$419.07		\$222.77	\$440.78		\$3,227.51	\$3,227.51	
HQJ.A.	\$3,694.90	\$4,221.29	\$139.69	\$23.08	\$125.04	\$317.75		\$1,771.75	\$1,771.75	
HQJ.A.	\$3,378.39	\$3,624.74	\$139.69	\$23.58	\$138.85	\$237.25		\$1,977.88	\$1,977.88	
HQJ.A.	\$3,649.62	\$4,132.37	\$139.69		\$78.29	\$358.75		\$4,026.87	\$4,026.87	
HQJ.A.	\$3,347.75	\$2,553.61	\$139.69		\$169.32	\$339.25		\$5,429.99	\$5,429.99	
HQJ.A.	\$3,085.05	\$3,331.72	\$139.69		\$170.35	\$246.00		\$2,440.48	\$2,440.48	
HQJ.A.	\$3,317.21	\$4,153.51	\$139.69		\$178.85	\$278.75		\$5,242.15	\$5,242.15	
HQJ.A.	\$6,348.69	\$7,169.94	\$419.07		\$274.59	\$562.75		\$3,990.48	\$3,990.48	
HQJ.A.	\$3,378.13	\$3,343.75	\$139.69		\$227.32	\$425.00		\$4,029.93	\$4,029.93	
HQJ.A.	\$3,014.93	\$2,643.08	\$139.69		\$277.19	\$630.33		\$4,022.13	\$4,022.13	
HQJ.A.	\$2,379.30	\$3,321.75	\$139.69		\$129.24	\$245.00		\$1,847.29	\$1,847.29	
HQJ.A.	\$3,778.99	\$3,425.30	\$279.38		\$271.77	\$420.28		\$3,954.86	\$3,954.86	
HQJ.A.	\$2,305.58	\$3,218.95	\$139.69		\$238.71	\$461.28		\$3,252.79	\$3,252.79	
HQJ.A.	\$2,302.23	\$2,747.44	\$139.69		\$222.76	\$272.76		\$3,976.10	\$3,976.10	
Total	\$1,189,442.37	\$1,388,682.69	\$68,291.34	\$3,434.32	\$68,507.48	\$178,100.71	\$10,576.98	\$1,388,728.90	\$1,388,728.90	

- Map the trajectory of patients in the healthcare system.
- Evaluate the impact of changes on the total cost of the trajectory.
- Enforce the cohesion and efficiency of the different stakeholders involved.
- Understand complex interactions and optimize overall outcomes.

KPI liés aux trajectoires/PSS/Phases PSS			KPI liés aux hospitalisations			
Coût total	Nombre d'épisodes	Coût moyen	Jours hosp.	DMS	Âge moyen	Gravité moyenne
\$4,34M	344	\$12,620	1,775	5.2	71.1	1.4

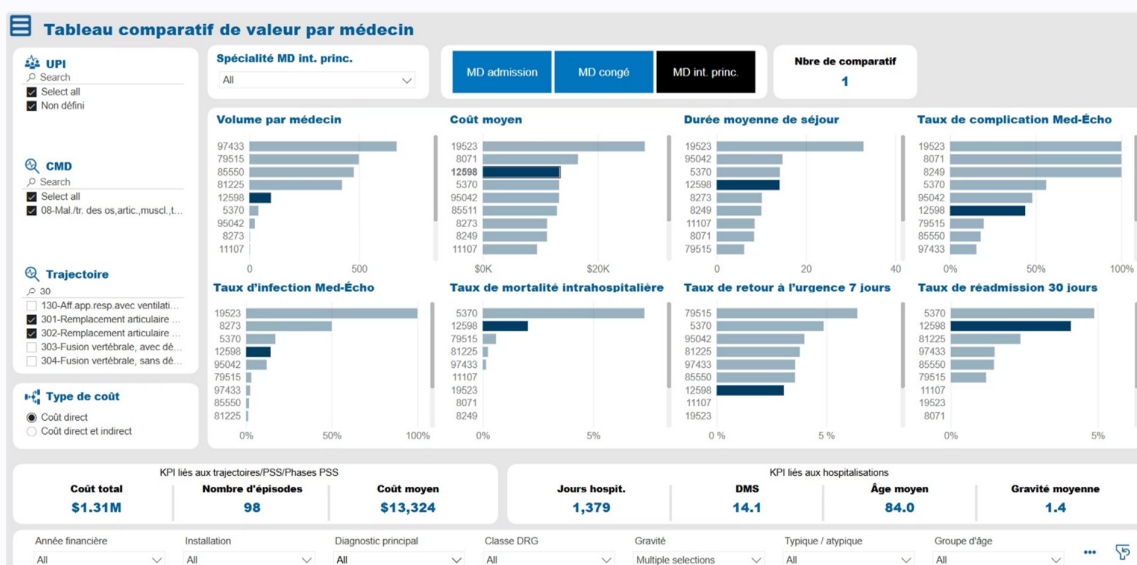
Quality and Variability Analysis

The impact of compliance rate to ERAS (Enhanced Recovery After Surgery) best practices on the LOS.

