

# Physician-Focused Payment Model Technical Advisory Committee

## *Session 3: Emerging Data Strategies for Supporting Shared Decision-making Between Providers and Patients*

### Presenters:

#### *Subject Matter Experts*

- [Abhinav Shashank](#) – Co-Founder and Chief Executive Officer, Innovaccer
- [David C. Kendrick, MD, MPH, FACP](#) – Chief Executive Officer, MyHealth Access Network, Inc., and Chair, Department of Medical Informatics, University of Oklahoma
- [Charles DeShazer, MD](#) – Physician Executive, Healthcare Innovator, and Former Chief Quality Officer, The Cigna Group
- [Thomas H. Lee, MD, MSc](#) – Chief Medical Officer, Press Ganey Associates, Inc.

***Session 3: Emerging Data Strategies for Supporting Shared Decision-  
making Between Providers and Patients***

**Abhinav Shashank**

Co-Founder and Chief Executive Officer,  
Innovaccor



# Integrating Data-Driven Tools Into Physician Workflow

▶ Abhinav Shashank, CEO & Cofounder, Innovaccer



## Why Innovaccer?



Built Innovaccer to solve healthcare's greatest structural challenge: disconnected data.

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Led the creation of the Data Activation Platform (DAP) used by over 1,600 hospitals and clinics, now launched Gravity by Innovaccer™, the intelligence platform for healthcare.

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Passionate about building a healthcare system that is data-rich, workflow-integrated, and deeply human.



# The Core Belief – Data Alone Isn't Enough

*Shared decision-making isn't just about access to data, it's about access to the right information at the right moment in the clinical workflow.*



Healthcare generates **30%** of the world's data but little of it is actionable at the point of care.

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For providers and patients to truly collaborate, data must be curated, contextualized, and consumable.

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This is what Gravity by Innovaccer and our data activation approach enables.

# What We've Learned

## OVERLAY APPROACH



Instead of replacing EHRs or CRMs, we overlay copilots and agents on top of them.



Aggregate data across systems of record (EHR, claims, labs, CRM, HR, financial, SDoH).



Harmonize data into longitudinal patient records.

## KEY PRINCIPLES



Tools must be embedded in clinician workflows (no extra portals).



Must provide contextual nudges (not more alerts).



Must be flexible to work across any tech stack, any care or setting.

# Strategies That Work

## Full Data Context

Every decision must be rooted in a complete patient picture, clinical, social, behavioral.

## Zero Workflow Disruption

Insights appear natively in tools already used, like Epic, Oracle Health (Cerner), or even Outlook.

## System-Agnostic Architecture

The platform connects to multiple systems of record, creating an overlay rather than adding another silo.

## Integrated Feedback Loops

Use AI to learn from clinician choices to improve suggestions over time.

## Enable Policy Propagation

Embed evidence-based guidelines and regulatory priorities into point-of-care decisioning.

# Myths vs Facts

## MYTH

More data = better decisions.

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Clinicians don't want tech.

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Integration takes years.

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Shared decision-making isn't measurable.

## FACT

Only curated context supports good decisions.

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They want tech that saves time and supports care.

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With overlays and standards, it takes weeks, not years.

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It drives measurable outcomes in engagement, adherence, and cost.



# Real-World Outcomes

## Organization

## Outcome

ORLANDO HEALTH<sup>®</sup>

86% engagement rate → ~3,000 screenings → \$907K revenue boost

 Adventist  
HealthCare

15.8% fewer readmissions → \$674K cost avoidance + \$1.8M MSSP savings

 Central Maine  
Medical Center  
WHERE YOU ARE THE CENTER

23% drop in 30-day readmissions → \$3M value generation across value-based contracts

 PSW  
a population health company

12% fewer ED visits (UTI-related) → 16.7% SNF use ↓ → 8.1% shorter LOS

 Banner  
Health.

\$4M saved via vendor rationalization → 70% lower IT spend

Texas Health Plan  
(Senior Care)

14% HCC gap closure improvement → 1,673 RAF pts gained → 10,497 codes recaptured

# What We Need from Policymakers



## Drive True Interoperability

Advance CMS Aligned Networks, and other data sharing networks. Make it easier for platforms to aggregate data across systems.



## Incentivize Contextual Tools

Move from rewarding "data capture" to rewarding actionable insights delivered in real time. Data shouldn't be a moat for anyone.



## Support Overlays, Not Just Overhauls

Encourage the use of platforms that sit atop existing infrastructure, reduce tech fatigue, limit unwanted system of record lock-in for physicians and providers.

# Key Takeaways

*To truly empower patients, we must first empower physicians, clinicians, and providers, with the right data, at the right time, in the right place.*



Shared decision-making needs activated data. Curated, contextual, and in the workflow.

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Integration is possible and scalable. Our customers are doing it today.

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We need regulatory tailwinds to accelerate adoption and ensure equitable access.



***Session 3: Emerging Data Strategies for Supporting Shared Decision-  
making Between Providers and Patients***

**David C. Kendrick, MD, MPH, FACP**

Chief Executive Officer,  
MyHealth Access Network, Inc., and  
Chair, Department of Medical Informatics,  
University of Oklahoma

Architecting a Consumer-Centric Health System:

# Health Data Utilities

as

# Critical National Health Infrastructure

David C. Kendrick, MD, MPH

Chair, Department of Medical Informatics

University of Oklahoma School of Community Medicine

# Agenda

## Part 1: The Ante . . . Required Infrastructure

### A. Integrating Data-Driven Tools Into Physician Workflow

*Question 1: What are approaches that can be taken to integrate data-driven tools into the physician workflow?*

### B. Supporting Clinical Decision-making

*Question 2: How can clinical support tools be used to promote enhanced communication between primary and specialty care providers?*

### C. Data Innovations to Promote Shared Decision-making Between Providers and Patients

*Question 3: What are data-driven strategies for providers to effectively implement shared decision-making?*

### D. Measuring Improvements in Patient Engagement and Outcomes

*Question 4: What are approaches to develop and implement measures of successful patient engagement and empowerment?*

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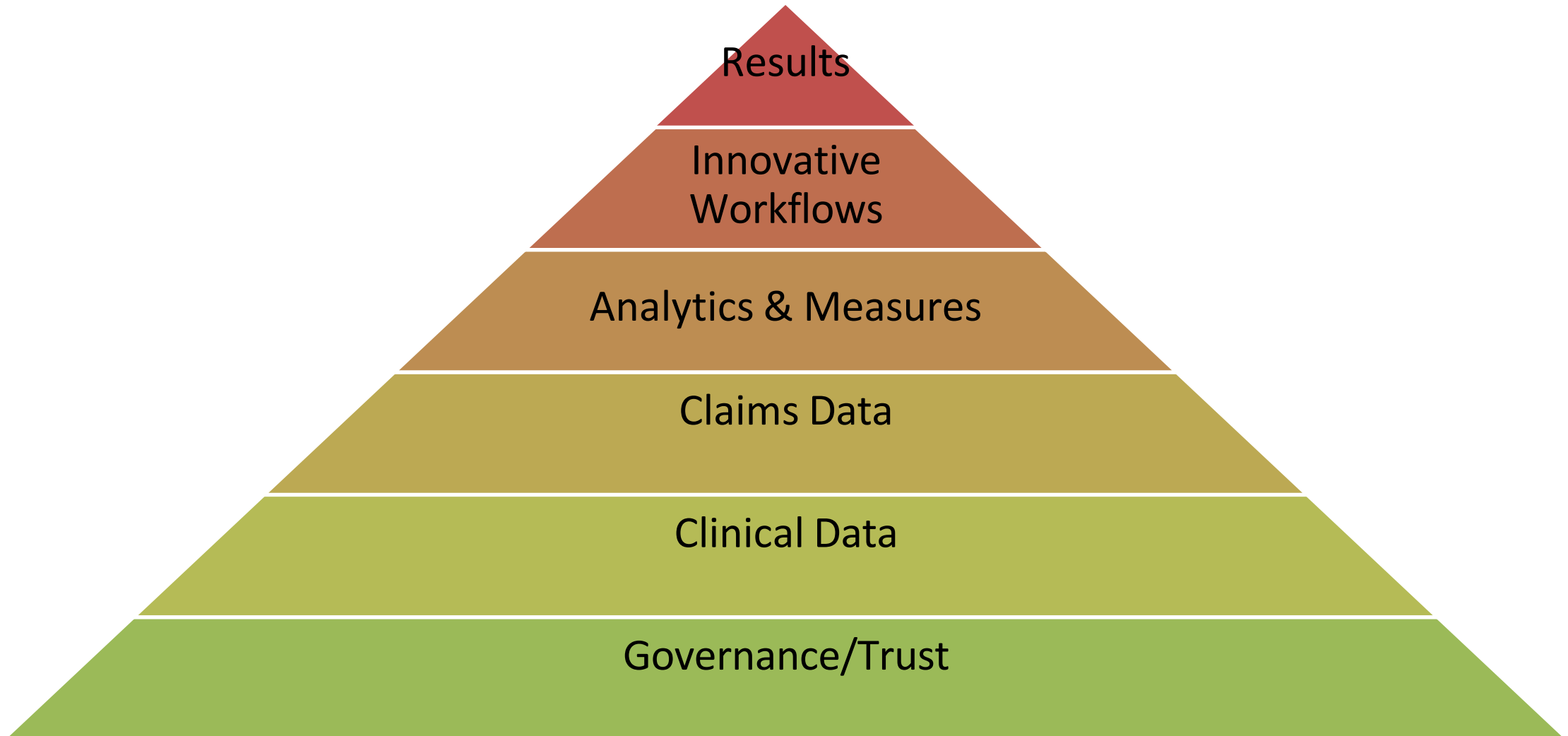
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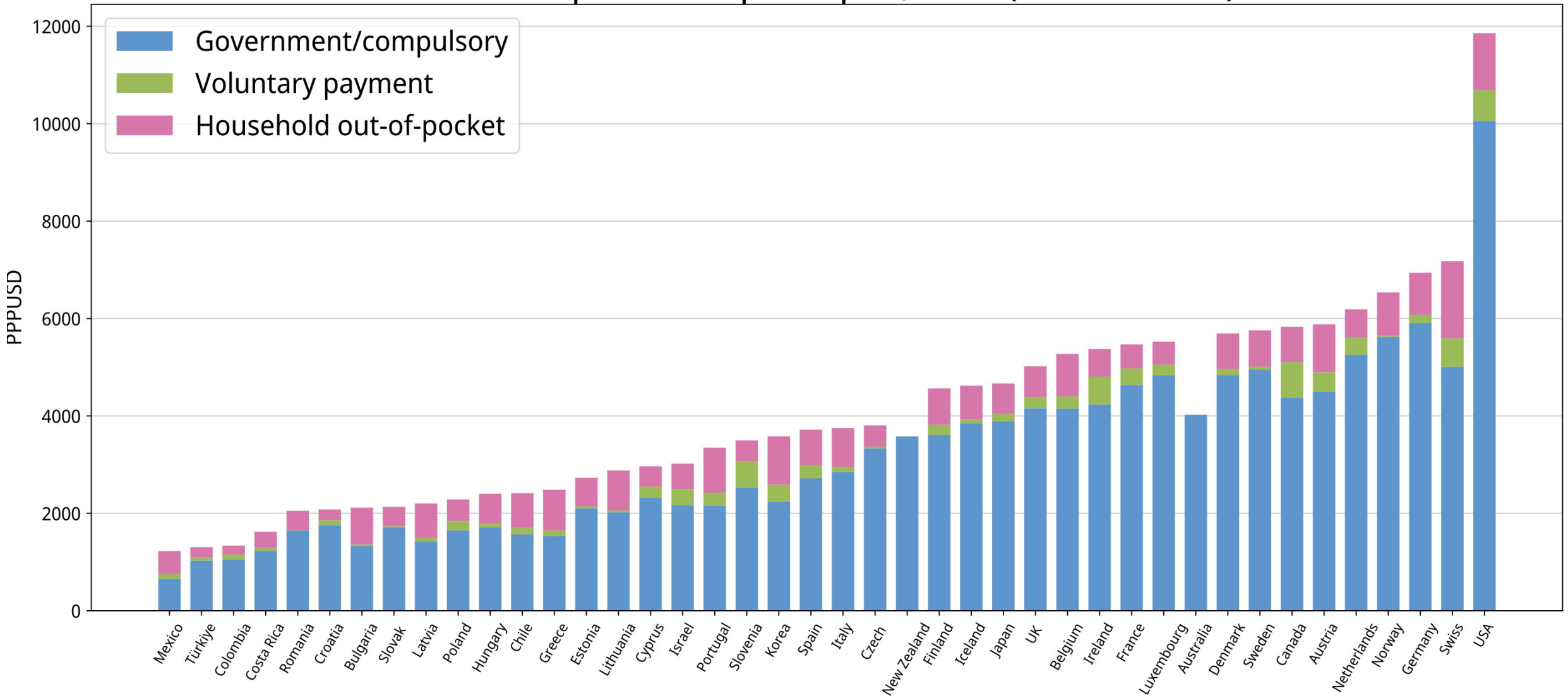
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# Critical National Health Infrastructure



# Health expenditure per capita, 2020 (OECD Health)

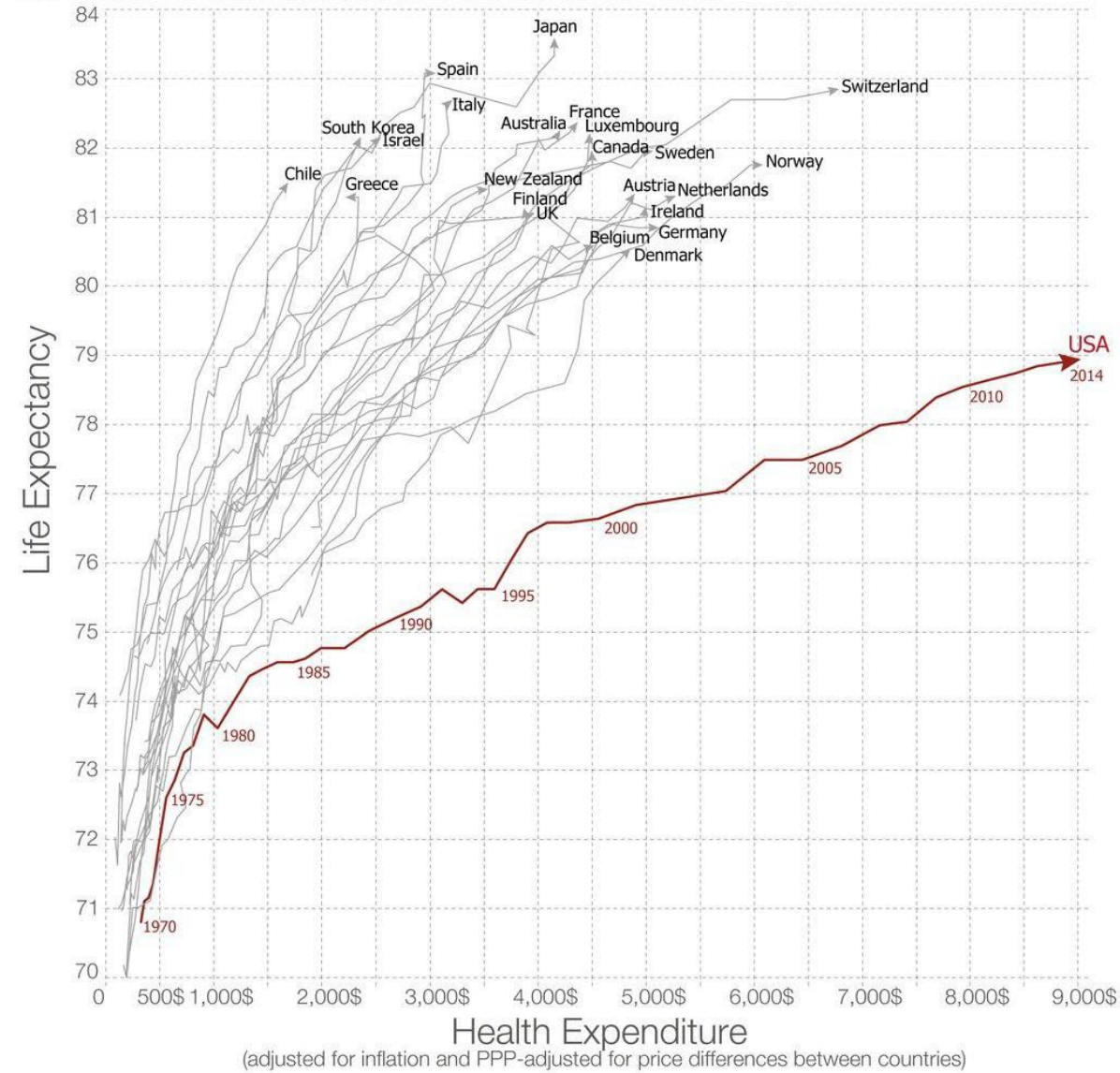


Are we getting what we're paying for?

## Life expectancy vs. health expenditure over time (1970-2014)



Health spending measures the consumption of health care goods and services, including personal health care (curative care, rehabilitative care, long-term care, ancillary services and medical goods) and collective services (prevention and public health services as well as health administration), but excluding spending on investments. Shown is total health expenditure (financed by public and private sources).

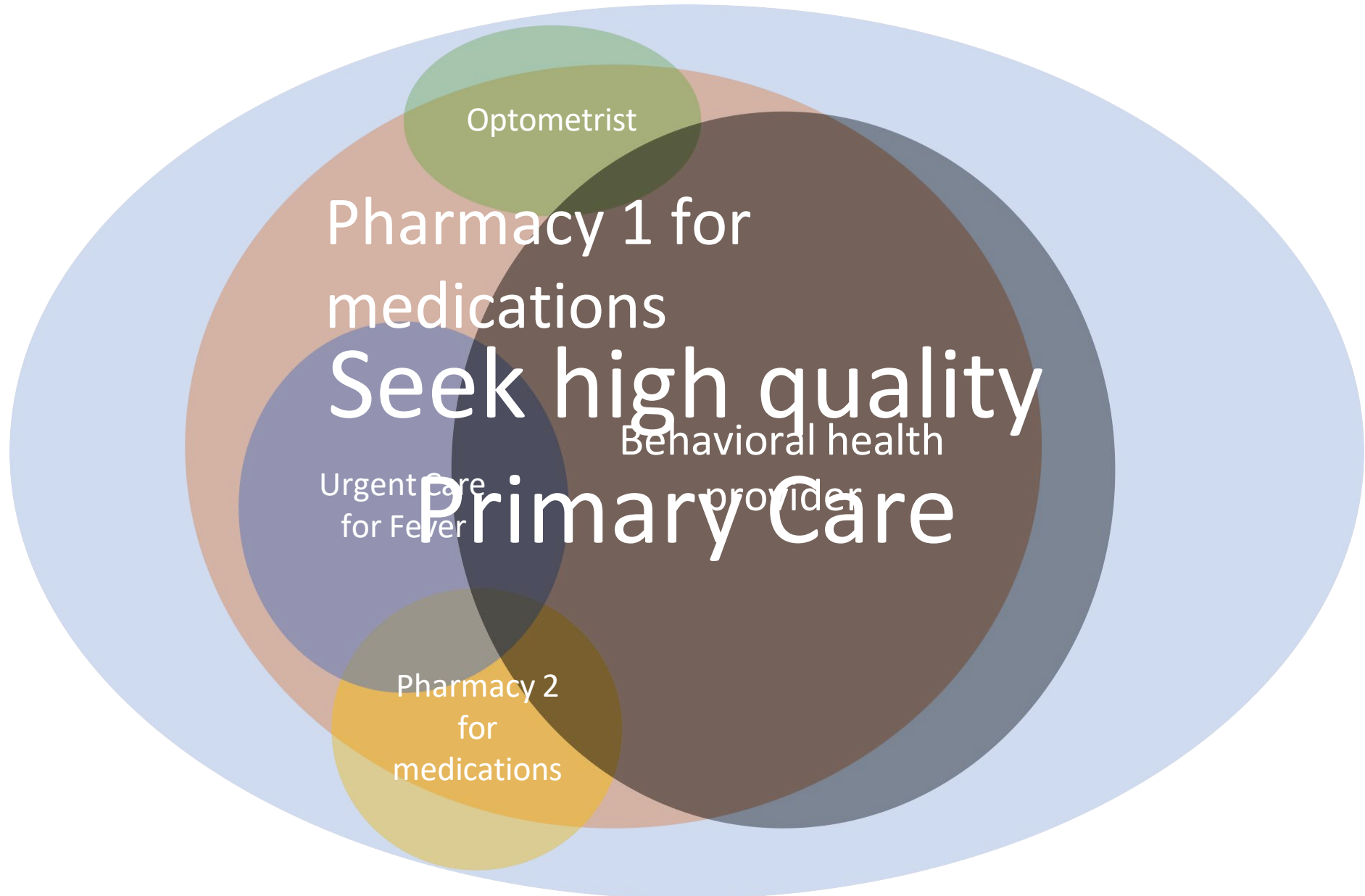


Data source: Health expenditure from the OECD; Life expectancy from the World Bank. Licensed under CC-BY-SA by the author Max Roser. The interactive data visualization is available at [OurWorldinData.org](http://OurWorldinData.org). There you find the raw data and more visualizations on this topic.

