Paradigm Shift: Partnering With Health Systems to Improve Client Outcomes and Increase Resources
Session Topics

• The Social Determinants of Health
• Why CAPs should care about the SDOH
• Why health organizations are interested in partnering with social service providers
• Health system players and potential partners
• Payment mechanisms that are being explored by health systems for social services
• How to position your CAP
• Why the CAP network should take a leadership role
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Setting the Stage

The shifting paradigm: Healthcare’s interest in human service outcomes
The US saw limited gains in average life expectancy at birth over the past 60 years.

In the same time period Japan, Singapore, Costa Rica and Chile experienced tremendous gains, so much so that all of them surpassed the US by 2000.

Author: GRAPH Team    Published: December 11th, 2013

Tagged: life expectancy, high-income countries, oecd

Non-communicable diseases mortality rate in selected countries, 2015
Total health expenditures as percent of GDP, 1970 - 2017

Excludes spending on structures, equipment, and noncommercial medical research. Data unavailable for: the Netherlands in 1970 and 1971; Australia in 1970; Germany in 1991; and France from 1971 through 1974, 1976 through 1979; 1981 through 1984, and 1986 through 1989. These countries are not included in averages calculated for those years use interpolation from nearest year. US values are obtained from CMS National Health Expenditure data.


* Get the data • PNG
Social determinants of health are conditions in the environments in which people are born, live, learn, work, play, and age that affect a wide range of health, functioning, and quality-of-life outcomes and risks.
IMPACT OF SOCIAL DETERMINANTS OF HEALTH

Social determinants of health have tremendous affect on an individual’s health regardless of age, race, or ethnicity.

- **Socioeconomic Factors**
  - Education
  - Job Status
  - Family/Social Support
  - Income
  - Community Safety

- **Physical Environment**

- **Health Behaviors**
  - Tobacco Use
  - Diet & Exercise
  - Alcohol Use
  - Sexual Activity

- **Health Care**
  - Access to Care
  - Quality of Care

**SDOH Impact**

- 20 percent of a person’s health and well-being is related to access to care and quality of services.
- The physical environment, social determinants and behavioral factors drive 80 percent of health outcomes.

Source: Institute for Clinical Systems Improvement; Going Beyond Clinical Walls: Solving Complex Problems, 2014 Graphic designed by ProMedica.

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Practical Application: Assessment, Intervention, Feedback

1. Patient’s Social Conditions are Assessed
2. Risk Factors Are Diagnosed and Coded
3. Appropriate Referral Made to Community Resource
4. Intervention
5. Feedback Charted in Electronic Medical Record for Follow Up
1. Improve CAP Client Outcomes
   • Complex problems
   • Address human service and health barriers
   • Whole client

Why should we care about the SDOH?
Why should we care about the SDOH?

2. Opportunity for investment from health system in social services
Health System Players

Payers

Medicaid

PRIVATE MEDICAL INSURANCE

Medicare

Accountable Care Organizations
Health System Players

Providers

Healthcare Networks
Health System Players
Other Players

Accountable Care Organizations
Health System Investment in Social Services

- Very early stages
- Large payers are primary drivers
- No consensus on approach for funding social services (or even whether it is needed)
- Some early examples
Health System Investment in Social Services

Risks

- Building duplicate systems
- Assumption there are adequate social service resources
Positioning Your CAP

- Understand the need: local SDOH barriers
- Assess your strengths
- Build capacity
- Develop relationships
Positioning Your CAP

Understand the need: local SDOH barriers

- Data from payers and providers
- Needs assessments
- CDC: Sources for Data on Social Determinants of Health (e.g., Social Vulnerability Index)
Positioning Your CAP

Data Source: Robert Wood Johnson County Health Rankings

countyhealthrankings.org/
Positioning Your CAP

Data Source: US News & World Report

usnews.com/news/healthiest-communities
Positioning Your CAP

Assess your strengths

- Programmatic: common SDOH barriers include housing, food security, transportation
- Organizational capacity
Positioning Your CAP

Organizational capacity

- Strong outcomes measurement systems
- Coding social service interventions
- ‘Bundling’ of social services
- Strong reporting and data sharing systems
- Effective billing systems
- Understanding the expectations, drivers and culture of the health system
Positioning Your CAP

- Understand the need: local SDOH barriers
- Build capacity
- Develop relationships
Solo Work

• Consider the factors we just discussed. Which are areas of strength for your organization? Areas of weakness?

• 5 minutes
It is critically important to assert leadership at the local, state and national levels to shape this issue and position ourselves as the go-to social service providers to address the SDOH.
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CAP Leadership

Thank you
Your feedback is important to the Partnership.

We invite you to complete a brief evaluation of this session so we can continue to provide timely content.

*Please complete the evaluation on paper or in the Event App.*