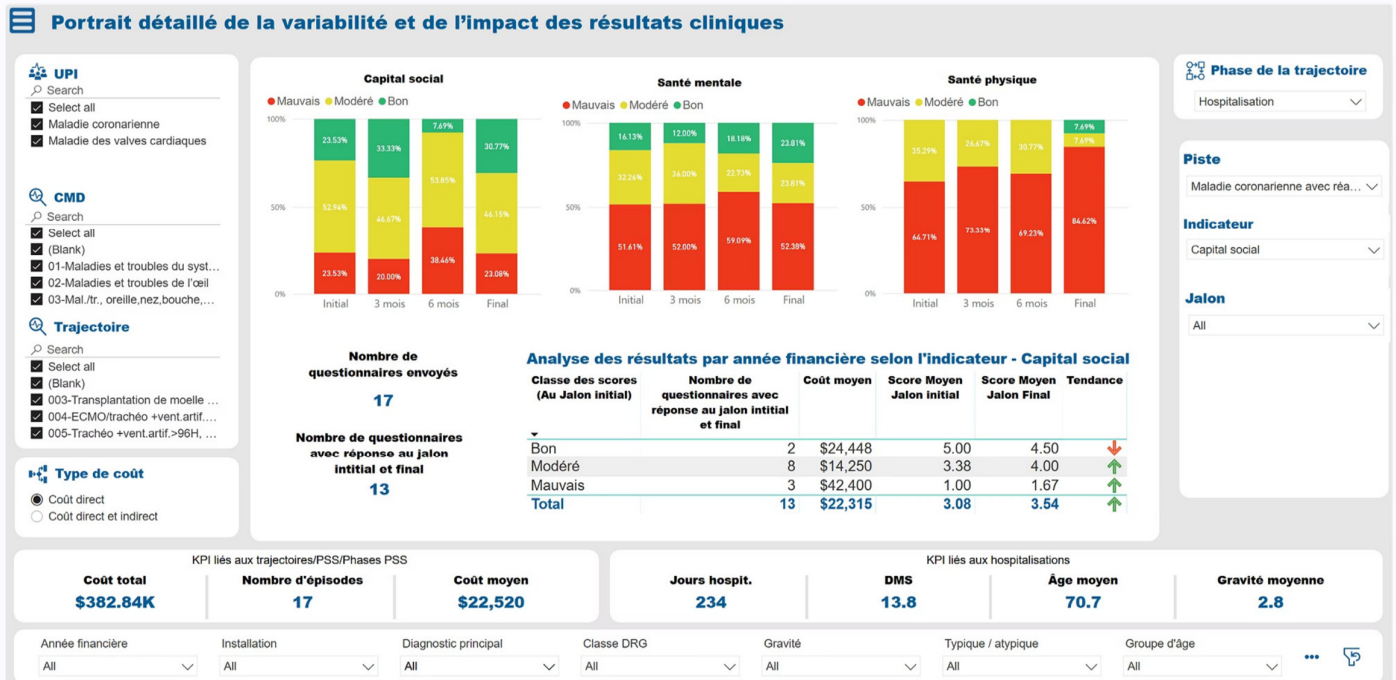


Value Scorecard

Culture of transparency and improvement through benchmarking



Value in Numbers: Tracing the Link Between PROM Scores and Total Cost



Beyond the Numbers

Data Alone Is Insufficient

Technology provides insights but can't drive change by itself. People must interpret and act on information.

Clinical Leadership Required

Physicians and nurses must champion value-based approaches. Their expertise translates data into practice.

Cultural Transformation Needed

Shifting from volume to value requires new mindsets. Organizations must embrace outcome-focused thinking.

Value Transformation Office (VTO)



Strategic Direction

Sets clear vision and roadmap for VBHC implementation.



Change Management

Coordinates efforts to transform clinical practice.



Technical Oversight

Oversees creation of necessary technical capabilities.