Many programs, common deliverables = Provider Burden



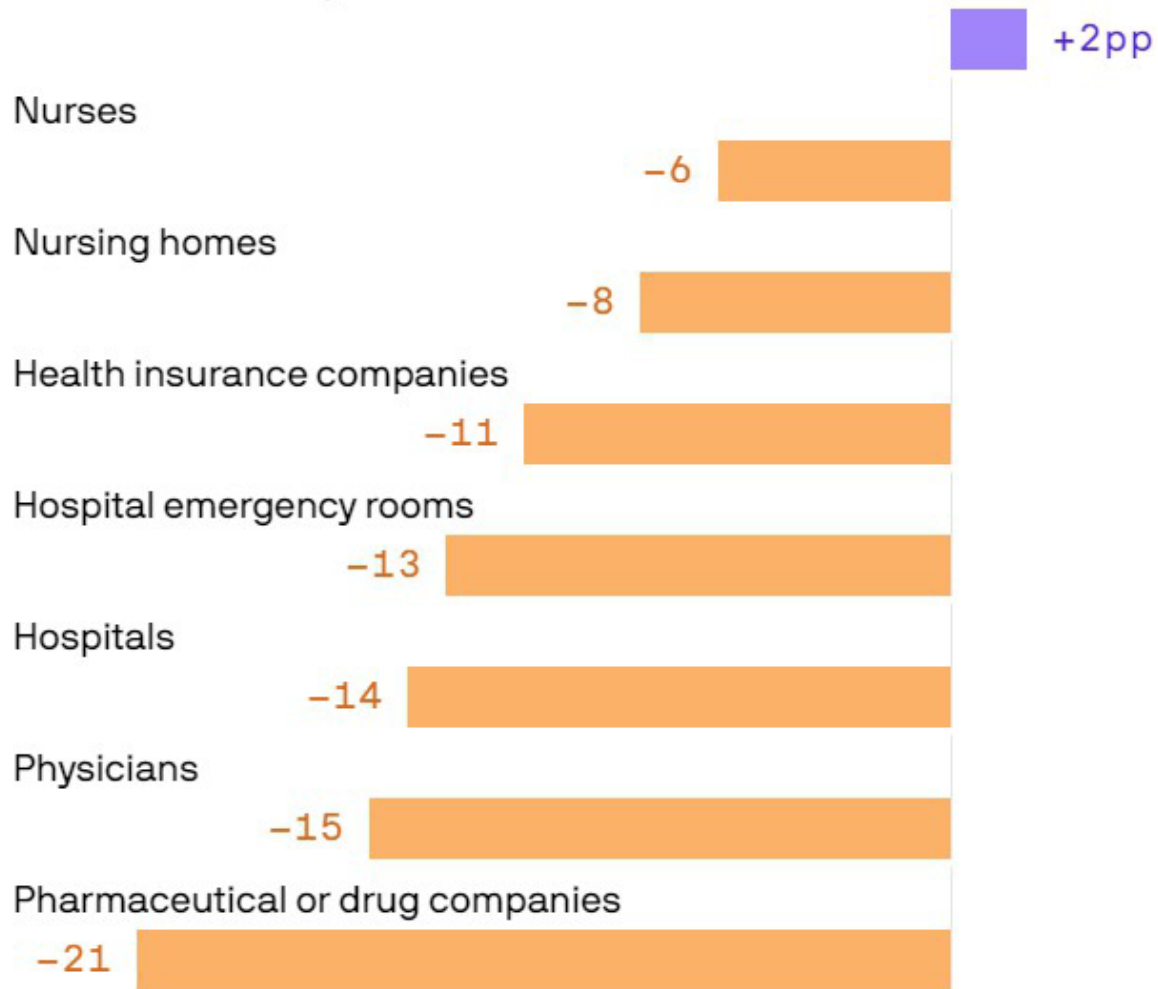
# Many providers, same patient = PATIENT Burden



# Change in share of U.S. adults who say healthcare players are providing excellent or good quality services

In percentage points; Survey of at least 1,000 U.S. adults in 2010 compared to 2023

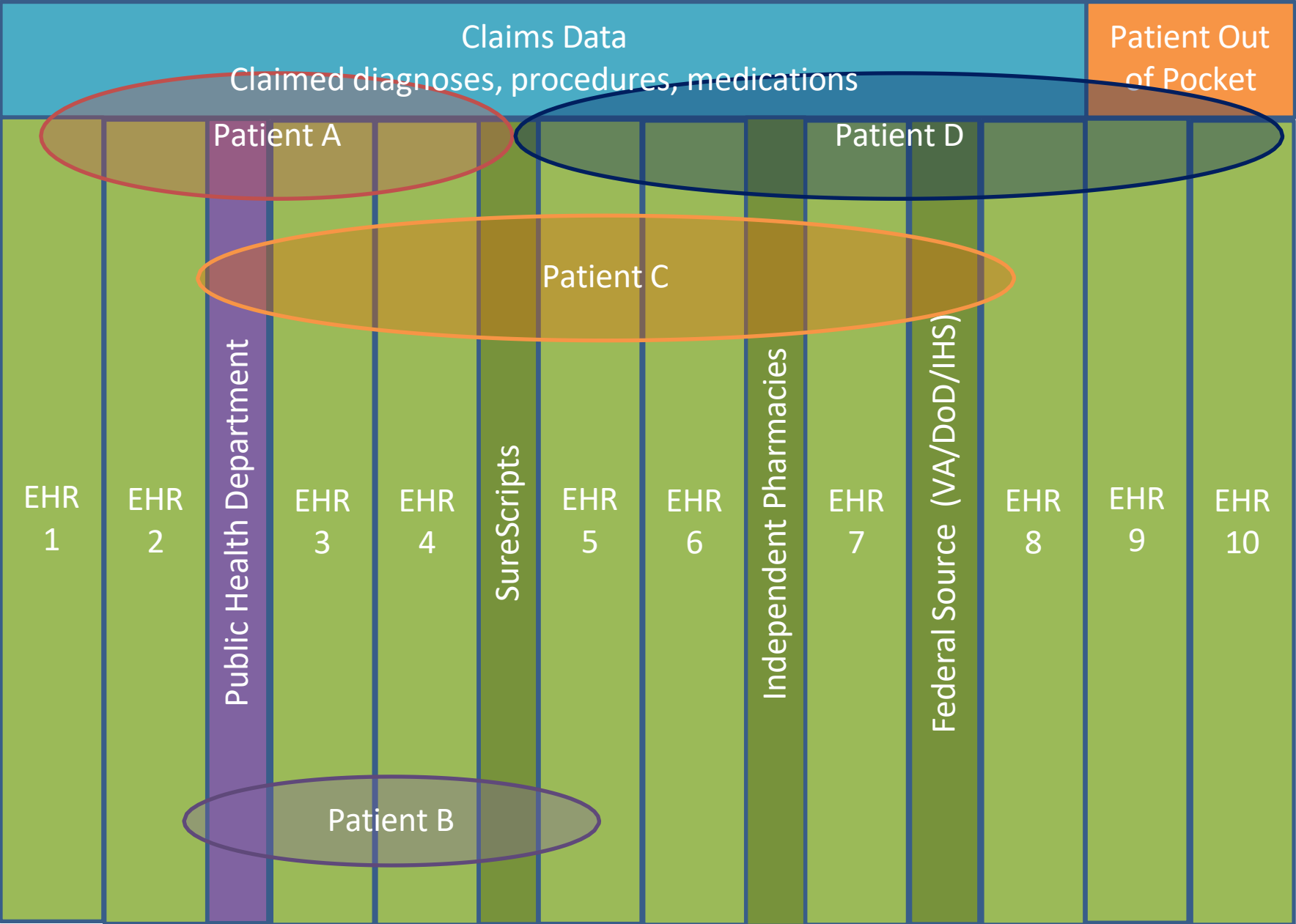
## Walk-in clinics/Urgent care clinics



# How Do Americans Try To Pay Their Medical Debt?

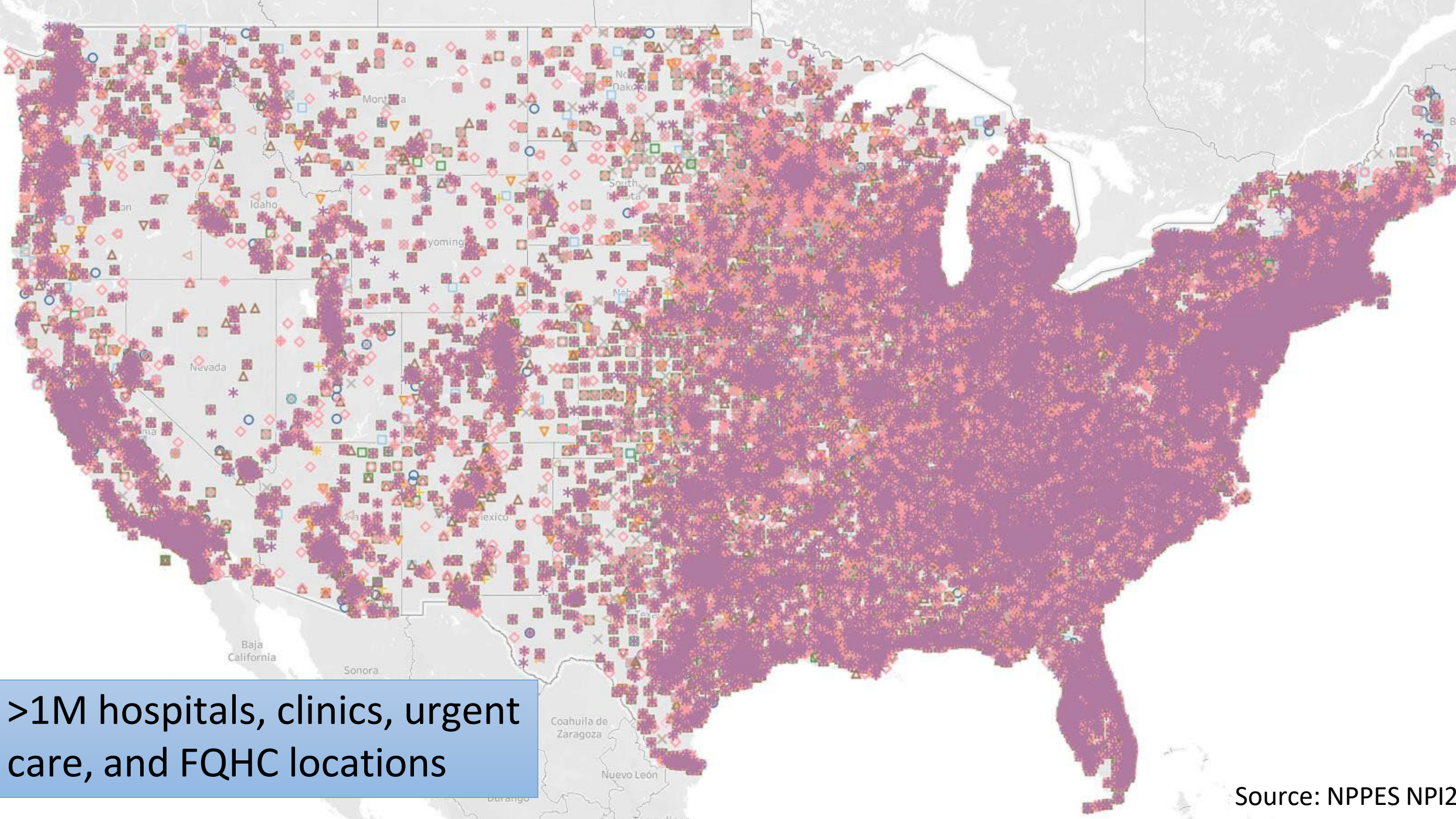
Actions Reported by Americans with Medical Debt Problems







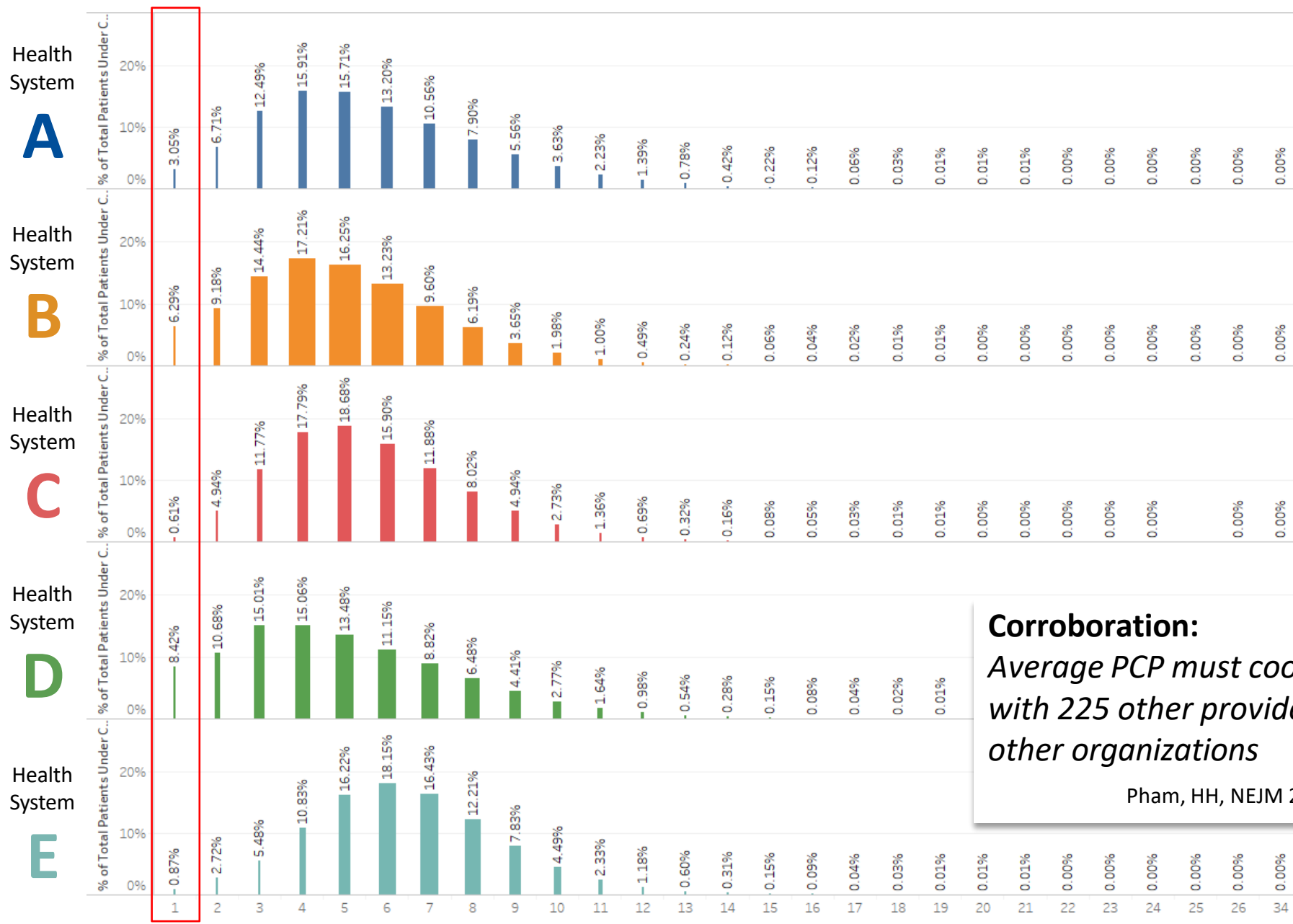




>1M hospitals, clinics, urgent care, and FQHC locations

Source: NPPES NPI2

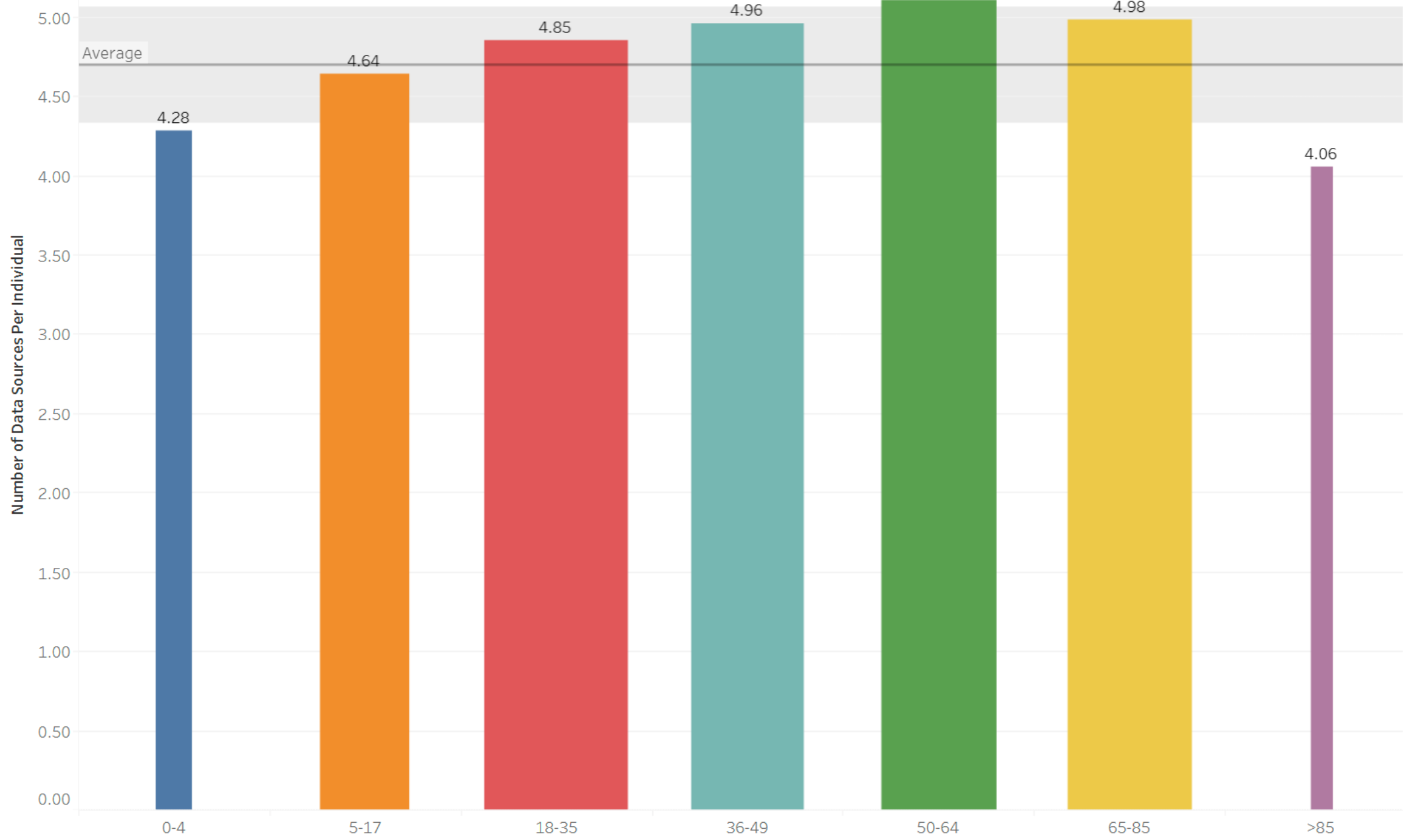
# Data fragmentation by health system



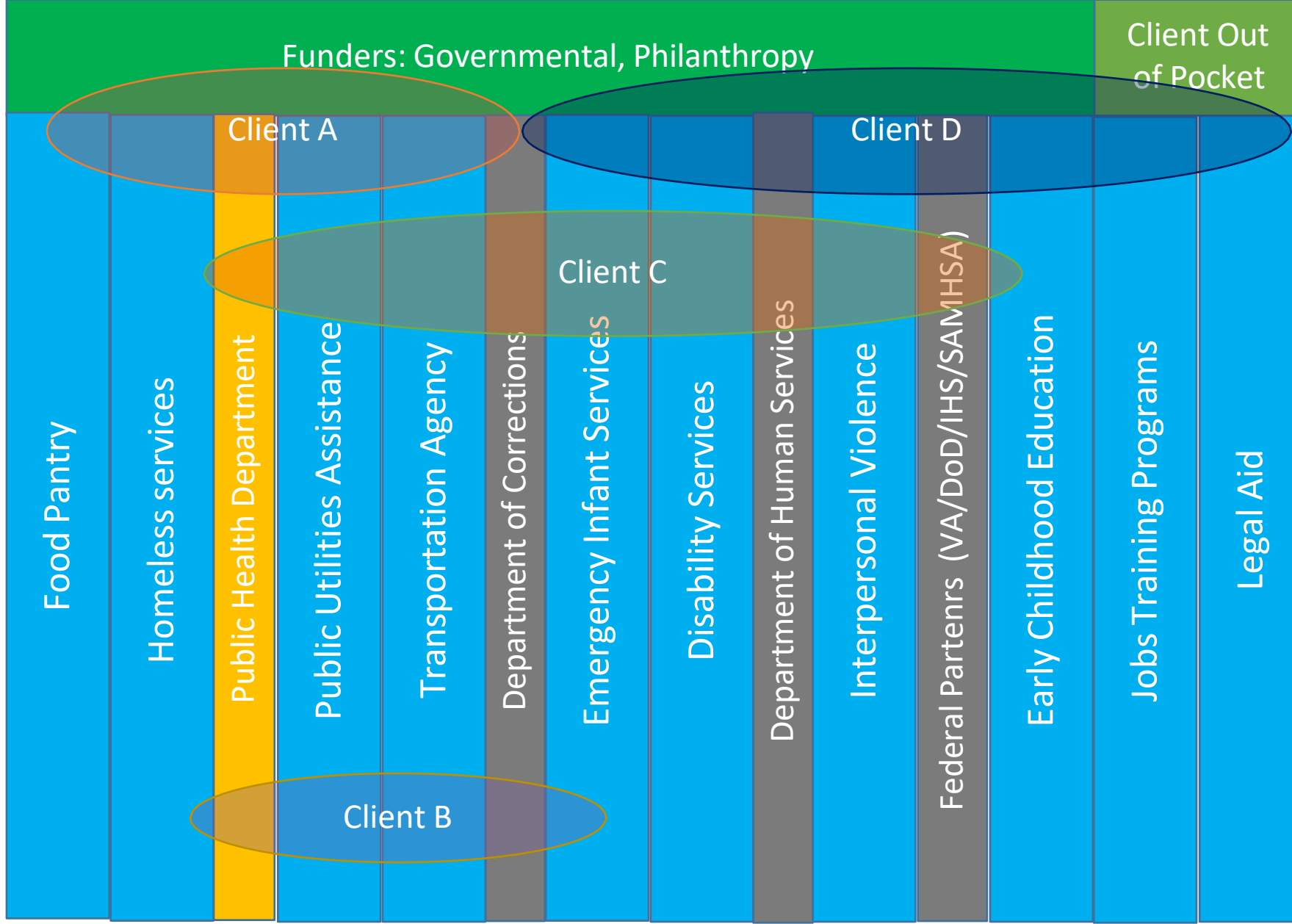
**Corroboration:**  
*Average PCP must coordinate care with 225 other providers in 117 other organizations*  
 Pham, HH, NEJM 2007; 356: 1130-1139

# Fragmentation by CDC Age Grouping for Clinical Data

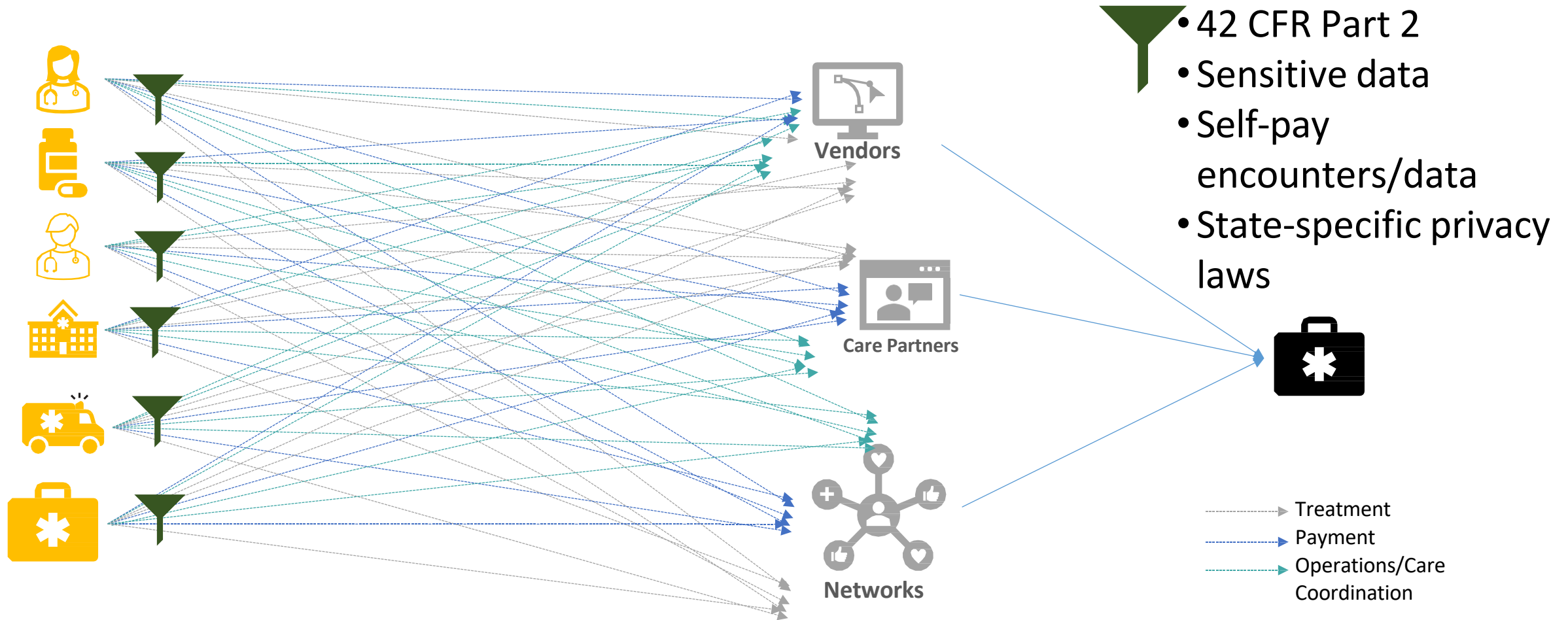
## Number of Data Sources by Age Grouping



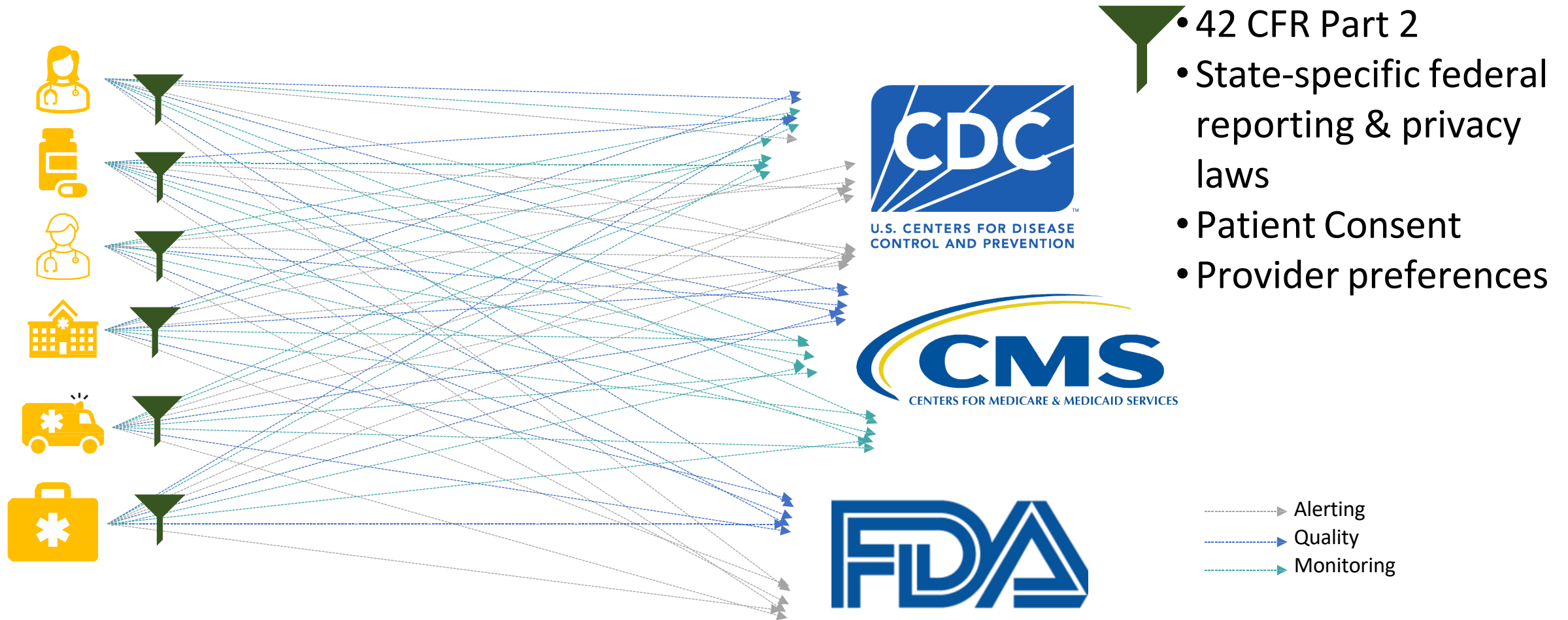
# Non-medical drivers of health



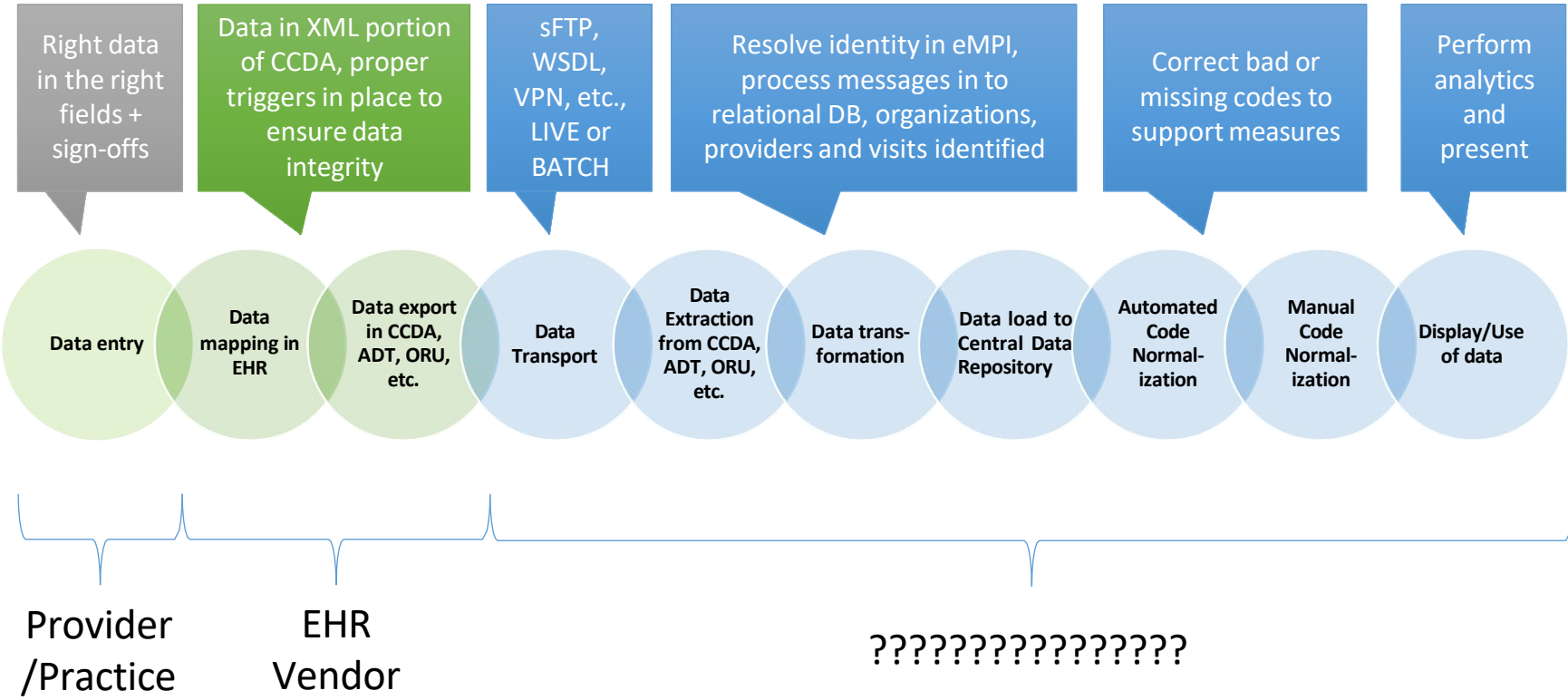
# Providers face daunting connectivity expectations



# Current Federal Health Data Architecture

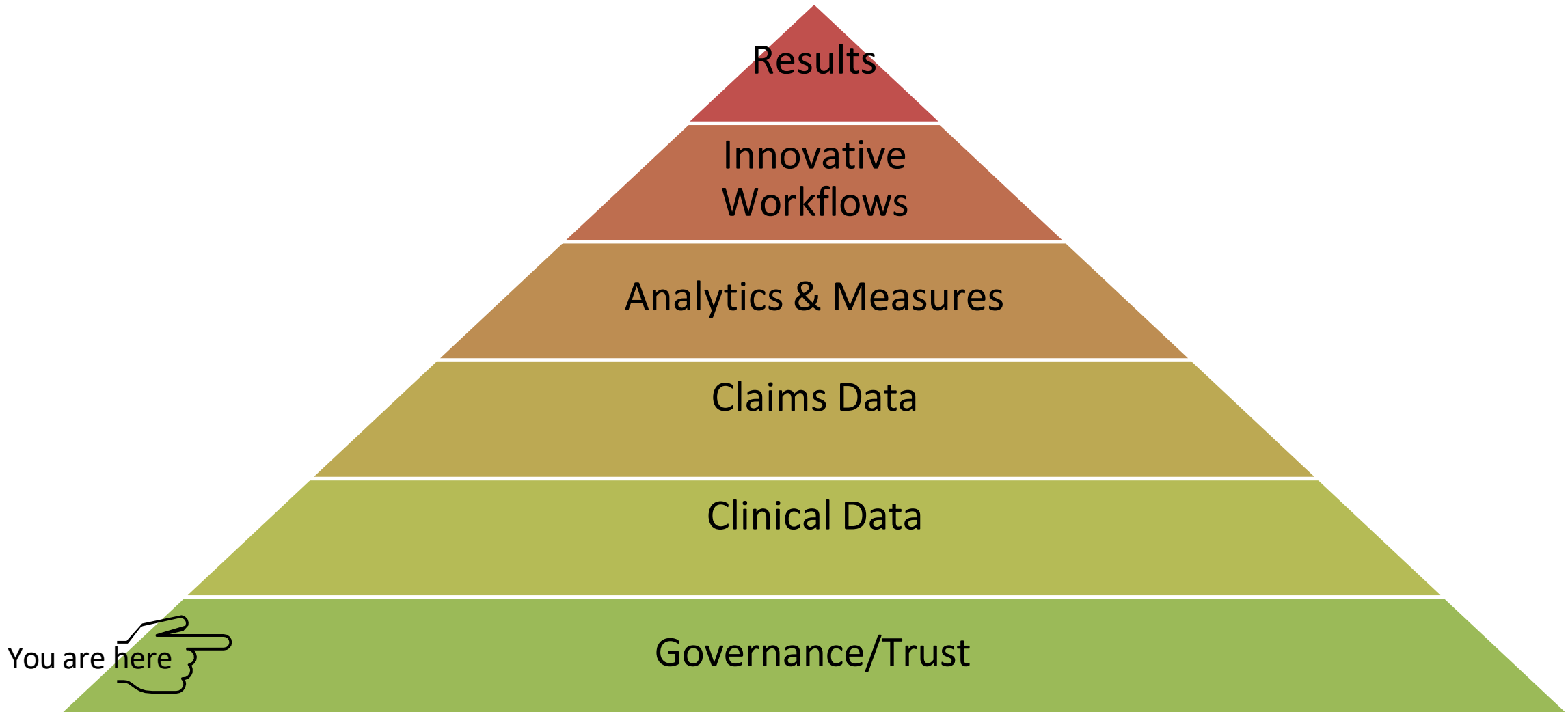


# Data Quality: Chain of evidence





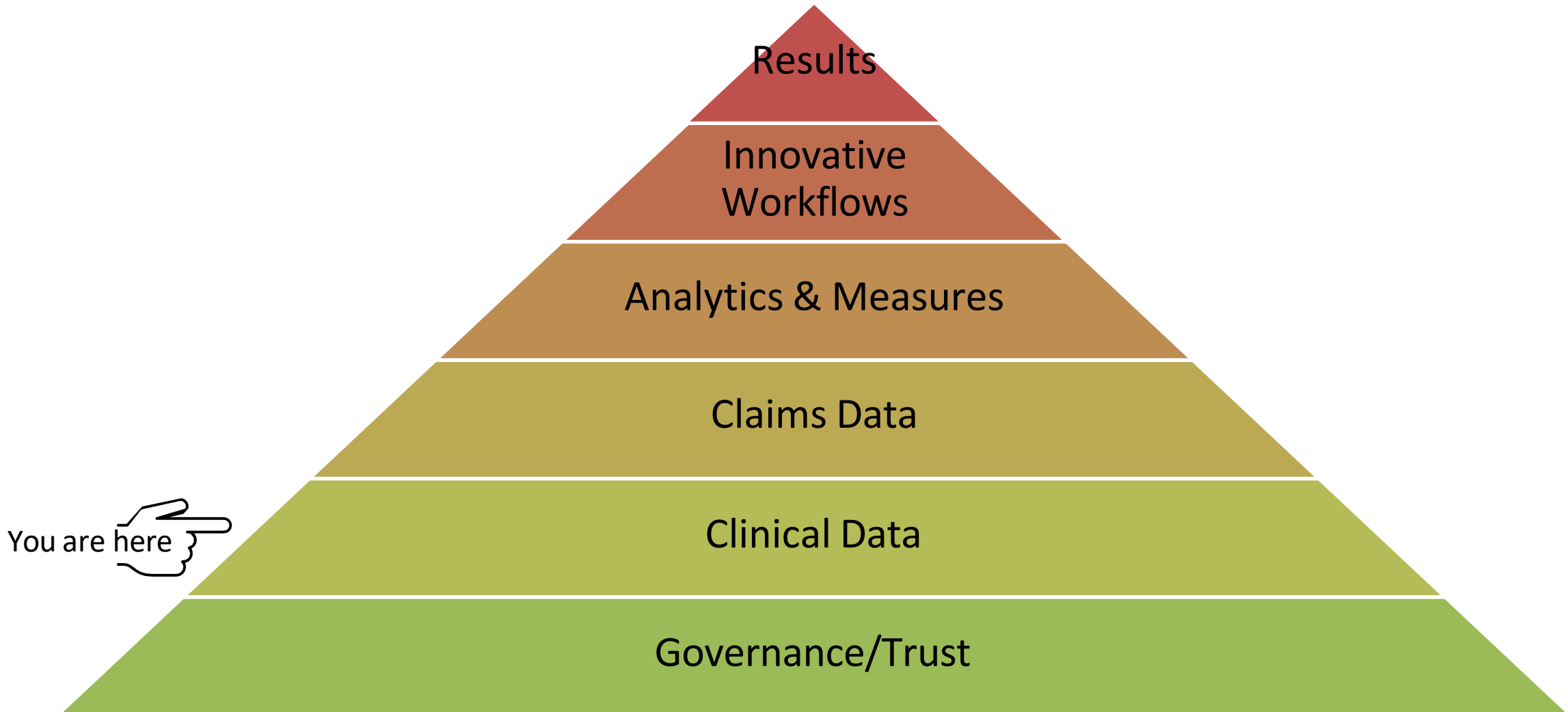
# Critical National Health Infrastructure



# Critical Voices In Governance

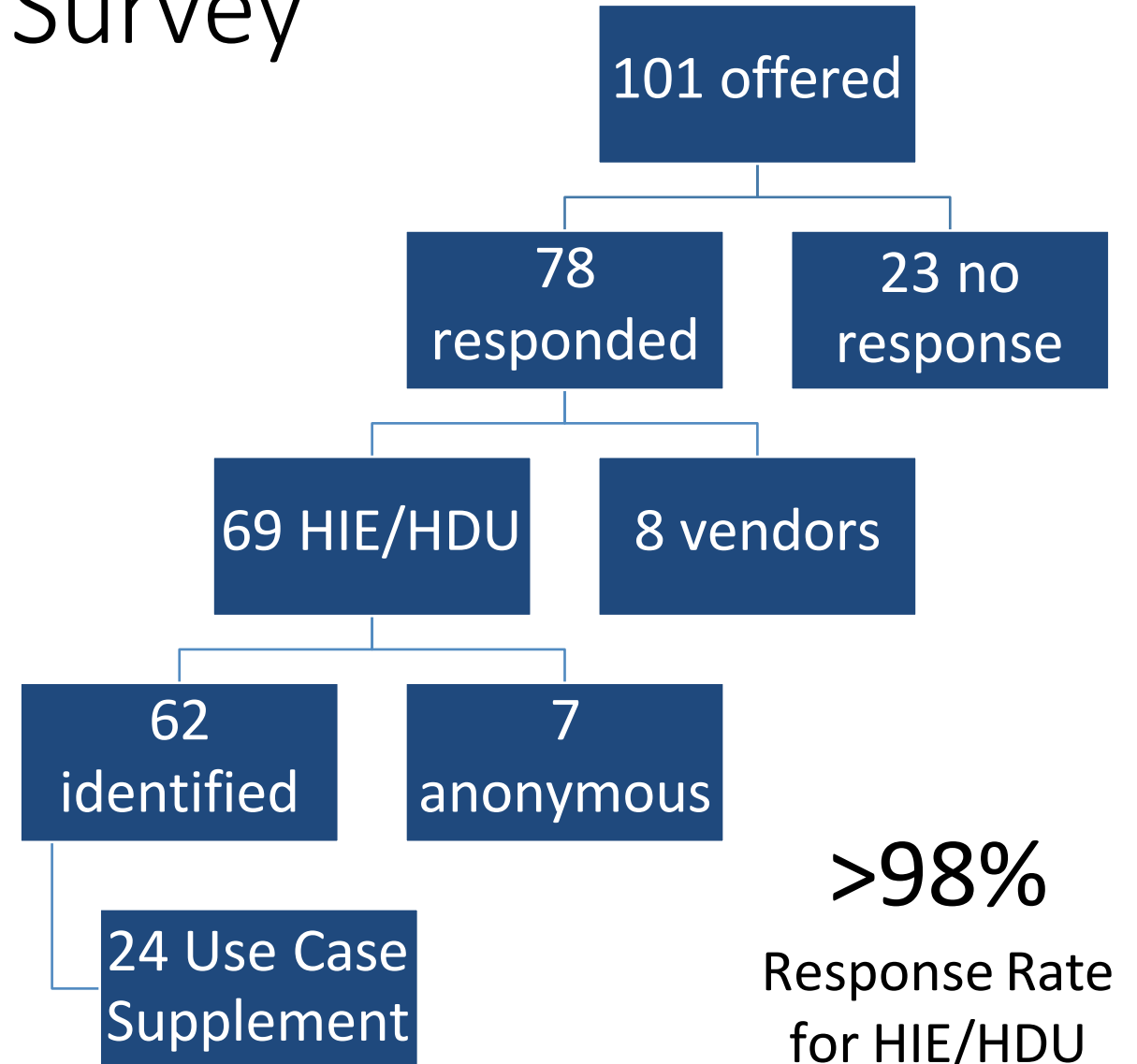


# Critical National Health Infrastructure



# Annual ASTP/UCSF HIE Survey

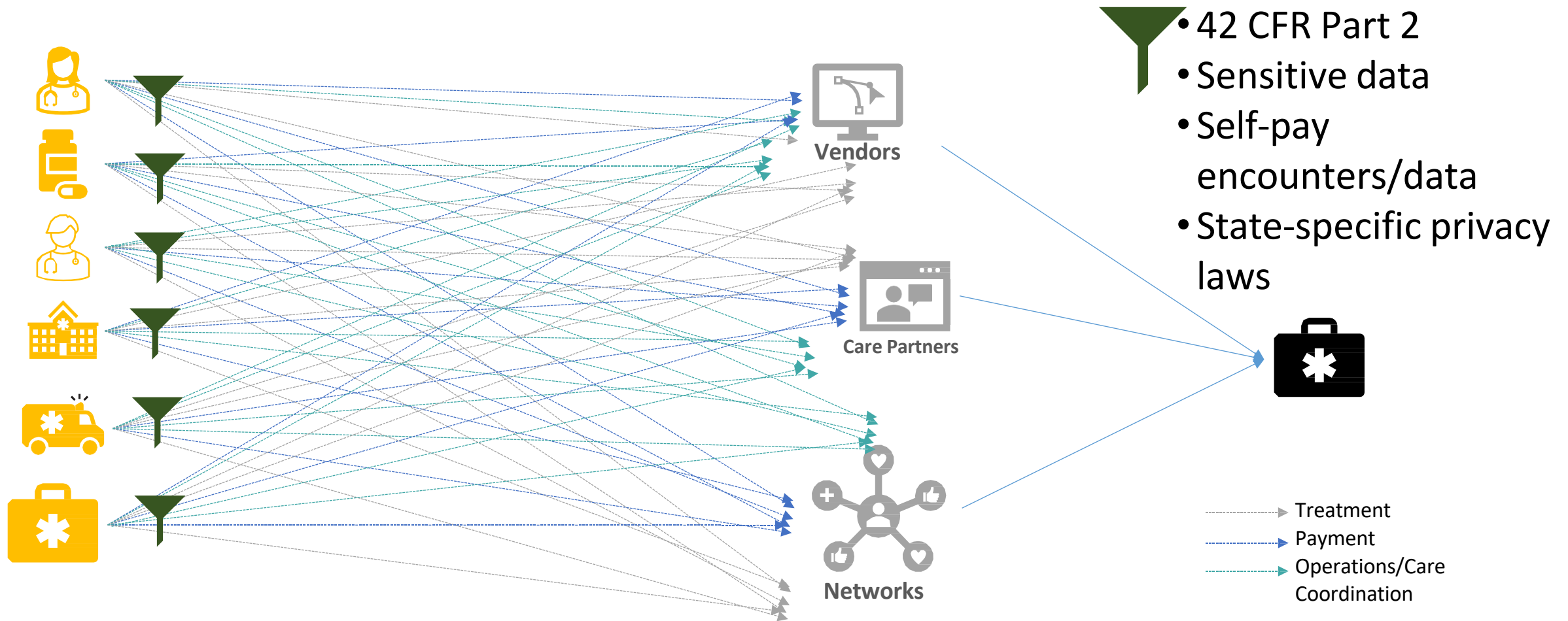
- ASTP Funded, UCSF primary center, CIVITAS supplemental
- Self-reported by networks
- Two components
  - Main survey: ~500 questions
  - CIVITAS Supplement: ~500 questions
- Added additional questions targeting key Use Cases
  - CSRI Supplement