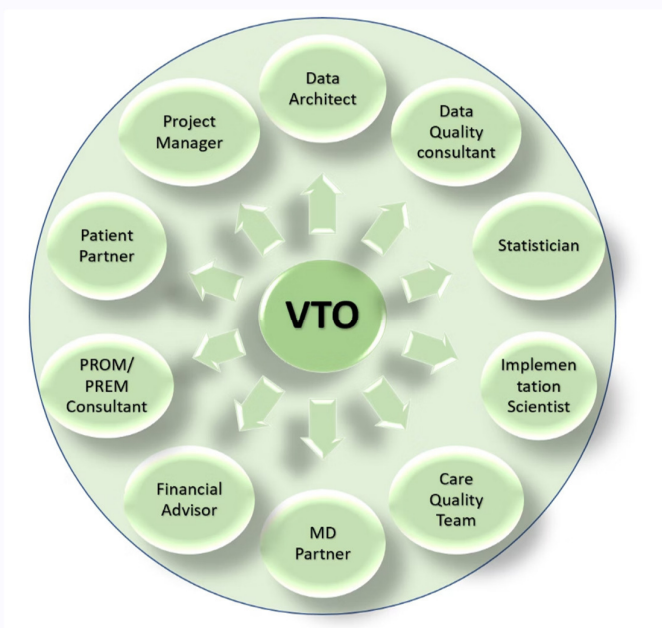


Stakeholder Alignment

Brings clinicians, administrators, and patients together.



VTO's Role in Cultural Shift



Education & Training

Building VBHC literacy across clinical and operational teams.



Opportunity Identification

Analyzing data to find high-impact improvement areas.



Implementation Support

Providing hands-on guidance to teams adopting VBHC practices.



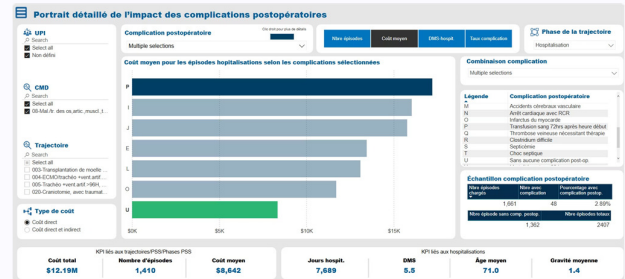
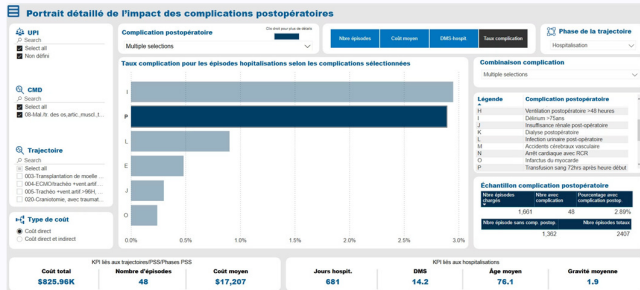
Cross-Department Alignment

Ensuring consistent value approaches throughout the organization.

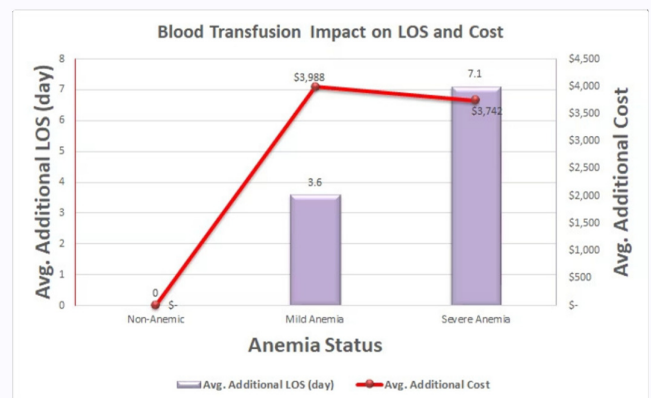
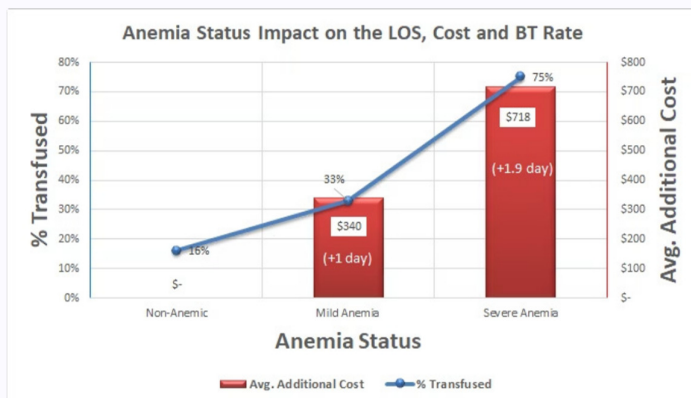
Case Study #1 : Quality Analysis

Prioritization of projects based on added value

Analysis of the clinical and financial impact of postoperative blood transfusions.

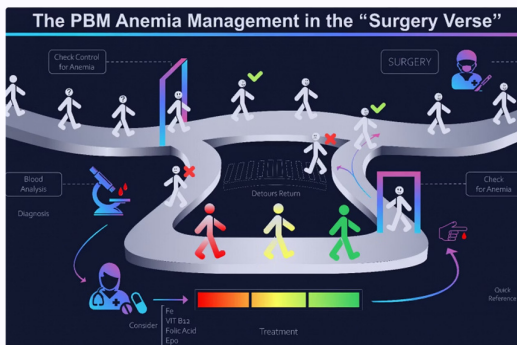


Root Cause Analysis : Anemia and Blood Transfusion



Annual Impact	
Extra hospital days	3288
Additional expenses	\$2,078,222

Prevention : Patient Blood Management Program

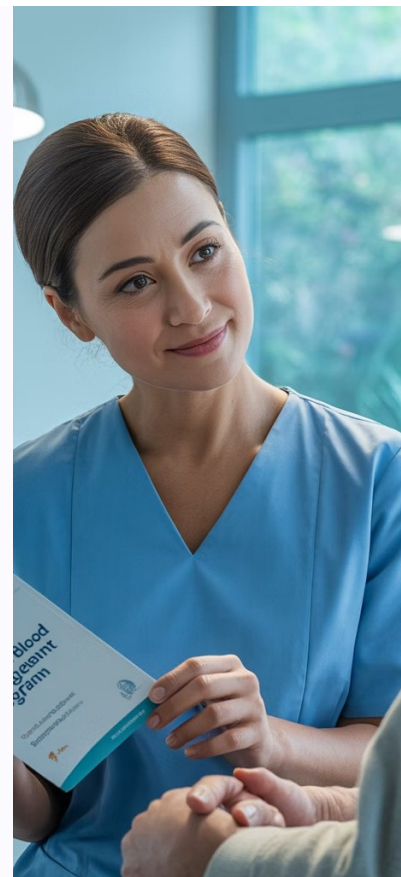


Investment in anemia clinic - \$ 128K

Only from iron deficiency treatment before surgery (18%)

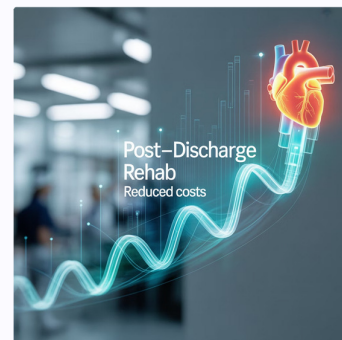
Total Annual Benefits - \$364K

- ROI (Year 1): 184%
- ROI (Year 5): 193%



Case Study #2 : Trajectory Analysis

Impact of integrating post-discharge rehabilitation into the cardiac trajectory on the patient's health outcome and the cost of the care.



Summary of Improvements

Outcome Measure	Pre	Post	Change Type	% Change
Total Physical Activity	285 min/week	427 min/week	Increase	+49.8%
6-Minute Walk Test (6MWT)	432 m	479 m	Increase	+10.9%
Duke Activity Status Index (DASI)	7.1	8.9	Increase	+25.4%
Sitting Time	9.5 hrs/day	8.5 hrs/day	Decrease	-10.5%
Sit-to-Stand (30 sec)	14.4 reps	17.4 reps	Increase	+20.8%

Psychosocial Outcomes Summary

Measure	Pre	Post	Change Type	% Change
PHQ-9 (Depression)	7.46	2.04	Decrease	-72.7%
GAD-7 (Anxiety)	5.58	2.01	Decrease	-64.0%

Costing Sector		Total Cost (Direct+Indirect)		Difference
		Rehab. Completed	Rehab. Non Completed	
Average Cost per Cardiac Rehab Episode		\$ 2,203.30	\$ -	\$ (2,203.30)
Inpatient	Pharmacy	\$ 23,355.92	\$ 33,604.54	
	Care Unit	\$ 487,179.08	\$ 635,685.54	
	Professional Services	\$ 35,381.81	\$ 34,571.04	
	OR	\$ 199,110.96	\$ 289,609.75	
	Cath Lab	\$ 218,543.79	\$ 169,405.95	
Imaging		\$ 44,534.15	\$ 48,277.84	
Outpatient		\$ 69,965.00	\$ 135,264.82	
Emergency		\$ 106,735.37	\$ 115,045.84	
Total Cost		\$ 1,184,806.08	\$ 1,461,465.32	
Nb of admitted patients		42	46	
Average Hospital Cost per Patient		\$ 28,209.67	\$ 31,770.99	\$ 3,561.32
Average Cost per Trajectory		\$ 30,412.97	\$ 31,770.99	\$ 1,358.02
Readmission Rate (30 days)		7%	9%	-2%
Readmission Rate (60 days)		10%	24%	-14%

Key Success Factors



Co-creation with clinicians

User-centric development facilitating ownership.



Agile Approach

Rapid field testing and continuous improvement.



Strategic Alignment

Consistency with the organization's "care everywhere" vision.



Data Transparency

Reliability and accessibility promoting team engagement.



Thanks !