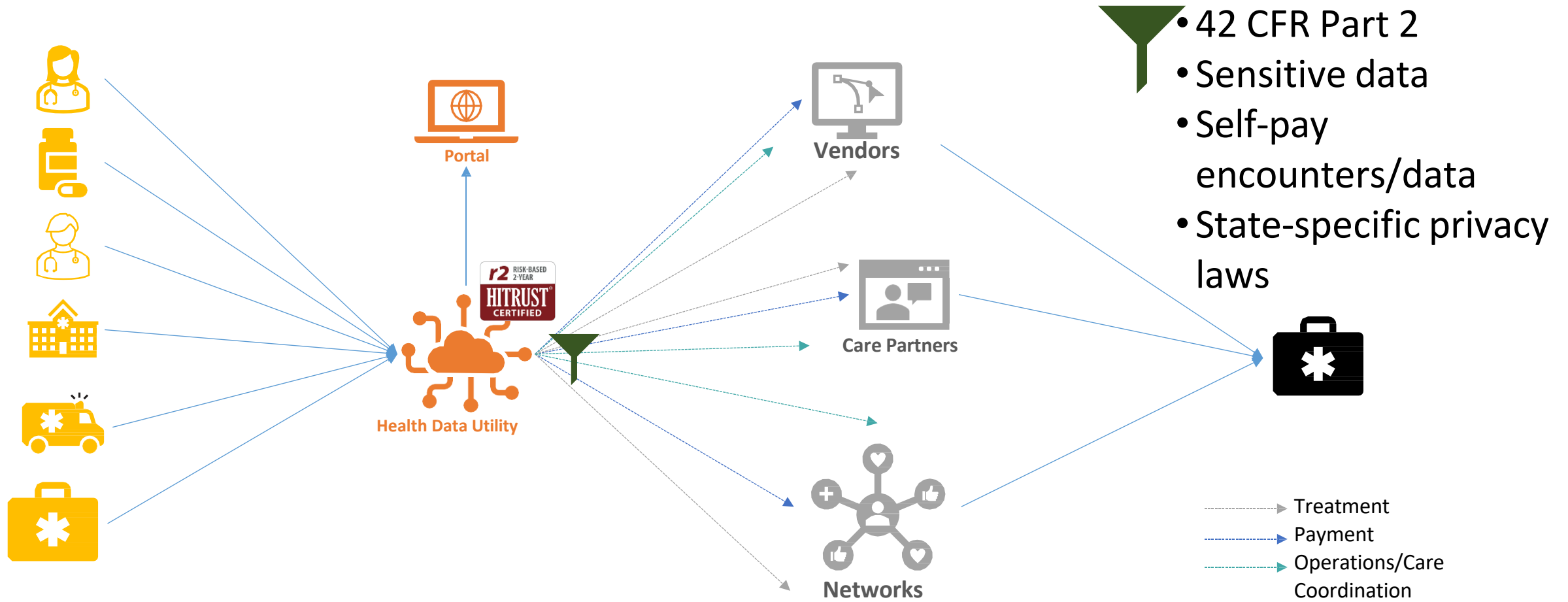
# HIE/HDU Population Coverage

- Zip code level mappings of HIE/HDU populations
  - Electronic Master Patient Index counts
    - Unique Individuals
    - Non-unique Individuals
  - Core Network Service Area
- Fragmentation of Data/Care by Networks
- 53/69 networks provided data (77% response with data in *1 week*)

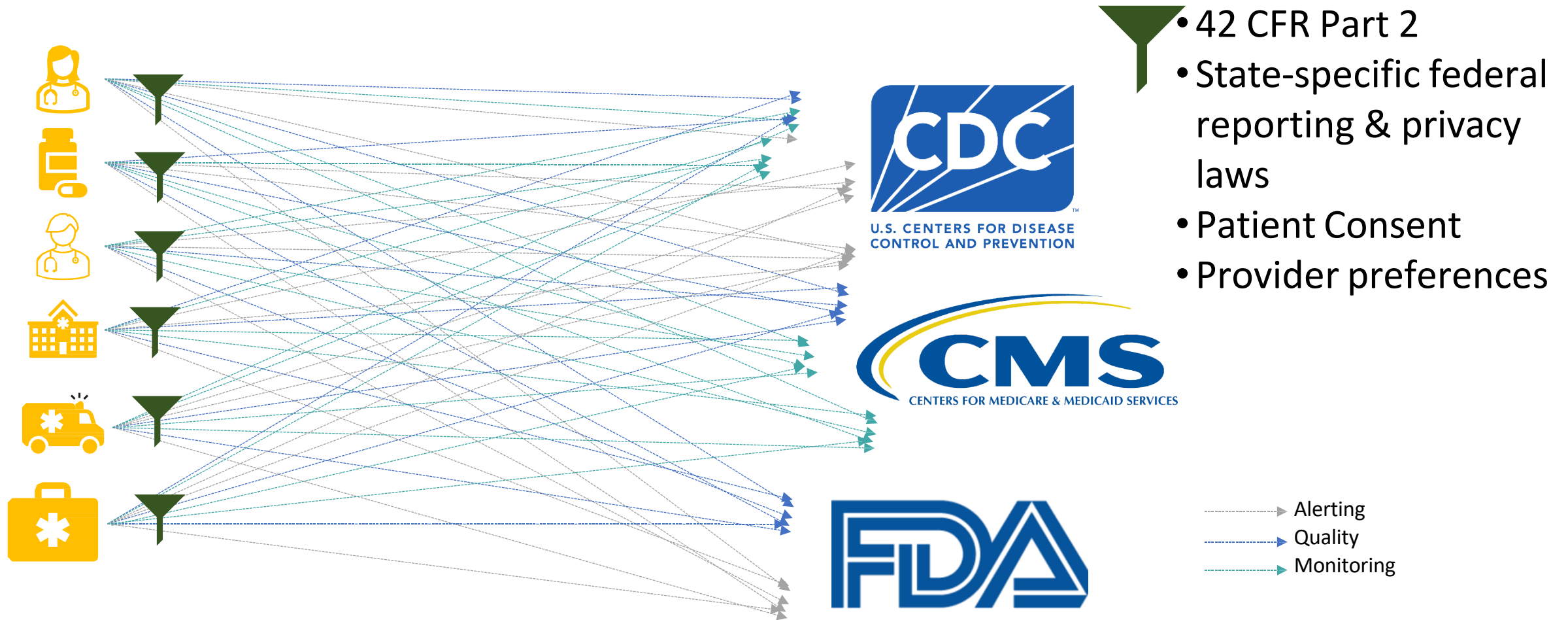
# General Approach to 3<sup>rd</sup> Party Data Connections



# General Approach to 3<sup>rd</sup> Party Data Connections



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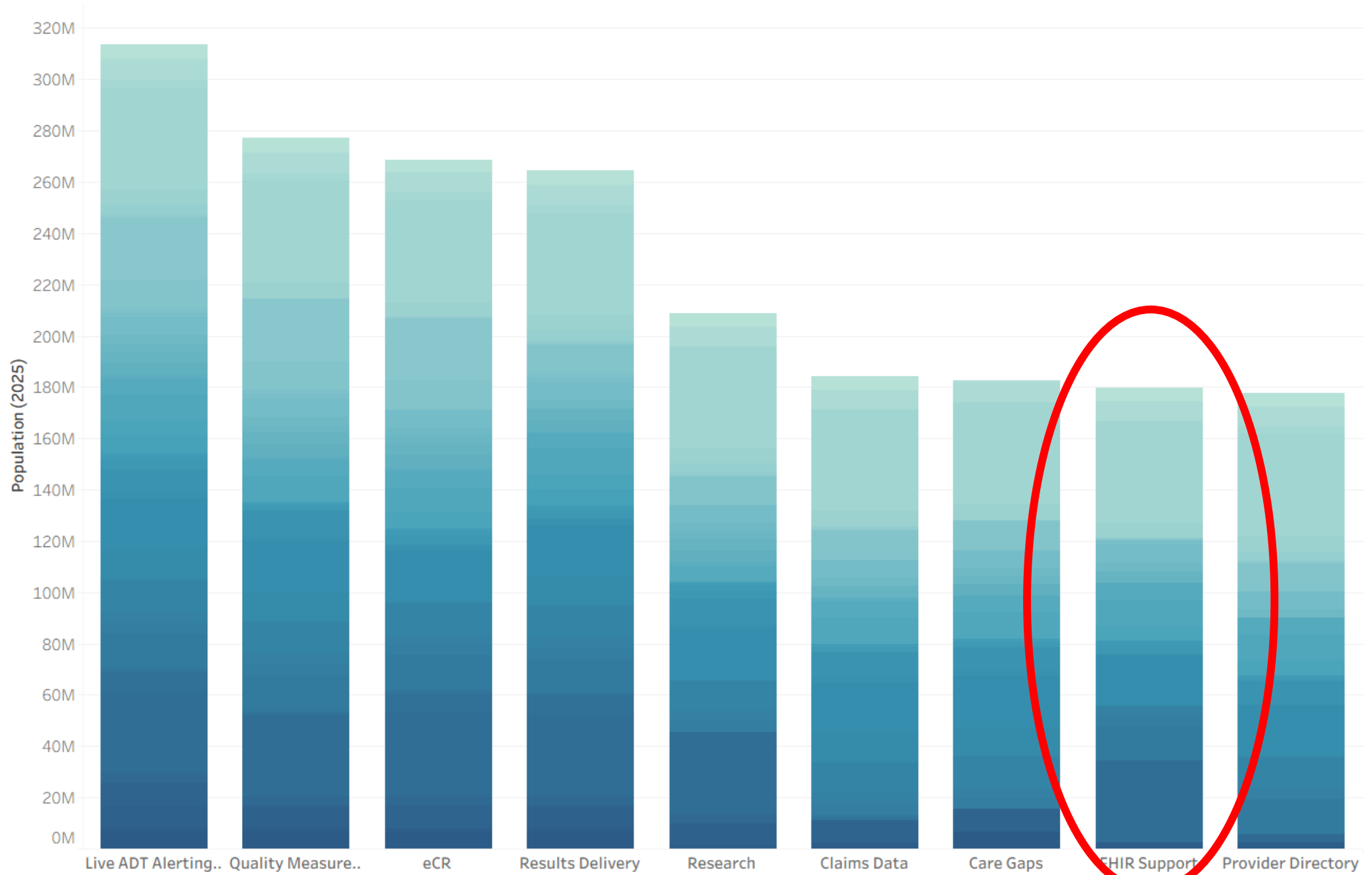




# HDU enabled Federal Health Data Strategy



# Use Cases by Potential Population Covered



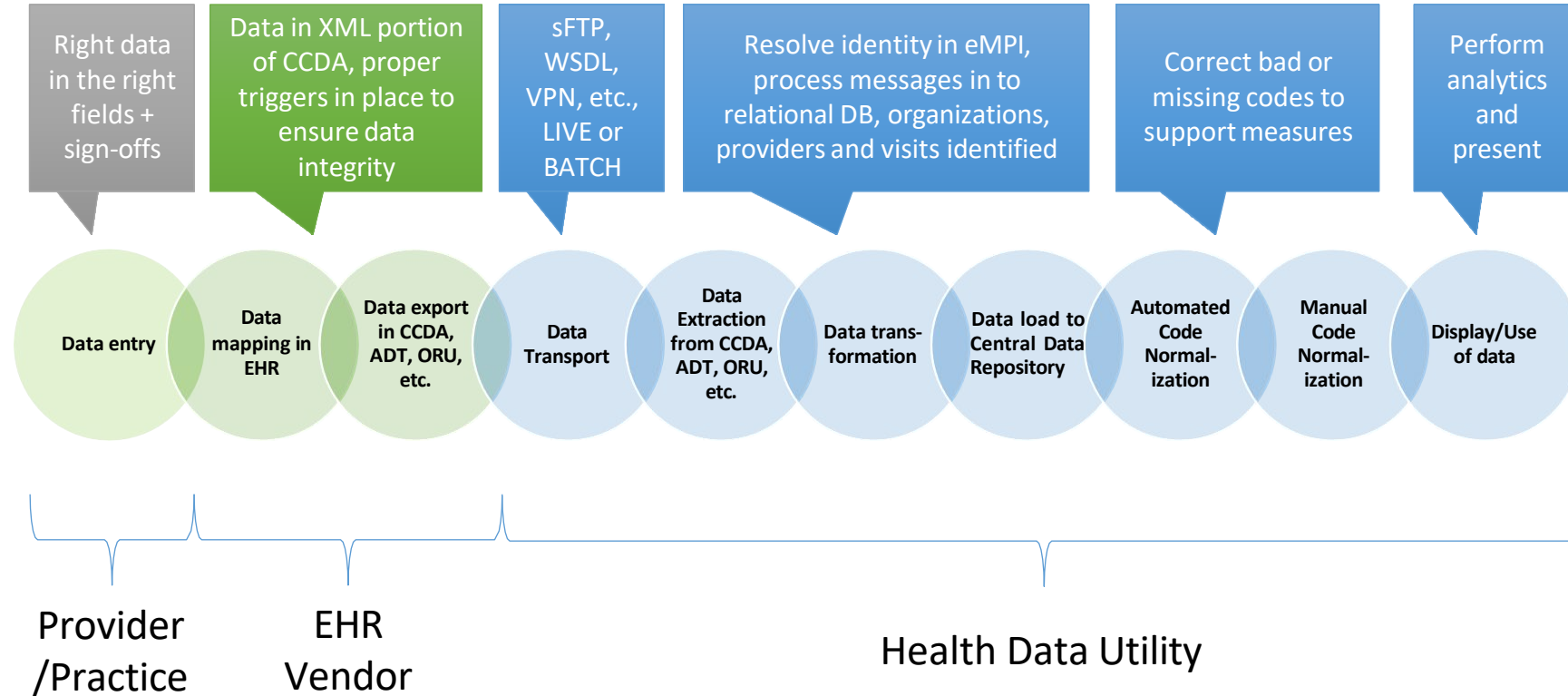
# All FHIR is not created equally . . .

**Table 2.** Benchmark results: number of resources exported in each test, with measurements of total time, resources per minute, and seconds needed to export 1 patient’s complete record on average.

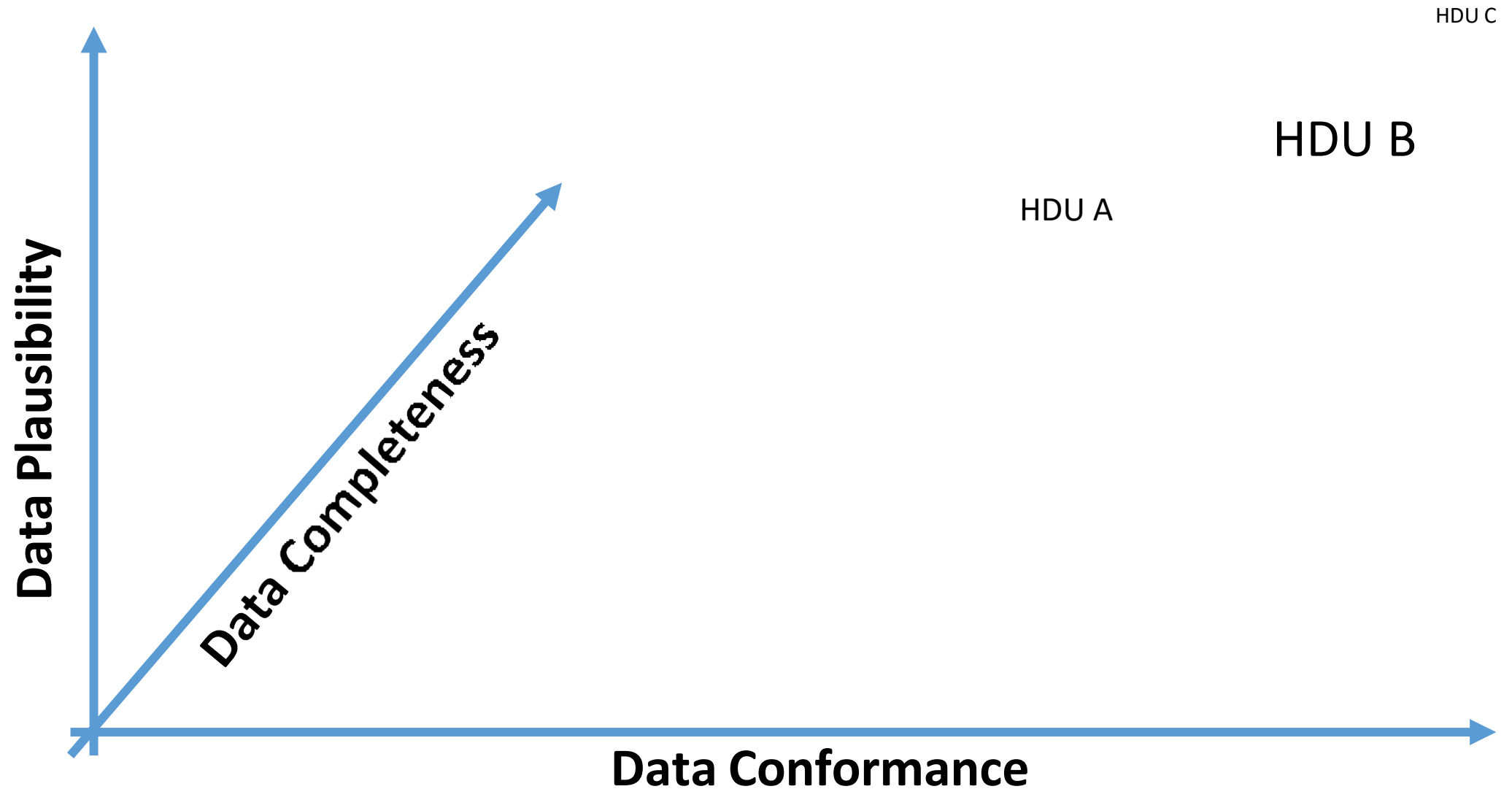
Site	Client	P	E	O	C	D	M	R	Total hours	Resources per minute	Seconds per patient
Site 1 (Cerner)	SoF	4376	180 971	4 365 361	97 117	Errors—0	347 605	4 995 430	13.1	6350	10.8
Site 1 (Cerner)	Bulk FHIR	4376	180 971	4 366 797	97 116	301 078	347 593	5 297 931	8.1	10 838	6.7
Site 1 (Cerner)	Bulk FHIR	10 244	541 226	11 701 214	271 617	1 494 026	973 404	14 991 731	34.2	7300	12.0
Site 1 (Cerner)	Bulk FHIR	13 462	547 811	12 577 800	304 693	1 659 861	991 942	16 095 569	32.5	8261	8.7
Site 2 (Epic)	SoF	892	169 902	1 058 451	256 113	214 654	136 098	1 836 110	5.9	5187	23.8
Site 2 (Epic)	Bulk FHIR	907	181 493	1 448 415	173 754	461 601	150 076	2 416 246	25.9	1555	102.8
Site 2 (Epic)	SoF	2686	1 104 900	6 103 568	1 502 393	1 286 443	726 654	10 726 644	73.4	4792	98.3
Site 3 (Epic)	SoF	1173	250 879	988 092	333 917	327 839	365 195	2 267 095	4.6	8214	14.1
Site 3 (Epic)	Bulk FHIR	1269	Errors—0	3 978 688	347 782	Errors—0	399 573	4 727 312	27.9	2827	79.1
Site 3 (Epic)	Bulk FHIR	4217	Errors—0	Errors—0	1 165 583	Errors—0	1 465 153	2 634 953	20.3	2163	17.3
Site 4 (Epic)	SoF	1021	16 737	61 633	209 533	20 723	12 117	321 764	6.8	787	24.0
Site 4 (Epic)	Bulk FHIR	1020	153 684	661 101	134 102	Errors—0	88 870	1 038 777	34.5	502	121.8
Site 4 (Epic)	Bulk FHIR	5059	2 064 125	7 611 121	1 915 051	Errors—0	1 212 564	12 807 920	83.7	2550	59.6
Site 4 (Epic)	SoF	8311	1 261 097	4 374 770	4 363 954	Errors—0	1 803 446	11 811 578	90.2	2183.2	39.1
Site 4 (Epic)	Bulk FHIR	10 189	3 863 233	33 667 978	3 867 079	Errors—0	3 961 808	45 370 287	330	2291.4	116.6
Site 5 (HIE custom)	Bulk FHIR	2 403 820	11 497 279	92 479 812	11 902 665	23 225 023	94 308	141 602 907	215.8	12 215.7	0.3

Abbreviations: P = patients, E = encounters, O = observations, C = conditions, D = document references, M = medication requests, R = total resources, FHIR = Fast Health Interoperability Resources, SoF = SMART on FHIR testing suite, HIE = Health Information Exchange.

# Data Quality: Chain of evidence



# 3 Dimensions of Data Quality



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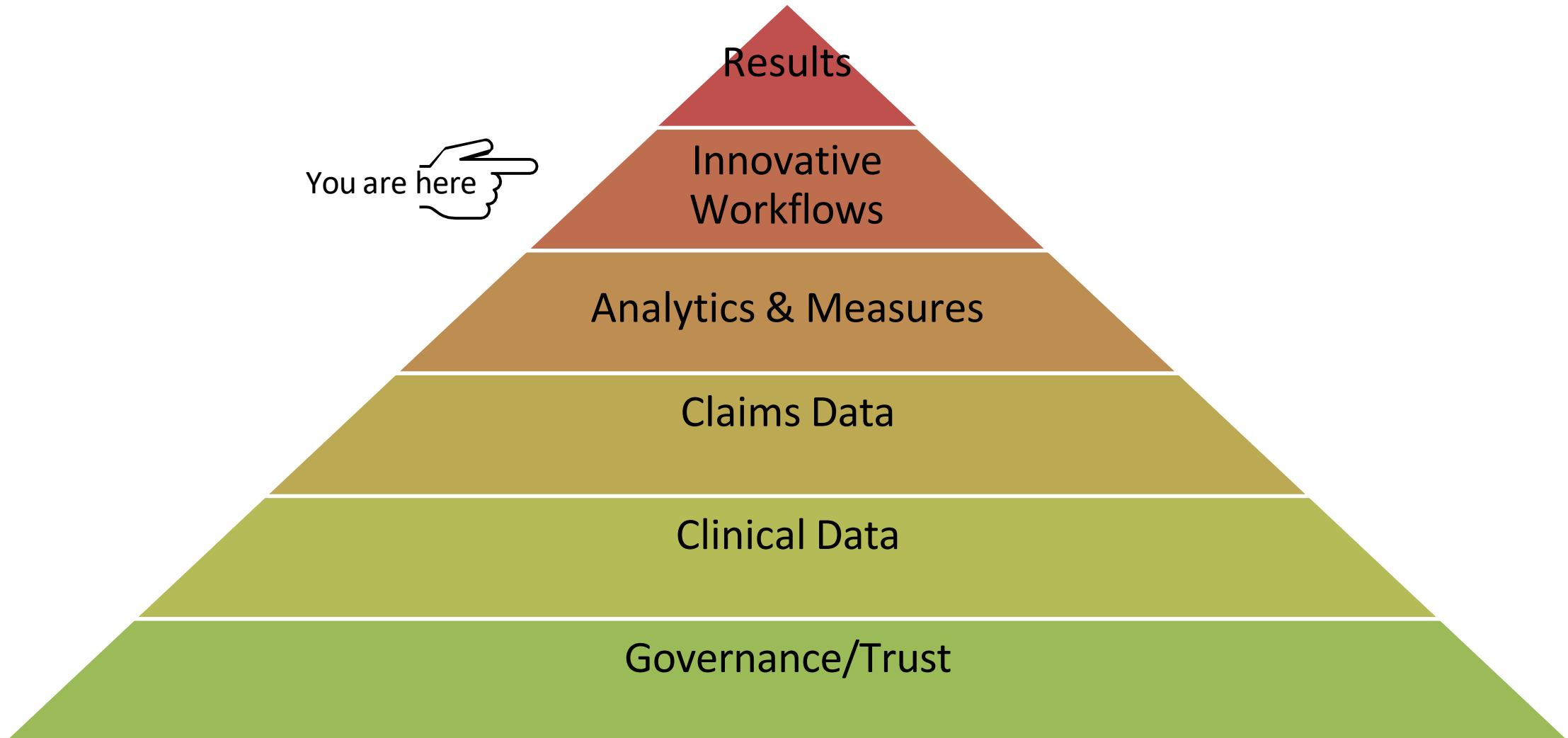
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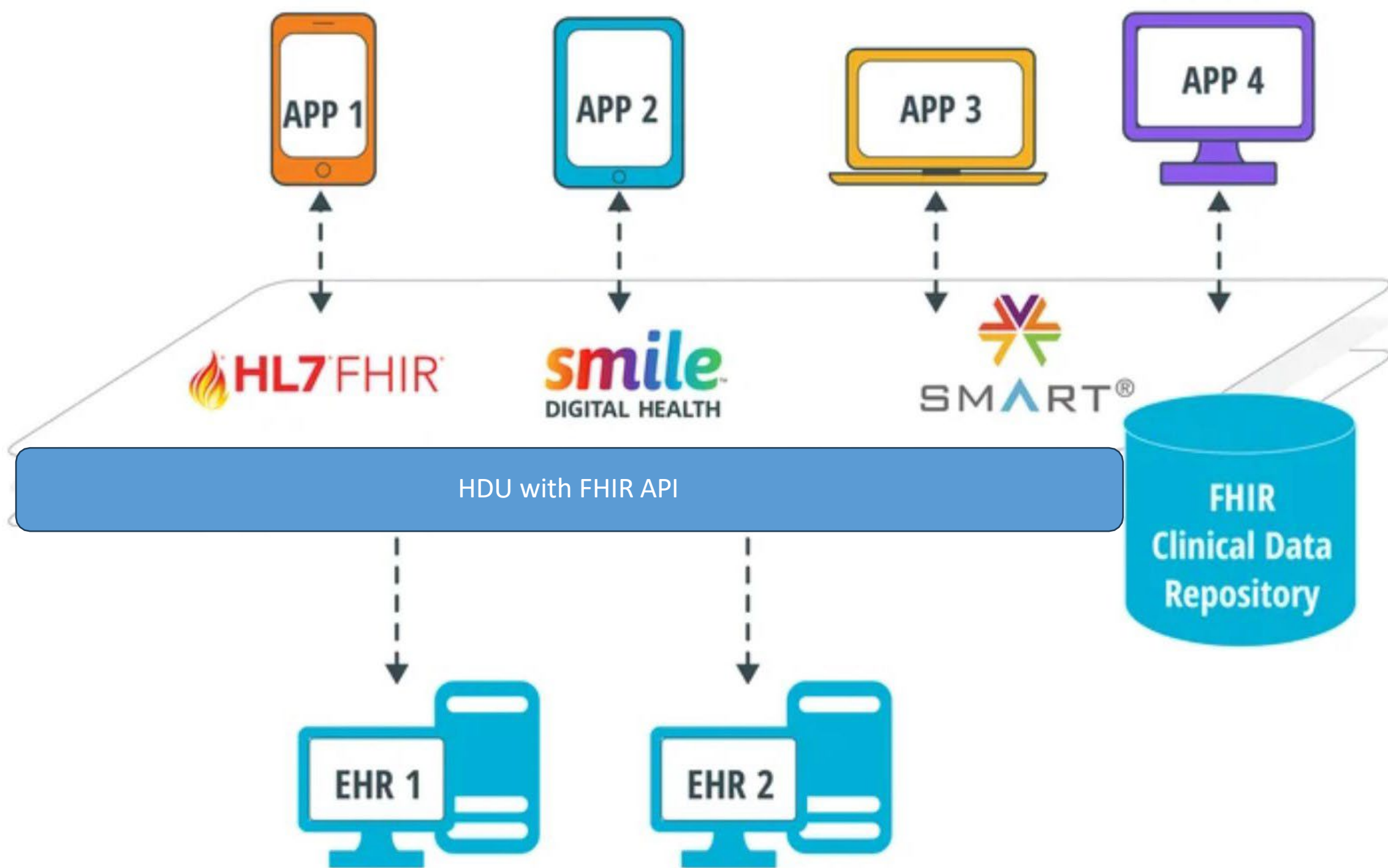
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# Critical National Health Infrastructure







## Featured Apps

### All Apps

#### ▶ APPLICATION TYPE

#### ▼ CATEGORIES

- Care Coordination
- Clinical Research
- Data Visualization
- Disease Management
- Genomics
- Medication
- Patient Engagement
- Population Health
- Risk Calculation
- FHIR Tools
- COVID-19
- Telehealth
- AMIA 2025

#### ▶ OS SUPPORT

#### ▶ FHIR SUPPORT

#### ▶ SPECIALTY

#### ▶ PRICING

#### ▶ DESIGNED FOR

#### ▶ EHR SUPPORT



### ASCVD Risk Calculator

Cerner Corporation

[View](#)

The ASCVD Risk Calculator is a tool that estimates a 10-year and/or lifetime cardiovascular risk score and how to potentially reduce risk.

**OS:** Web **Specialties:** Cardiology **Designed for:** Patients & Clinicians



### Bilirubin Chart

Intermountain Healthcare

[View](#)

Demonstration app designed to help clinicians treat newborn hyperbilirubinemia appropriately.

**OS:** Web **Specialties:** Pediatrics **Designed for:** Clinicians



### BP Centiles v2

Interopion

[View](#)

Updated version of the open source BP Centiles app.

**OS:** Web **Specialties:** Cardiology, Pediatrics **Designed for:** Clinicians



### Caren mHealth

Caren, LLC

[View](#)

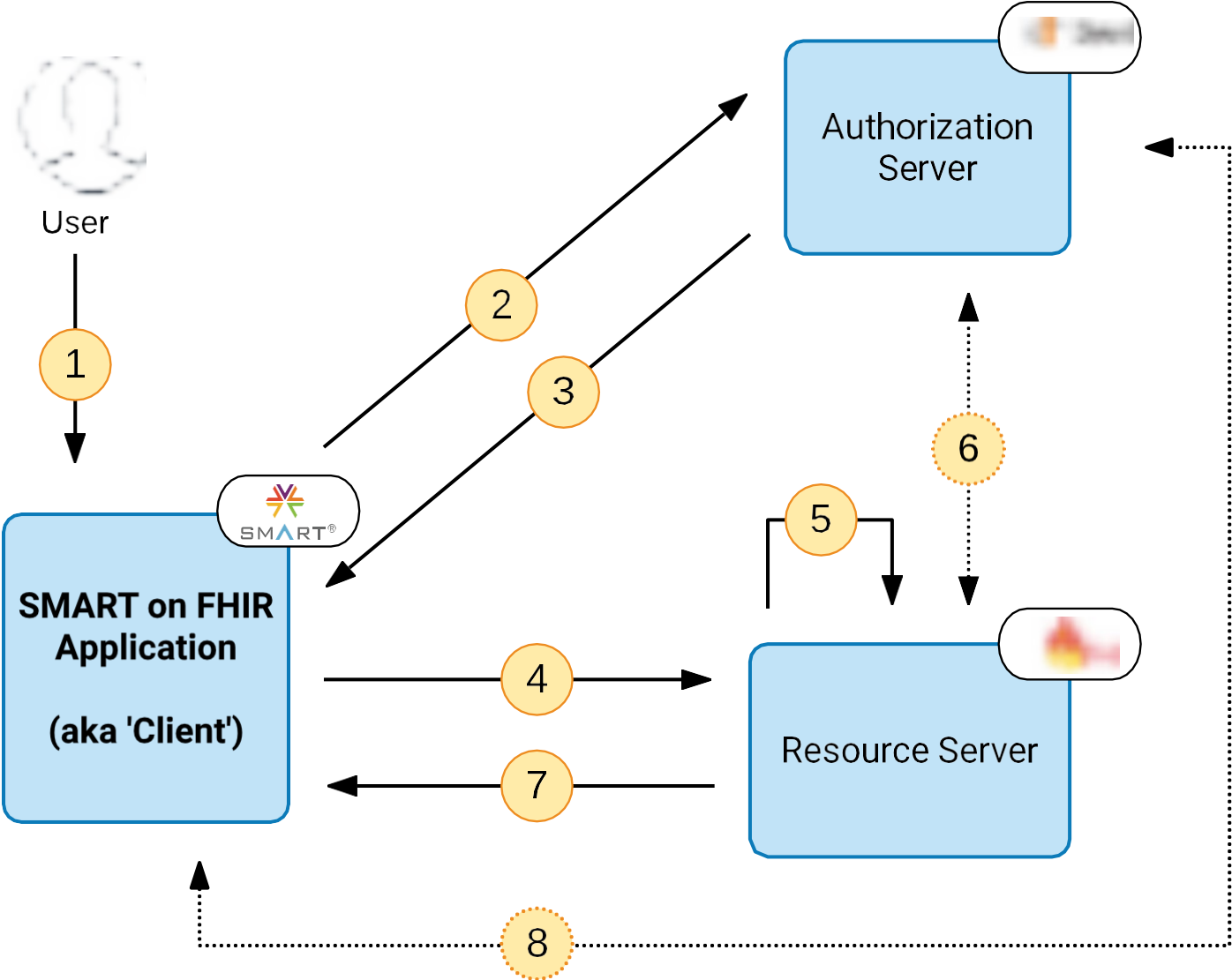
Caren mHealth collects real world health data including data from at-home medical devices, wearables, and patient-reported outcomes.

**OS:** iOS, Android, Web **Specialties:** Pulmonary, Primary care, Cardiology **Designed for:** Patients & Clinicians

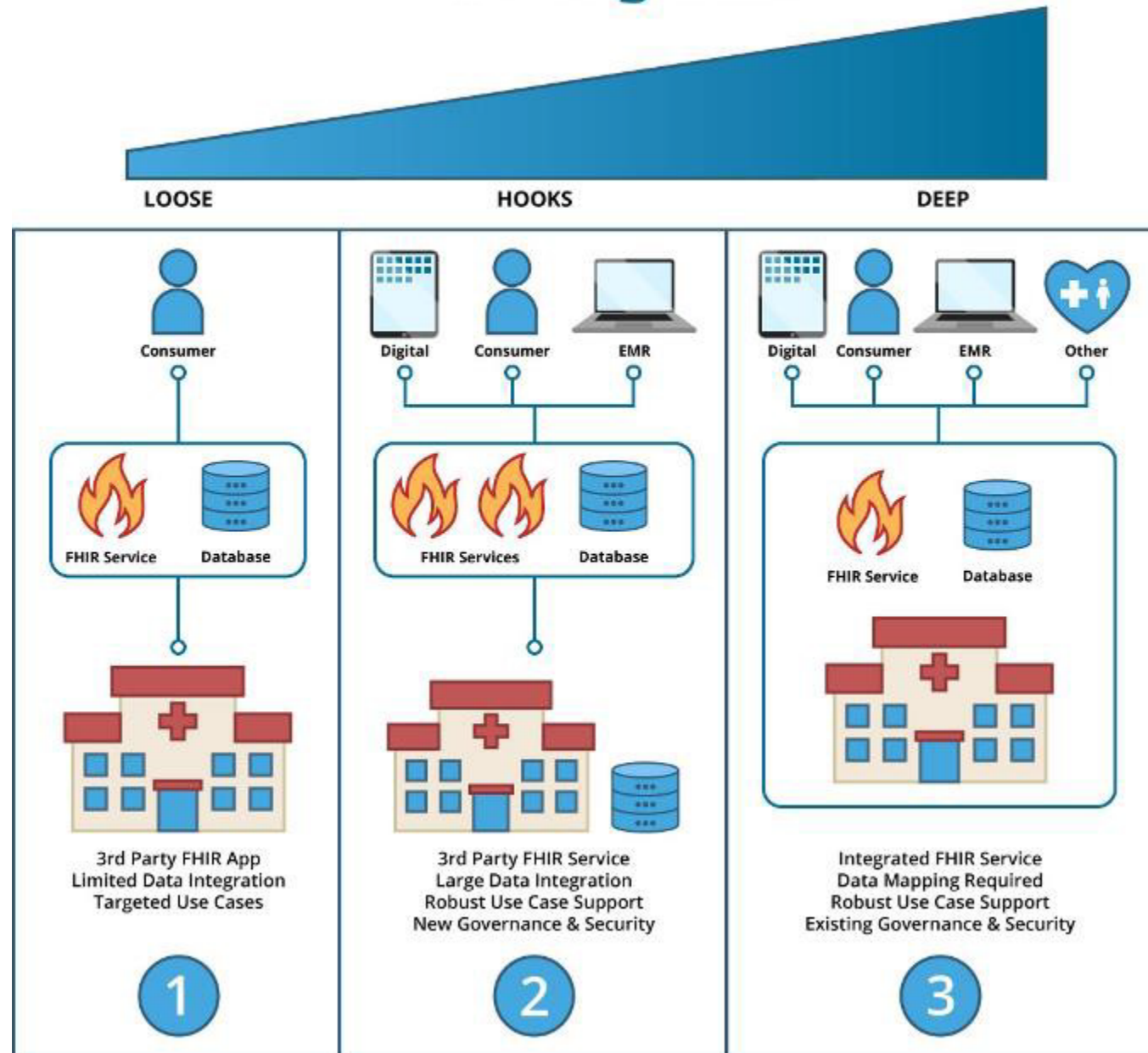
# SMART Integration of Tools into Workflow

- Data scoped
- Actions integrated
- Fit for purpose visualizations and presentations:
  - Making choices or decisions
  - Educating

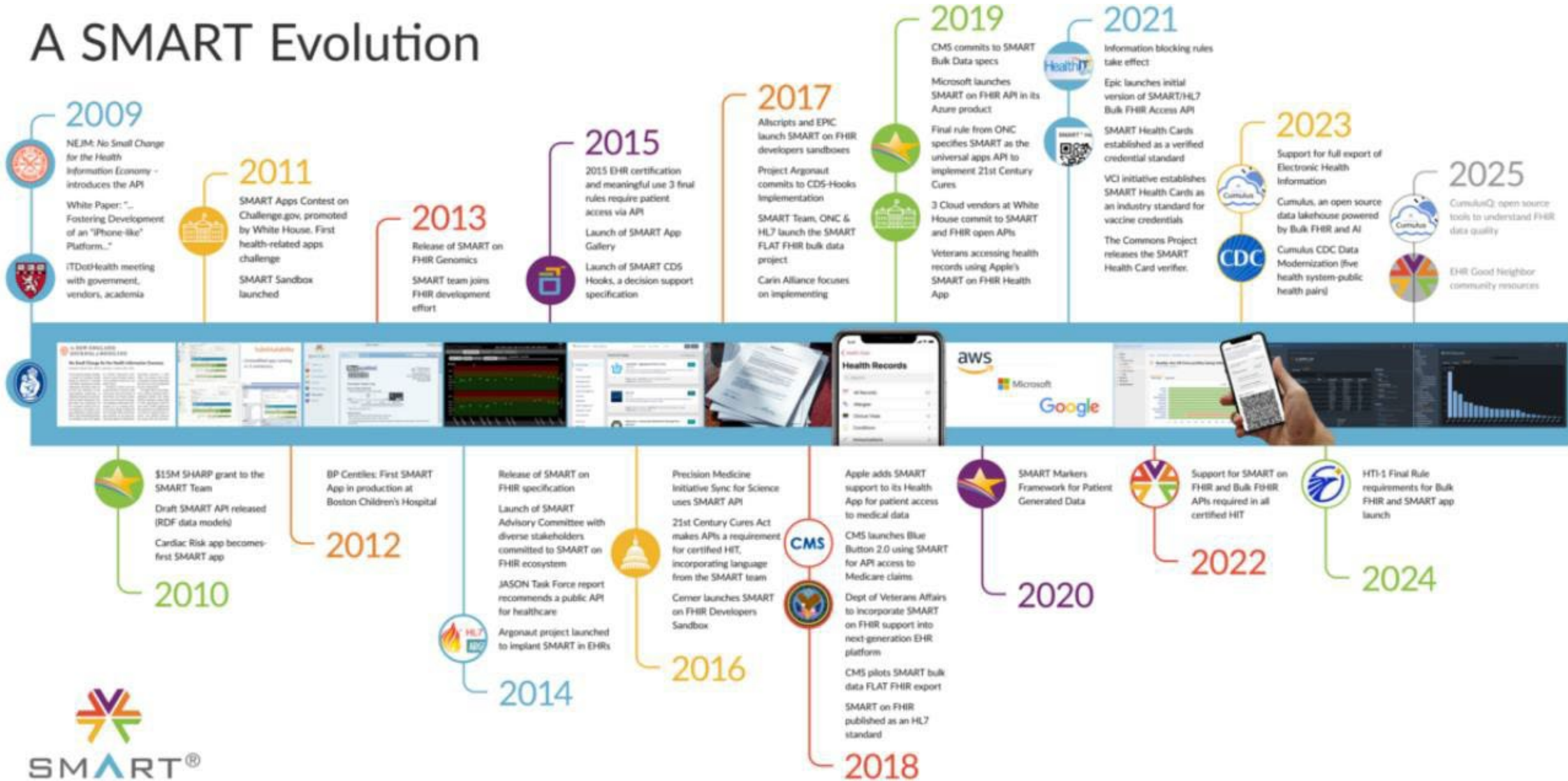
# SMART on FHIR Single Sign On: Access in Context



# FHIR Integration



# A SMART Evolution





## Clinical Opioid Summary with Rx Integration

**LIMITATIONS** Guidance **not intended** for palliative, inpatient, or active cancer care.



Patient Risk Overview

Patient Risk Overview



Patient Risk Overview

State PMP Prescriptions (9)

EHR Opioid and Related Medications

Pertinent Medical History

Non-Pharmacologic Treatments

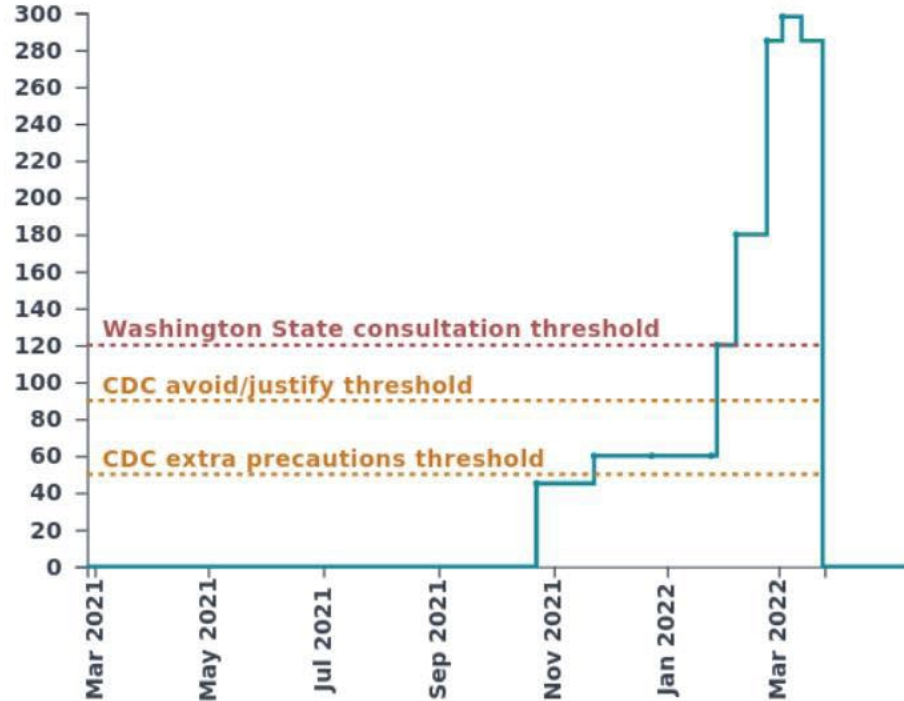
Risk Considerations

Urine Drug Toxicology Screen

Controlled Substance Agreement

Education Materials

### Morphine Equivalent Dose (MED)



MED today 0 (2022-10-21)  
Most recent MED 285 (2022-03-25)

Average MED in the last 60 days 0  
Average MED in the last 90 days 0

### Prescription Summary

Class	# Rx	# Prescribers	# Pharmacies
Opioids	9	3	3
Benzodiazepines	0		
Non-benzo Sedatives/Hypnotics	0		
Muscle Relaxants	0		
Stimulants	0		
Anti-Convulsants	0		
Steroids	0		

### Patient Risk Assessment

- No urine drug screen date found for this patient. Please check the first controlled substance prescription to determine if they are due for their 12 month drug screen.
- No controlled substance agreement found for this patient.
- Absence of non-opioid medications.
- Absence of non-pharmacologic treatments.

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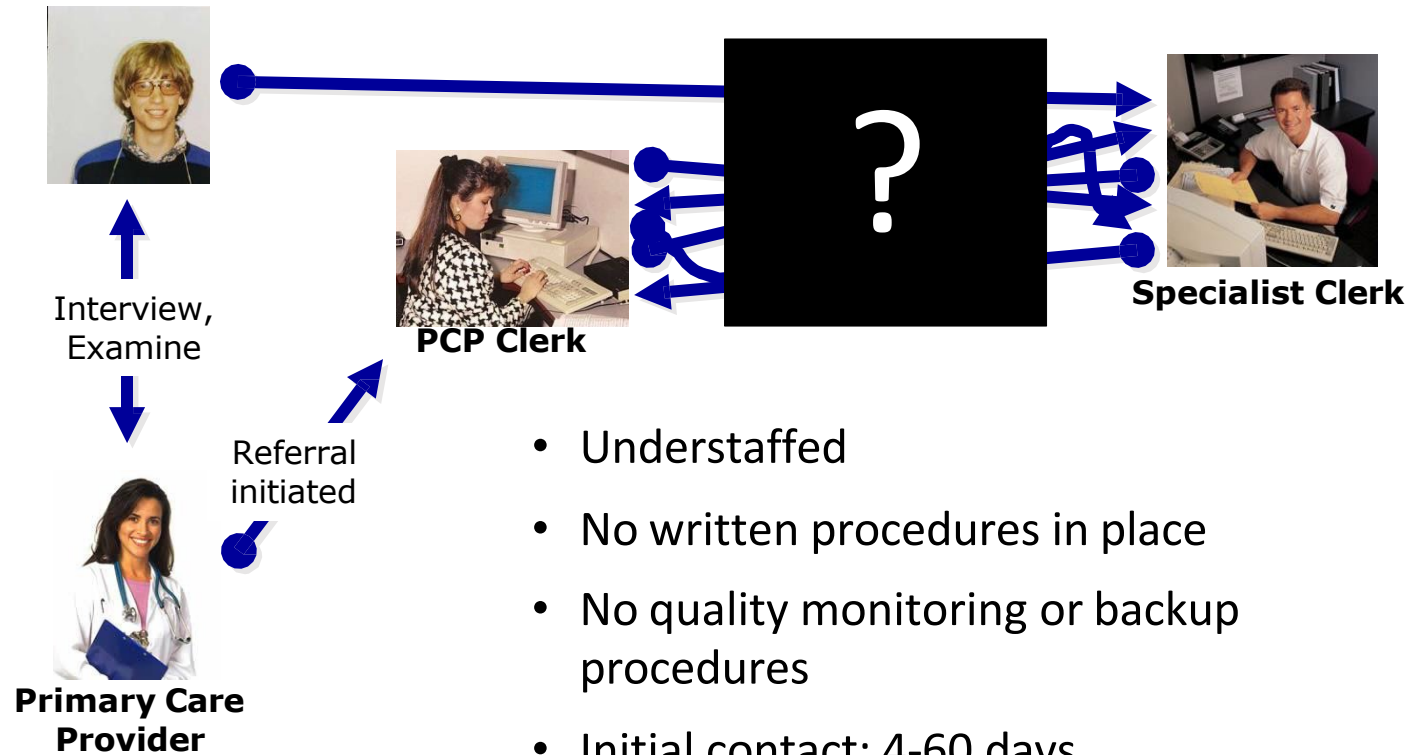
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# Pre-Doc2Doc Care Transition Management



- Understaffed
- No written procedures in place
- No quality monitoring or backup procedures
- Initial contact: 4-60 days
- 50 to 3,000 referrals behind
- Many simply dropped



**Consultant**



# Results

- Patients receiving an online consult had a significant reduction in PMPM cost of care when compared with themselves as historical controls:
  - *\$140.53 Pre Consult vs. \$78.16 Post Consult*
  - *Net savings of **\$62.37, p=0.021***
- Compared with patients who received a referral but NOT a consult:

Cost Type	Mean PMPM Cost Change	Mean Percentage Change
Facility Costs (UB92)	-\$13.00	-20%
Professional Costs (HCFA 1500)	-\$108.04	-34%
Pharmacy Costs (PBM)	-\$9.14	-14%
Total Costs	-\$130.18	

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Atrial Fibrillation Treatment Options to Lower Stroke Risk



Patient Assessment Options



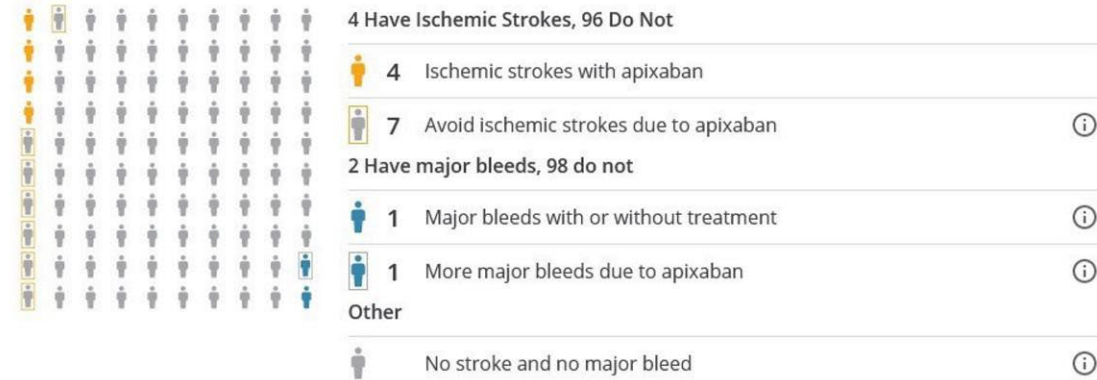
## Patient Options

KEY DATA OPTION GRID

No Treatment Warfarin Apixaban Dabigatran **Rivaroxaban** Edoxaban LAAC 1 year 100 people

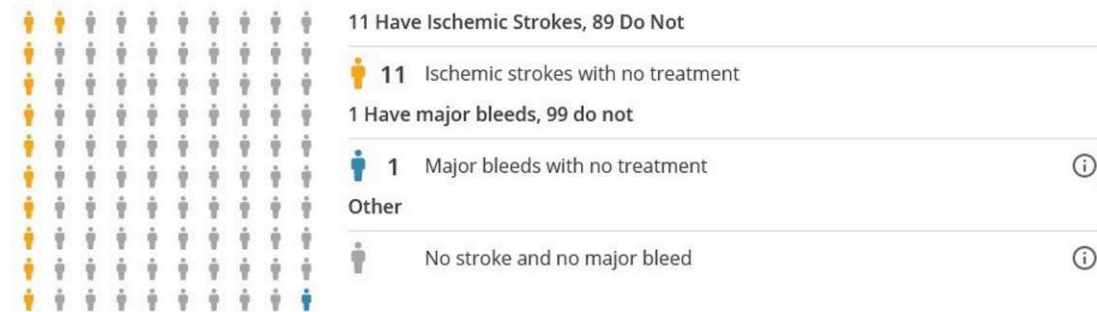
Rivaroxaban dose should be reduced to 15 mg daily when creatinine clearance is 15 to 50 mL/min (currently 34 mL/min). [i](#)

For 100 people like you over 1 year with rivaroxaban:



**No Treatment** Warfarin Apixaban Dabigatran Rivaroxaban Edoxaban LAAC

For 100 people like you over 1 year with no treatment:



References | More About This Tool | Last Update: Mar 17, 2022

DynaMed Decisions' Clinical Decision Tools are reviewed on an ongoing basis and updated to reflect the latest evidence.



# Patient Options

KEY DATA **OPTION GRID**

Show/Hide Grid View

optiongrid

PATIENT QUESTIONS	No Treatment	Warfarin	Dabigatran	Rivaroxaban	Apix
<b>What does the option involve?</b>	No treatment means you will not take medicine or use a device to lower your risk of stroke due to blood clots.	Warfarin is a medicine that makes it less likely for the blood to clot. You will take a pill once a day. Avoid large changes in what you eat and drink.	Dabigatran is a medicine that makes it less likely for the blood to clot. You will take a pill twice a day.	Rivaroxaban is a medicine that makes it less likely for the blood to clot. You will take a pill once a day.	Apix: less likely to take
<b>Will I need blood tests?</b>	No	You will need regular blood tests to check how well the medicine is working. Your healthcare professional may change how much medicine you take.	You may need blood tests to check how well your kidneys are working.	You may need blood tests to check how well your kidneys are working.	You may need blood tests to check how well your kidneys are working.
<b>What is my risk of stroke due to blood clots?</b>	About 8 of 100 people (8%) have a stroke due to blood clots within 1 year.	About 3 of 100 people (3%) have a stroke due to blood clots within 1 year.	About 2 of 100 people (2%) have a stroke due to blood clots within 1 year.	About 3 of 100 people (3%) have a stroke due to blood clots within 1 year.	About 2 of 100 people (2%) have a stroke due to blood clots within 1 year.
<b>What is my risk of major bleeding needing treatment?</b>	Fewer than 1 of 100 people (less than 1%) have a serious bleed within 1 year.	About 1 of 100 people (1%) have a serious bleed within 1 year.	About 1 of 100 people (1%) have a serious bleed within 1 year.	About 1 of 100 people (1%) have a serious bleed within 1 year.	Fewer than 1 of 100 people (less than 1%) have a serious bleed within 1 year.
<b>Are there other risks and</b>	Does not apply	You might have nose or gum bleeding.	You might have nose or gum bleeding.	You might have nose or gum bleeding.	You might have nose or gum bleeding.

OVER THE PAST WEEK, were you able to:

	Without ANY difficulty	With SOME difficulty	With MUCH difficulty	UNABLE to do
a. Dress yourself, including tying shoelaces and doing buttons?	0	1	2	3
b. Get in and out of bed?	0	1	2	3
c. Lift a full cup or glass to your mouth?	0	1	2	3
d. Walk outdoors on flat ground?	0	1	2	3
e. Wash and dry your entire body?	0	1	2	3
f. Bend down to pick up clothing from the floor?	0	1	2	3
g. Turn regular faucets on and off?	0	1	2	3
h. Get in and out of a car, bus, train, or airplane?	0	1	2	3
i. Walk two miles or three kilometers, if you wish?	0	1	2	3
j. Participate in recreational activities and sports as you wish?	0	1	2	3
k. Get a good night's sleep?	0	1.1	2.2	3.3
l. Deal with feelings of anxiety or being nervous?	0	1.1	2.2	3.3
m. Deal with feelings of depression or feeling blue?	0	1.1	2.2	3.3

2. How much pain have you had because of your condition OVER THE PAST WEEK? Please indicate below how severe your pain has been



John Smith

My Account

Patient

Daniel X. Adams

Data export

My Settings

John Smith

My Account

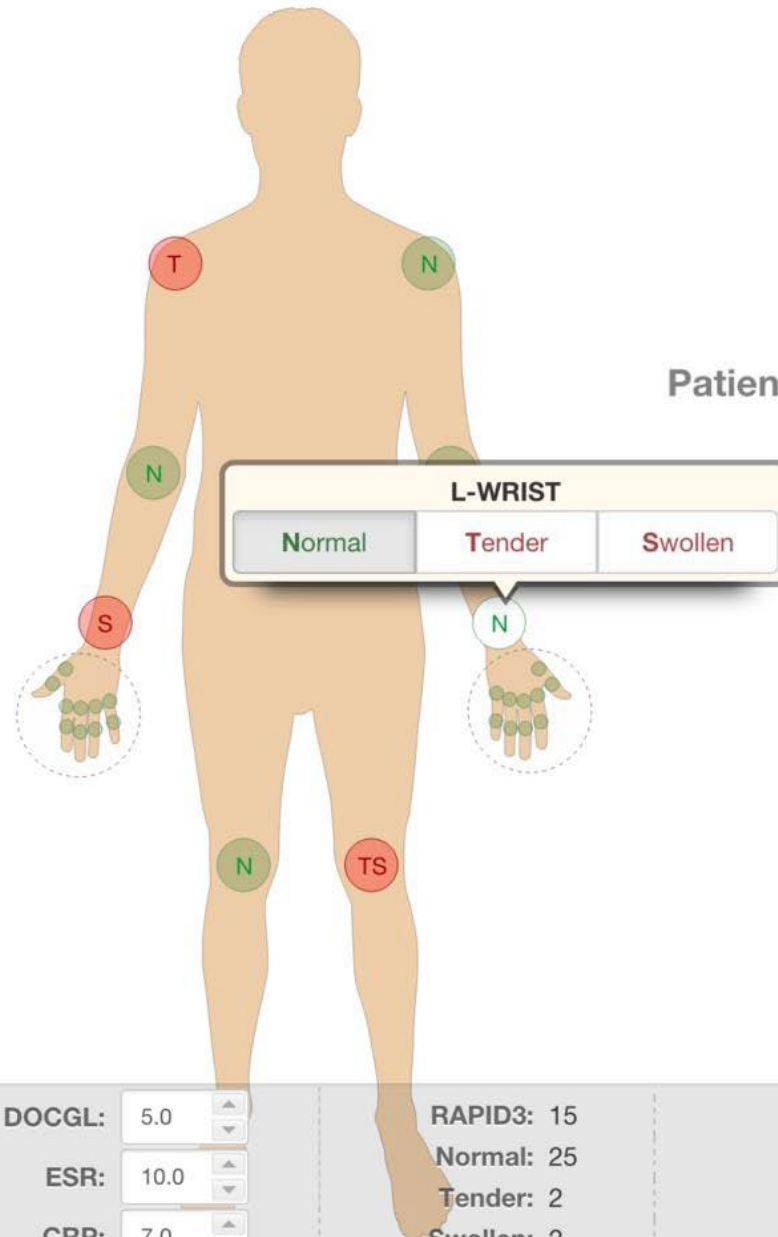
Patient Daniel X. Ad

Data export

My Settings

Patient's Right

Patient's Left



PATFN: 5.0	DOCGL: 5.0	RAPID3: 15	DAS28-CRP: 3.61
PATPAIN: 5.0	ESR: 10.0	Normal: 25	DAS28-ESR: 3.51
PATGL: 5.0	CRP: 7.0	Tender: 2	SDAI: 21
		Swollen: 2	CDAI: 14

Language: English (US)



Create New Exercise

View Last Exercise

Please review PillBox medication list and dosing schedule for accuracy, and make adjustments as needed

<input checked="" type="checkbox"/> Medication	Interval	Quantity
<input checked="" type="checkbox"/> Lisinopril 20 MG Oral Tablet	① Once a day - morning	X 2.0
<input checked="" type="checkbox"/> Memantine 10 MG Oral Tablet [Namenda]	② Twice a day	X 1.5
<input checked="" type="checkbox"/> donepezil 10 MG Oral Tablet [Aricept]	① Once a day - noon	X 1.0
<input type="checkbox"/> Hydrochlorothiazide 50 MG Oral Tablet	① Once a day - morning	X 1.0
<input checked="" type="checkbox"/> potassium citrate 10 MEQ Extended Release Tablet	① Once a day - morning	X 0.5
<input checked="" type="checkbox"/> Triamcinolone 1 MG/ML Topical Cream	⑥ Six times a day	X Use
<input checked="" type="checkbox"/> Flomax 0.4 mg	Ⓜ Once a week	X 1.0
<input type="checkbox"/> ActoPlusMet 500/15mg	① Once a day - morning	X 1.0
<input checked="" type="checkbox"/> Estrogens, Conjugated (USP) 0.625 MG Oral Tablet [Premarin]	○ When Needed	X 1.0

+ Add Medications

✓ LAUNCH PillBox Exercise

### Morning




Lisinopril 20 MG Oral Tablet 1



donepezil 10 MG Oral Tablet [...] 1

### Noon



Memantine 10 MG Oral Tablet... 1



potassium citrate 10 MEQ Ext... 1/2

### Evening



Triamcinolone 1 MG/ML Topical Cream




Estrogens, Conjugated (USP)... 1

### Bedtime



Estrogens, Conjugated (USP)... 1



Flomax 0.4 mg 1/2

### Weekly



donepezil 10 MG Oral Tablet [...] 1



donepezil 10 MG Oral Tablet [...] 1

-  Lisinopril 20 MG Oral Tabl
-  Memantine 10 MG Oral T.
-  donepezil 10 MG Oral Ta..
-  potassium citrate 10 ME..
-  Triamcinolone 1 MG/ML T
-  Flomax 0.4 mg
-  Estrogens, Conjugated (.





# Agenda

## Part 1: The Ante . . . Required Infrastructure

### A. Integrating Data-Driven Tools Into Physician Workflow

*Question 1: What are approaches that can be taken to integrate data-driven tools into the physician workflow?*

### B. Supporting Clinical Decision-making

*Question 2: How can clinical support tools be used to promote enhanced communication between primary and specialty care providers?*

### C. Data Innovations to Promote Shared Decision-making Between Providers and Patients

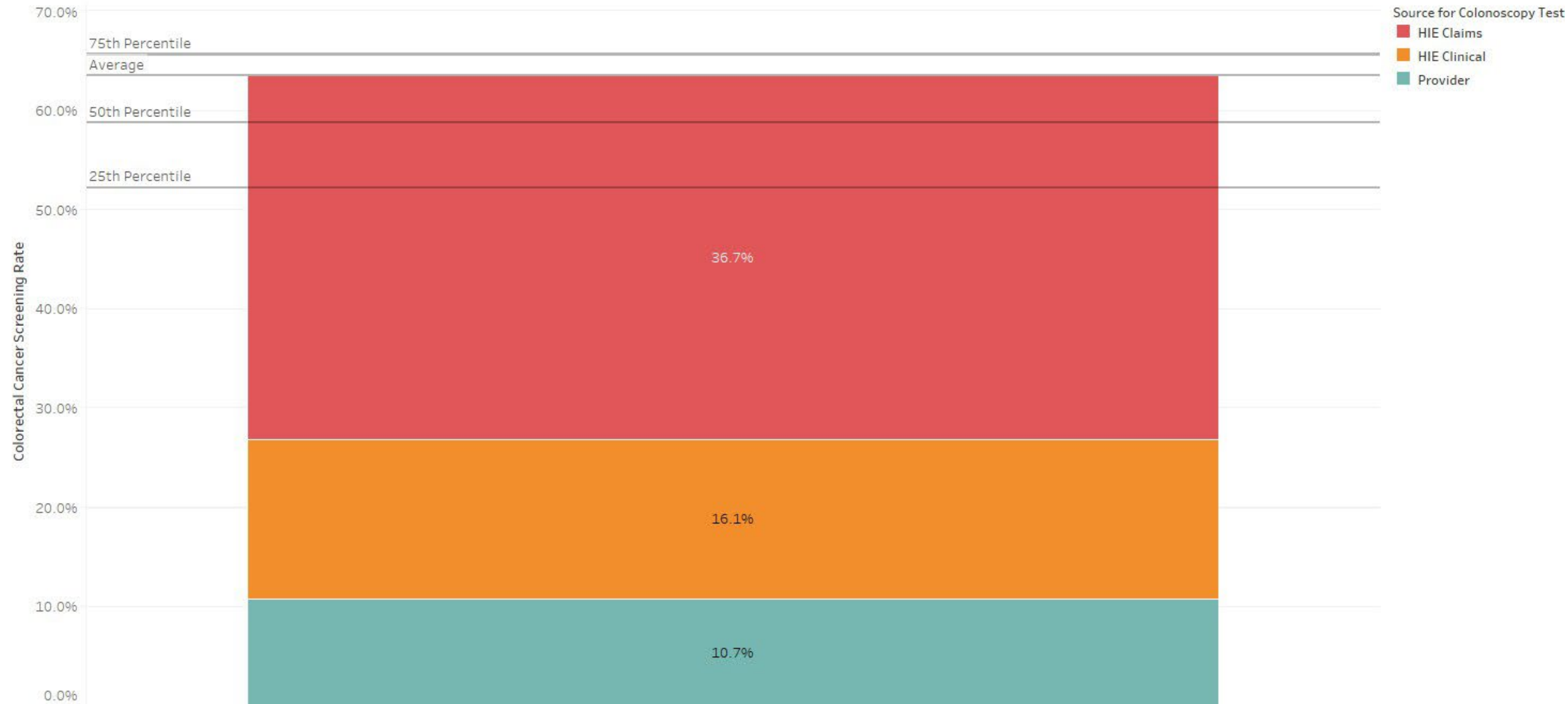
*Question 3: What are data-driven strategies for providers to effectively implement shared decision-making?*

### **D. Measuring Improvements in Patient Engagement and Outcomes**

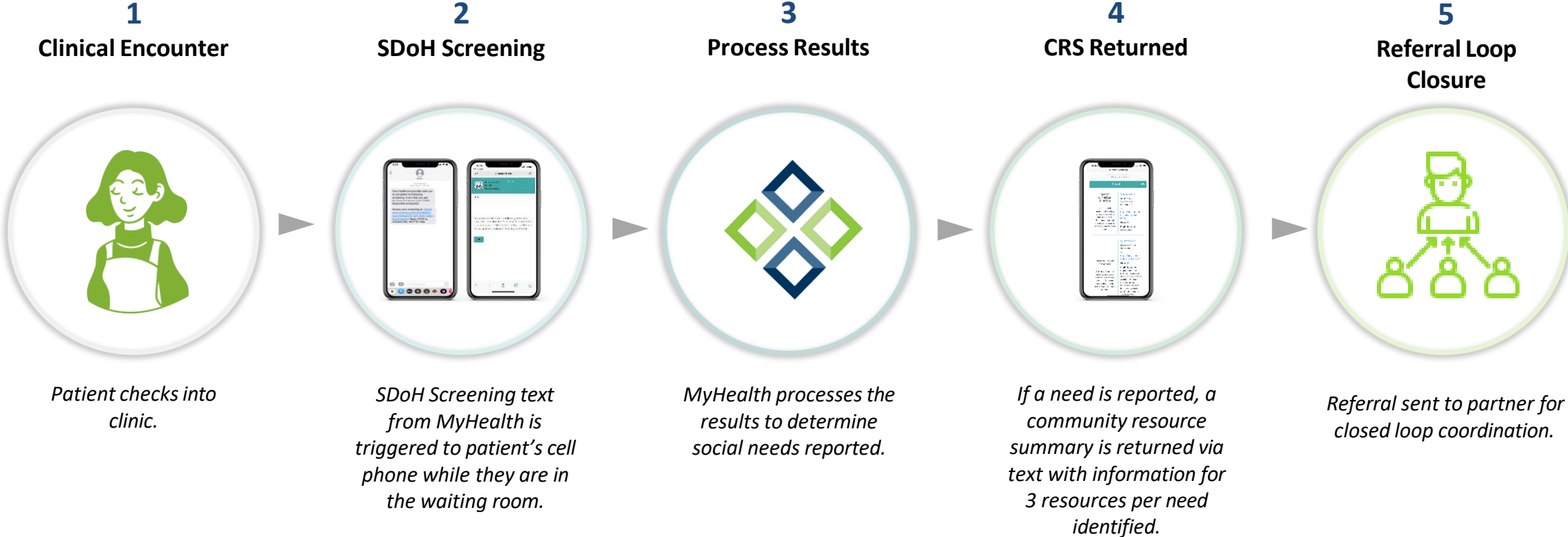
***Question 4: What are approaches to develop and implement measures of successful patient engagement and empowerment?***

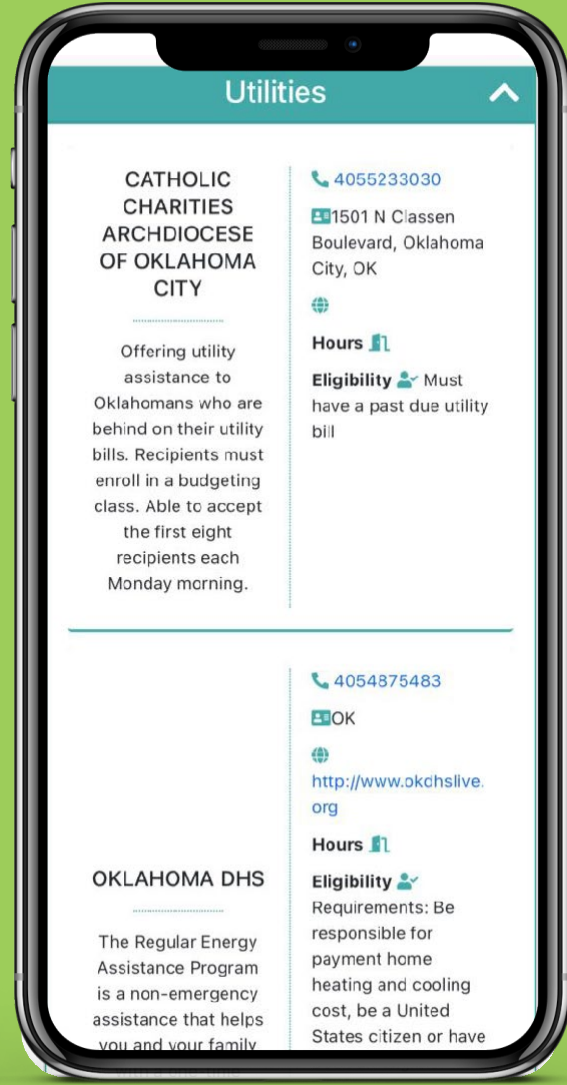
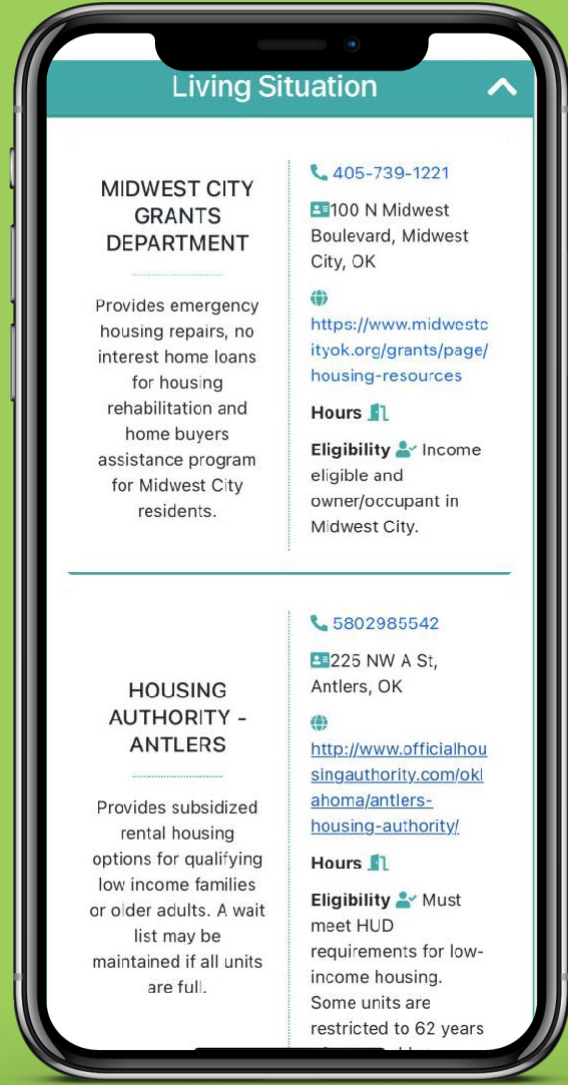
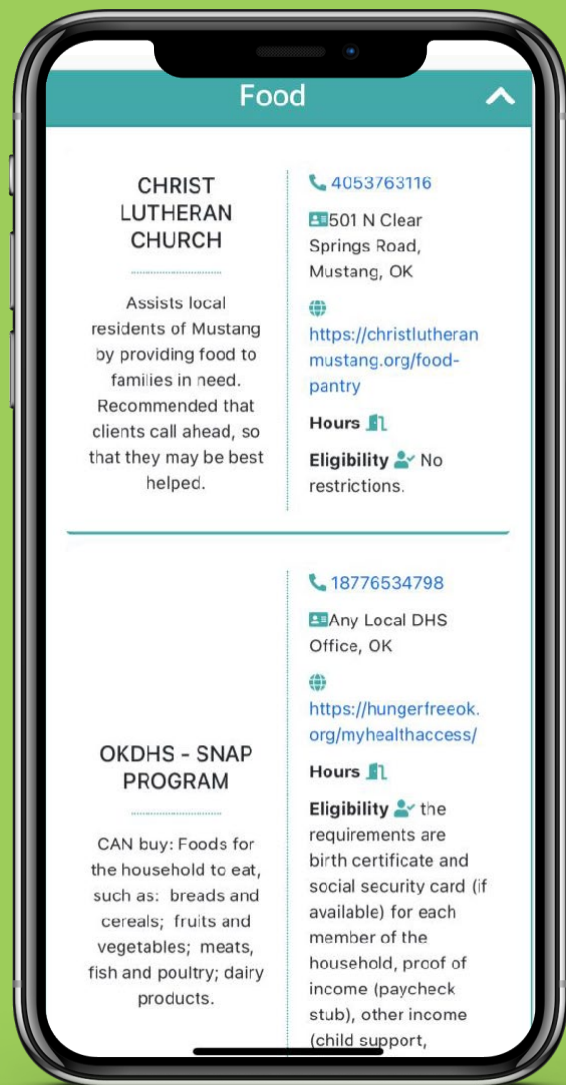
# NFQ 0034: Colorectal Cancer Screening Performance Rate Total for Oklahoma Health System as of 06/01/2024

*Note: Colonoscopy Cancer Screening Tests include Colonoscopy, Flexible sigmoidoscopy, CT colonography, FIT-DNA, and FOBT/FIT.*



# SDOH Mobile Screening & Referral





# Community Resource Summary

Texted back to patient after completion of the screening

*\*Every community resource summary includes information for 211\**



# SDOH Program Metrics

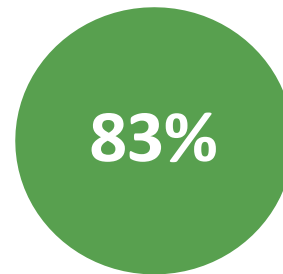
August 2018–May 30, 2024



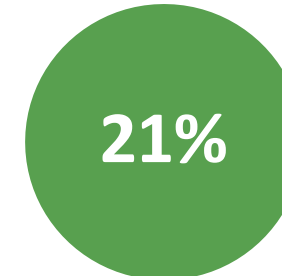
## By the numbers:

- ✓ **4.6+** million offers to screen
- ✓ **900,000+** responses
- ✓ **300,000+** responses with needs
- ✓ **400,000+** individual needs reported & addressed

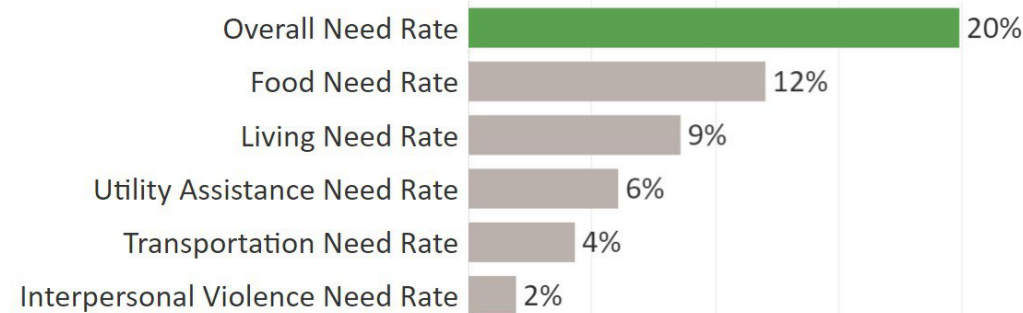
### Screening Delivery Rate



### Screening Response Rate



Need Rates for 5 Core Needs Screened for through MyHealth's SDoH Screening



24% of responses report 2+ needs

average of **1.7** needs are reported per need positive screening

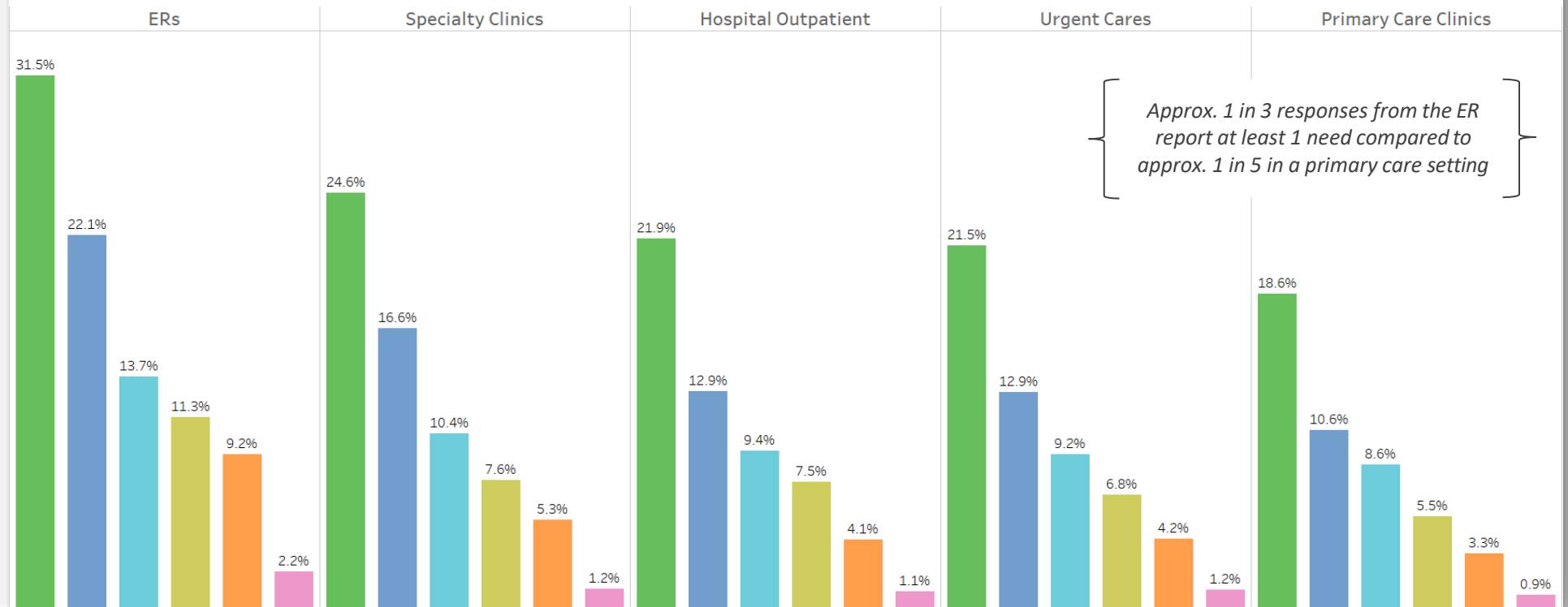
**85%** of responses with a living need is due to living conditions\* rather having a place to stay

\*Living condition issues include lack of heating, lead paint or pipes, mold, oven or stove not working, pests, missing or not working smoke detectors, and water leaks

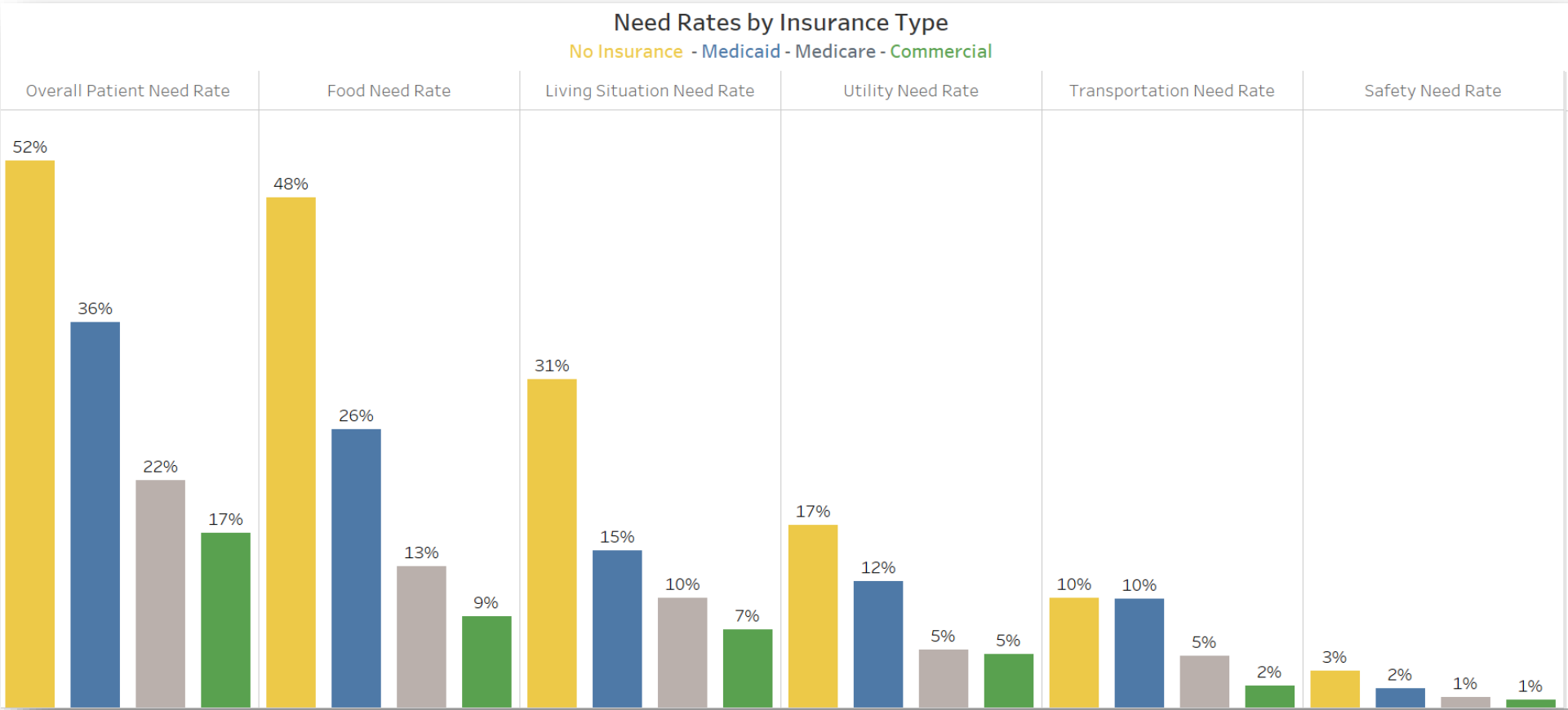
# MyHealth AHC Need Rates by Clinical Site Type

## Need Rates by Clinical Delivery Site Type

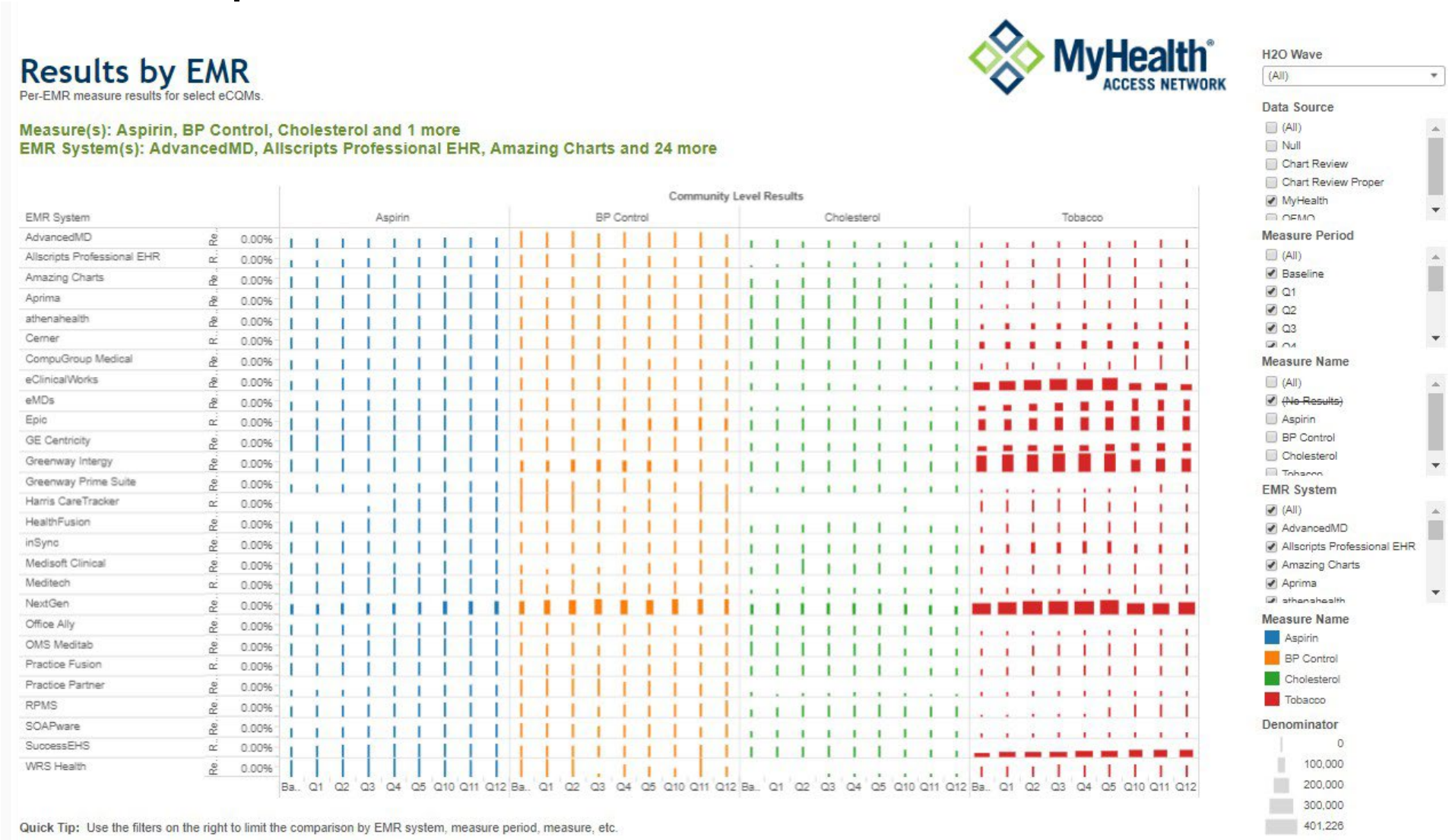
Overall - Food - Living - Utility - Transportation - Safety



# MyHealth AHC Need Rates by Insurance Type



# Measure performance across many systems and EHR platforms





# Questions & Discussion

[David-Kendrick@ou.edu](mailto:David-Kendrick@ou.edu)

***Session 3: Emerging Data Strategies for Supporting Shared Decision-  
making Between Providers and Patients***

**Charles DeShazer, MD**

Physician Executive, Healthcare Innovator, and  
Former Chief Quality Officer, The Cigna Group



# Data Innovations to Promote Shared Decision-making Between Providers and Patients

A framework for transforming provider-patient interactions through data-driven approaches that empower patients and enhance clinical decision-making.

# Dr. Charles DeShazer

## Physician-Executive | AI Strategist | Founder, Nuvanta Consulting Group

**Summary:** Board-certified internist and nationally recognized C-suite leader with experience across payers (Cigna, Highmark), providers (BayCare, Kaiser Permanente), and tech (Google Health). Now leading Nuvanta Consulting Group, focused on AI-driven healthcare transformation.

### Key Highlights:

- Led quality, equity, and AI integration at Cigna as Chief Quality Officer
- Directed global clinical product strategy at Google Health
- Drove enterprise transformation, value-based care and utilization reform at Highmark
- Co-founded Nuvanta to accelerate innovation and impact in healthcare
- 12+ years clinical practice anchoring tech in care delivery

# Why Shared Decision-Making Needs Reinvention

## Complexity Challenge

Modern healthcare decisions require sophisticated integration of clinical evidence, personal values, and social context, demanding high-trust, high-tech approaches

## Data Fragmentation

Providers rarely have access to real-time, holistic patient data during critical care moments, leading to incomplete decision-making

## Traditional Patient Role

The traditional healthcare model positions patients as passive recipients rather than active participants in their care journey

## Evidence-Based Medicine Limitations

Cookie-cutter care pathways often fail to incorporate individual values, cultural context, and social determinants of health



# Principles of Technology That Supports Shared Decision-Making (SDM)



## Patient-Centeredness

Aligns with individual goals, values, and preferences—puts the patient at the center.



## Accessibility & Inclusivity

Designed for all literacy levels, languages, and cultural backgrounds.



## Personalization via Data

Uses individual health data to tailor decisions and predict outcomes.



## Timeliness

Delivers support exactly when needed—at the point of care or between visits.



## Workflow Integration

Embedded into clinical processes without disrupting care delivery.



## Transparency & Explainability

Makes recommendations clear and understandable to patients and providers.



## Clinician-Augmentation

Supports—not replaces—provider judgment and the therapeutic relationship.



## Interactivity & Dialogue

Encourages ongoing two-way communication before, during, and after visits.



## Ethical & Bias-Aware

Proactively designed to reduce disparities and address algorithmic bias.



## Continuous Learning

Adapts with new evidence, feedback, and real-world outcomes.

# Emerging Best Practices

## Human + Tech Partnerships



- ▾ **Collaborative Care Planning**

Structured digital templates used during visits to co-create care plans, ensuring alignment between clinical recommendations and patient priorities

- ▾ **Value Visualization**

Interactive tools that make treatment tradeoffs visible (time commitment, out-of-pocket costs, side effect profiles) to facilitate informed choices

- ▾ **Conversational Intelligence**

Training clinicians using AI-analyzed real patient dialogues to enhance empathetic communication and shared understanding

- ▾ **Predictive Intervention**

Using predictive analytics to identify decision points before clinical deterioration, creating opportunities for proactive shared decision-making

# Emerging Best Practices: Case Studies in SDM Technology

Innovations leveraging AI and data are creating new opportunities for shared decision-making across various healthcare settings.

Tool / Organization	Use Case	How It Supports SDM
<b>Penda Health AI Consult</b>	LLM copilot detects errors during primary care visits	Improves diagnostic accuracy; reinforces guideline-aligned options, saving time for deeper patient dialogue.
<b>Cedars-Sinai K Health AI</b>	Chatbot-driven intake & recommendations in Connect clinics	Frees clinician time from administrative tasks for more value-based discussions with patients.
<b>NHS England C the Signs</b>	AI flags hidden cancer risks in primary care	Prompts earlier, proactive conversations between providers and patients, boosting early detection rates.
<b>CarePre (China)</b>	AI shows “what-if” outcomes for chronic care plans	Makes complex treatment trade-offs visually clear to patients via interactive simulations and scenarios.
<b>Aifred Health</b>	AI for antidepressant selection	Facilitates personalized, shared medication decisions in mental health by providing data-driven insights.

These examples highlight the diverse applications of technology in empowering both providers and patients in the shared decision-making process.



# Empowering Shared Decisions

By embracing **data innovations** and **patient-centered technology**, we can redefine shared decision-making, fostering a healthcare ecosystem where providers and patients collaborate for optimal outcomes.

The screenshot displays a user interface for the 'Digghoroutiend health platform'. At the top, there is a navigation bar with 'Home', 'Patients', 'Providers', and 'Analytics' links, and two 'Log Out' buttons. The main header includes the platform name and a subtitle. The dashboard is divided into several sections: three line charts for 'Patient Vitals', 'Appointment scheduling', and 'Medication Adherence', each with a 'View Full Report' button; and three summary cards for 'Aortic stenosis', 'Aortic regurgitation', and 'Aortic stenosis', each showing a large numerical value and a 'View Full Report' button. The footer contains legal links and a 'Sign In' button.

Let's continue to build a future where every health decision is a truly shared one, informed by the best available data and personalized to each individual's needs and values.

***Session 3: Emerging Data Strategies for Supporting Shared Decision-  
making Between Providers and Patients***

**Thomas H. Lee, MD, MSc**

Chief Medical Officer,  
Press Ganey Associates, Inc.



**PressGaney**

# Measuring Improvement in Patient Engagement and Outcomes

a **PG Forsta** company



# Thomas H. Lee, MD, MSc

Chief Medical Officer, Press Ganey

Editor-in-Chief, NEJM Catalyst

Physician, Brigham and Women's Hospital

Faculty, Harvard Medical School and Harvard T.H. Chan School of Public Health

# Key Findings From 10.5 Million Surveys During 2024



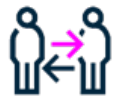
Experience scores are stable or trending upward.



Teamwork is a top driver of the inpatient experience.



Perceptions of safety are powerful predictors of LTR.



When care is equitable, experience improves.



Segmentation is essential for improvement

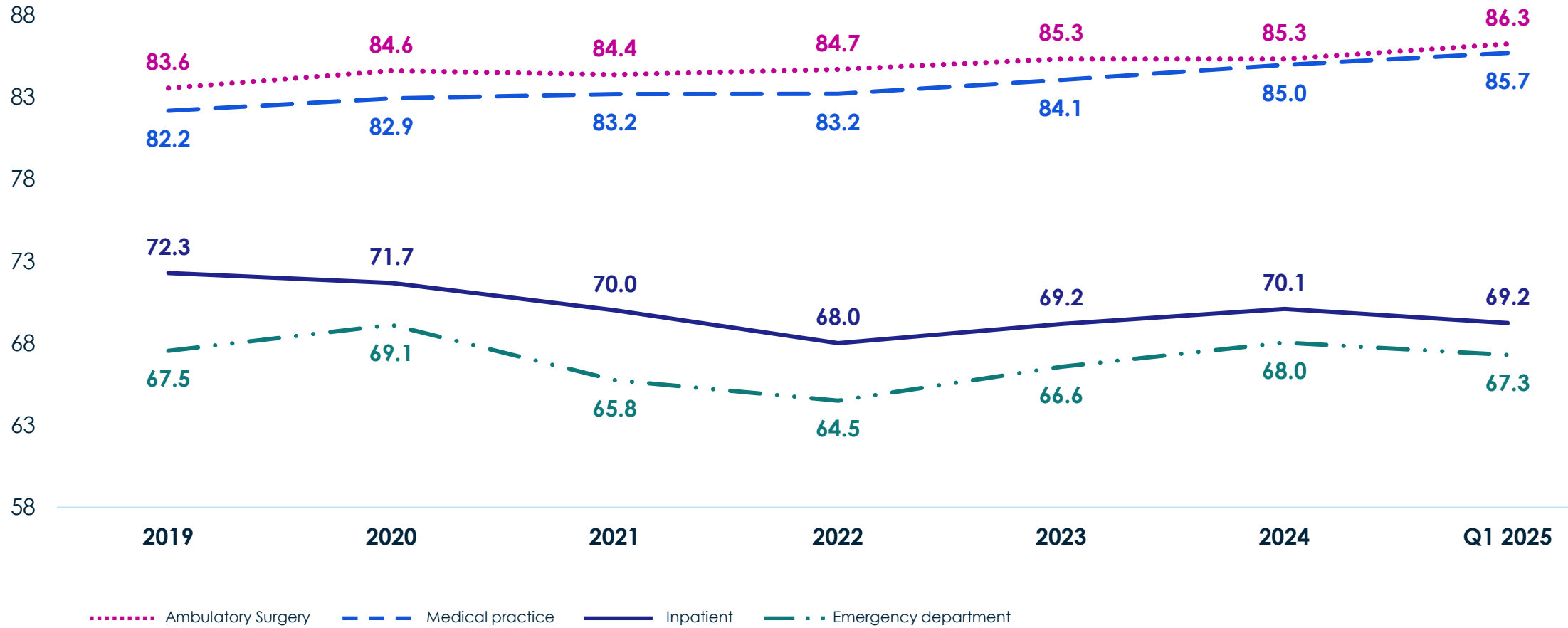


Building social capital with patients improves outcomes and efficiency

# The big picture:

National patient experience measures continue to improve

National trends in patient experience: "Likelihood to Recommend"



# What earns patients' trust?

In 2023, **one factor emerged as the strongest correlate of trust\*** in every setting in PG data

U.S. analysis of key drivers of Likelihood to Recommend by setting

## Emergency

- **Staff worked together\***
- Cared about you as a person
- Attention to your needs
- Treat with courtesy/respect

## Inpatient

- **Staff worked together\***
- Response to concerns
- Attention to your needs

## Med Practice

- **Staff worked together\***
- Concern for questions/worries
- Explanation of condition/problem
- Include in decisions

## Clinic

- **Staff worked together\***
- Treat with respect/dignity
- Response to concerns
- Trust skill of staff

## Amb. Surgery

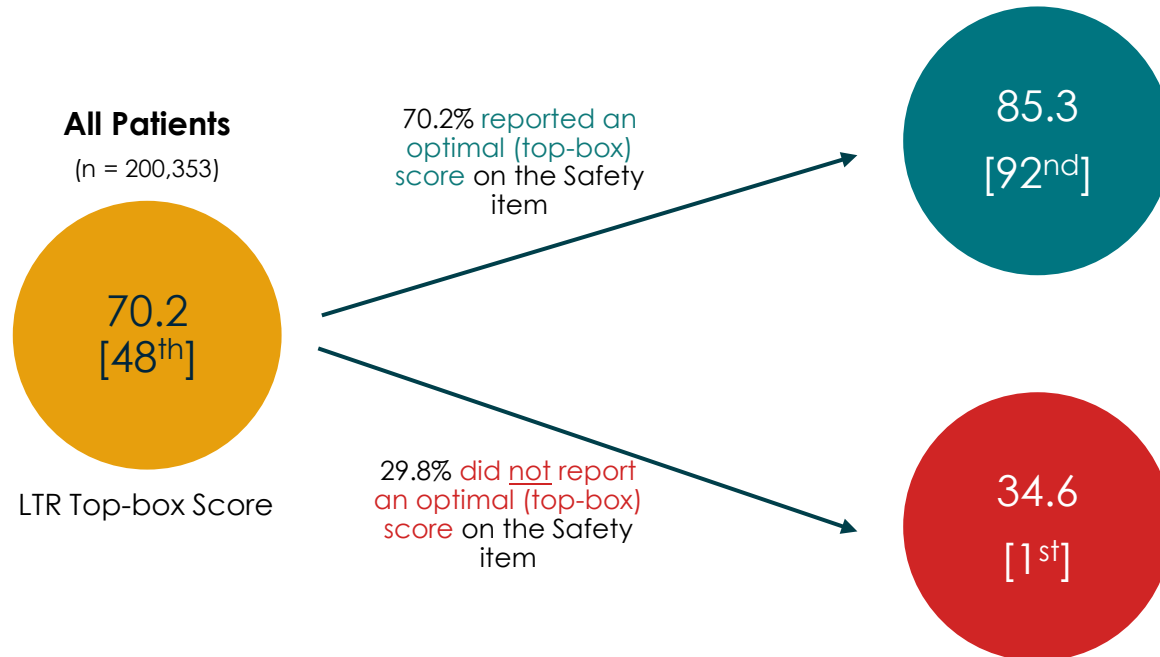
- **Staff worked together\***
- Response to concerns
- Nurses' concern for comfort
- Provider response to concerns/questions

## Urgent Care

- **Staff worked together\***
- Provider listened
- Explanation of condition/problem
- Include in decisions

# Safety is a patient experience imperative

Among inpatients who report feeling “very safe” (70.2%), LTR top-box scores are 85.3. But when that sense of safety falters, LTR plummets to 34.6—a score below the 1st percentile.



Among inpatients who feel “very safe” (70.2%), top-box LTR scores reach **85.3**.

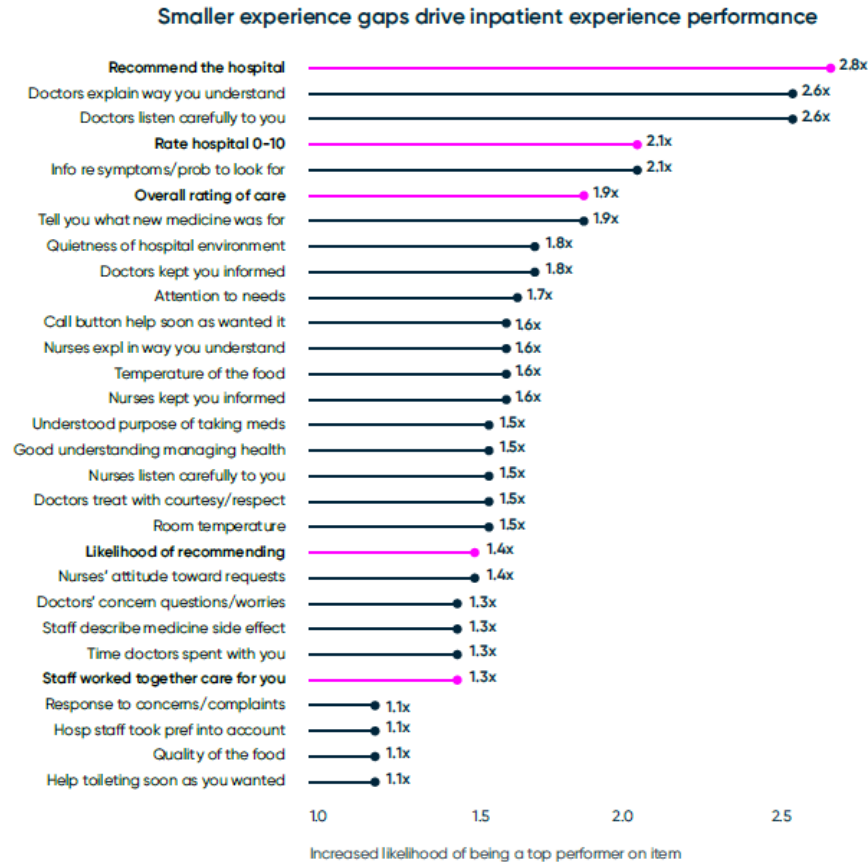
When that feeling is absent, LTR drops below the **1st percentile** to **34.6**.

Quartile ● 1 ● 2 ● 3 ● 4



# Equity and Excellence Are Intertwined

Organizations that integrate equity and patient experience strategies achieve higher consistency across all facets of the patient experience, as well as strong loyalty among all patients.



Hospitals with the **smallest gaps in PX scores** across racial and ethnic groups are **2.8x** more likely to rank in the top quartile for LTR.

# Segmentation is Critical

## Example: HCAHPS by Age Cohort All Measures

### Largest Challenges Seen in Discharge Prep, Information and Responsiveness

			All Patients	18 - 34 Yrs'	'35 - 49 Yrs'	'50 - 64 Yrs'	'65 - 79 Yrs'	'80 + Yrs'	
<b>GLOBAL</b>	<b>Rate</b>	*Rate hospital 0-10	71.12	-2.08	-5.38	-1.74	1.44	-0.88	■ ■ ■ ■ ■
	<b>Recommend</b>	*Recommend the hospital	70.22	3.03	-1.05	-0.57	0.5	-2.14	■ ■ ■ ■ ■
<b>CLINICAL</b>	<b>Discharge Prep</b>	*Staff talk about help when you left	85.13	-2.11	-2.97	-0.36	1.12	-0.69	■ ■ ■ ■ ■
		*Info re symptoms/prob to look for	88.49	5.69	3.32	2.1	0.13	-5.88	■ ■ ■ ■ ■
		*Understood purpose of taking meds	59.9	10.41	7.62	3.76	-0.45	-8.9	■ ■ ■ ■ ■
		*Good understanding managing health	53.07	12.53	7.81	3.63	-0.67	-9.46	■ ■ ■ ■ ■
<b>CARING BEHAVIORS</b>	<b>Courtesy</b>	*Nurses treat with courtesy/respect	86.2	0.66	-2.67	-1.36	0.84	-1.33	■ ■ ■ ■ ■
		*Doctors treat with courtesy/respect	86	0.96	-1.65	-0.63	0.46	-1.54	■ ■ ■ ■ ■
	<b>Inform</b>	*Nurses expl in way you understand	75.86	5.17	1.9	1.89	0.67	-6.32	■ ■ ■ ■ ■
		*Doctors expl in way you understand	75.73	6.93	3.11	1.93	0.47	-7.26	■ ■ ■ ■ ■
		*Tell you what new medicine was for	75.16	7.75	3.47	3.37	0.16	-8.3	■ ■ ■ ■ ■
		*Staff describe medicine side effect	48.16	10.23	6.01	4.15	-1.21	-8.7	■ ■ ■ ■ ■
	<b>Personalize</b>	*Nurses listen carefully to you	77.52	2.97	-1.21	0.06	0.85	-3.93	■ ■ ■ ■ ■
		*Doctors listen carefully to you	78.73	4.57	0.29	0.59	0.31	-4.45	■ ■ ■ ■ ■
	<b>Responsiveness</b>	*Call button help soon as wanted it	63.11	9.97	3.34	1.05	-0.54	-7.85	■ ■ ■ ■ ■
		*Help toileting soon as you wanted	65.48	11.93	4.52	0.71	-0.87	-5.6	■ ■ ■ ■ ■
<b>Choice</b>	*Hosp staff took pref into account	48.48	10.19	5.98	1.96	-0.9	-6.29	■ ■ ■ ■ ■	
<b>OPERATIONAL</b>	<b>Clean</b>	*Cleanliness of hospital environment	73.54	1.04	-0.36	-0.4	-0.16	-2.05	■ ■ ■ ■ ■
	<b>Quiet</b>	*Quietness of hospital environment	60.09	12.36	4.05	-0.67	-2.2	-4.36	■ ■ ■ ■ ■

# The Currencies of Social Capital at Work

Respect. Trust. Teamwork. High Reliability.

Patients giving top-box responses for **doctors** showing courtesy and respect

Were **24% less likely** to have an ED visit 30 days post discharge

Had **12% lower chance** of being readmitted

Had **significantly shorter** length of stay (-.41 days).

Patients giving top-box responses for **nurses** showing courtesy and respect

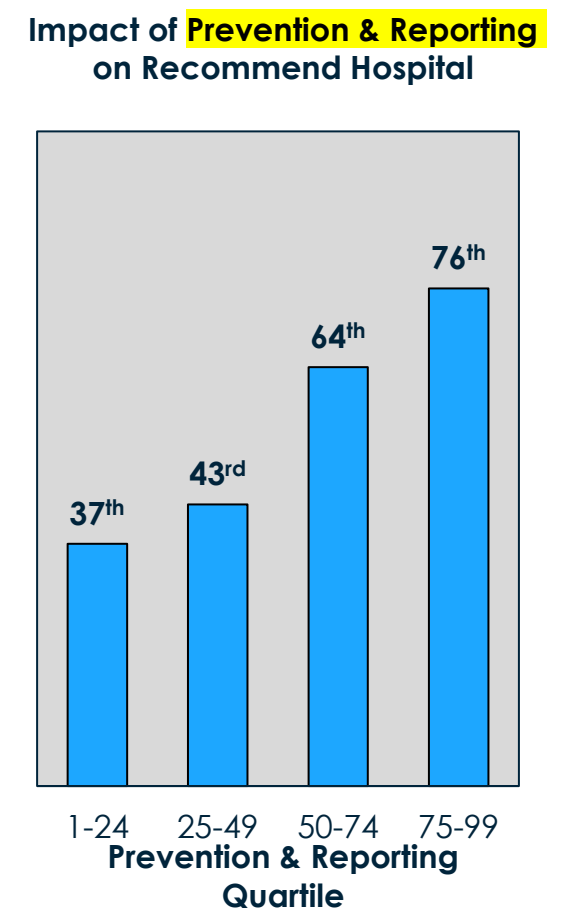
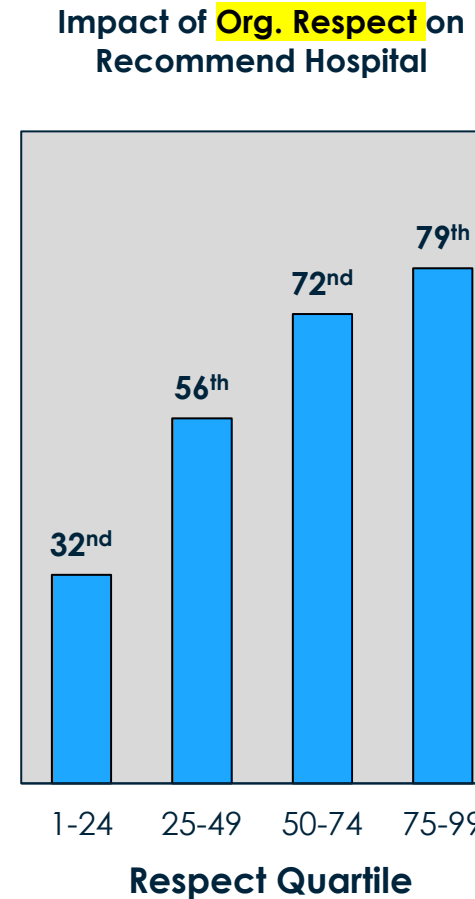
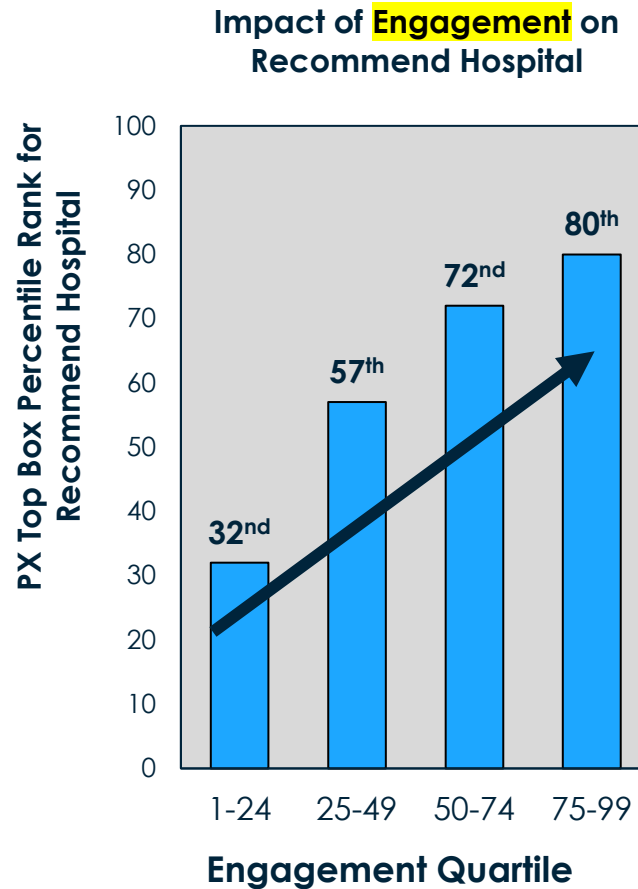
Were **15% less likely** to have an ED visit 30 days post discharge

Had **16% lower chance** of being readmitted

Had **significantly shorter** length of stay (-.43 days)

# Good Things for Patients Go With Good Things for Provider Employees

Top engagement performers are **3x more likely** to be top performers for patient experience



# Key Findings From 10.5 Million Surveys During 2024



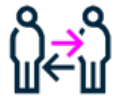
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