

END STAGE SEAMLESS CARE ORGANIZATION (ESCO)

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Agenda

- CEC AND ESCO OVERVIEW
- VALUE BASED DELIVERY OF CARE MODEL
- CMS ESCO WAIVERS
- ESCO QUALITY INDICATORS
- PRELIMINARY OUTCOMES AND REPORTING

Understanding the Comprehensive ESRD Care Model (CEC)

- The CEC model began September 1, 2015 and will run through December 31, 2020. In 2016, solicitation was performed to add more ESCO's that started in PY2 of the model for January 1, 2017.



Framing the Challenge

- In 2015 ESRD beneficiaries comprised less than 1% of the Medicare population, however these beneficiaries accounted for an estimated 7.1% of total Medicare fee-for-service spending. This spend totals over \$33.9 billion. This population has complex health needs and beneficiaries often require visits to multiple providers and follow multiple care plans, all of which can be challenging for beneficiaries if care is not coordinated. **The CEC Model seeks to create incentives to enhance care coordination and to create a person-centered, coordinated, care experience, and to ultimately improve health outcomes for this population.**

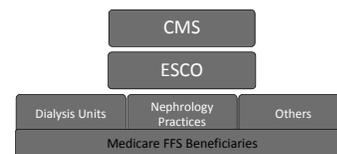
CEC Value Based Delivery of Care Model

- Dialysis clinics, nephrologists and other providers join together to coordinate care for their matched beneficiaries.
- ESCO's are accountable for the clinical quality outcomes and financial outcomes measured by Medicare Part A and B spending.
- This model encourages "dialysis providers to think beyond their traditional roles in care delivery and supports them as they provide patient-centered care that will address beneficiaries needs".

Center for Medicare & Medicaid Services (n.d)

Understanding ESCOs

- End Stage Renal Disease Seamless Care Organization or **ESCO**
- Partnerships between nephrologists and dialysis providers
- Accountable for all facets of their matched beneficiaries' care
- Share savings with CMS if matched beneficiaries' expenditures decrease and quality is maintained or improved
- Share losses if beneficiaries' expenditures increase



ESCO Patient Eligibility

- Enrolled in Medicare Parts A and B
- Medicare is primary payer
- Not be enrolled in a Medicare Advantage plan, cost plan, or other non-Medicare Advantage Medicare managed care plan
- Not be affiliated with an existing shared savings program
- At least 18 years of age & reside in the US
- Not received a kidney transplant in the last 12 months
- Matching through "first touch"
- Receive at least 50% of annual dialysis services in the ESCO's market area

Evolution of the Healthcare System

Insurers are changing how providers get paid

- See more patients
- Provide more services



Managing costs while providing better health outcomes

Fee-for-service Value Based Care



Complex health needs lead to fragmented care which negatively impacts the patient's quality of life and increases the risk of hospitalizations



On average, ESRD patients are admitted to the hospital nearly twice a year. About 30% of those are readmitted within the 30 days following discharge.



Hospitalization represents a significant societal and financial burden, accounting for approximately 40% of total Medicare expenditures for dialysis patients.



ESRD patients comprise 1% of the Medicare population but their cost of care is 7x that of an average Medicare recipient

What is Driving the Shift to Value Based Care for ESRD?

Waivers

- Distribution of Shared Savings
- Patient Engagement Incentives
- ESCO Health Information Technology (participants)
- Performance Based Payments (participants)
- Care Coordination Arrangements
- Remuneration Furnished by the Company to the ESCO.

ESCO Quality Measure Set

Exhibit 1: ESC Quality Measure Set

Measure Title	NQF #	Measure Standard	National Quality Strategy Priority	P3 Pay For Performance Status?
Diabetes Care (HbA1c - Clinical and Patient Reported)				
Diabetes Care - Eye Exam	0053	NQSA	Effective Clinical Care	✓
Diabetes Care - Foot Exam	0055	NQSA	Effective Clinical Care	✓
Diabetes Care - Plan	0054	NQSA	Person- and Caregiver-Centered Experience and Outcomes	✓
Medication Reconciliation - Post-Discharge	0054*	NQSA	Communication and Care Coordination	✓
Influenza Immunization for the ESRD Population	0026	NQSA	Population Health	✓
Pneumococcal Vaccinations - Special	0026	NQSA	Population Health	✓
Screening for Clinical Depression and Follow-Up Plan	0045	EMES	Population Health	✓
Tolerance Use - Screening and Depression Intervention	0026	EMES/ Foundation	Population Health	✓
Falls - Screening, Risk Assessment, and Plan of Care to Prevent Future Falls	0026	NQSA	Patient Safety	✓
Other Clinical Measures				
Stroke Discharge Quality of Life (SODOL)	N/A	EMES/NQSA	Person- and Caregiver-Centered Experience and Outcomes	N/A
Other Patient/Provider Experience Measures				
ICD-CAM5: Health/Quality of Life - Communication and Care	0038	EMES	Person- and Caregiver-Centered Experience and Outcomes	✓
ICD-CAM5: Quality of Life - Patient Care and Organization	0038	EMES	Person- and Caregiver-Centered Experience and Outcomes	✓
ICD-CAM5: Provider Information to Patients	0038	EMES	Person- and Caregiver-Centered Experience and Outcomes	✓
ICD-CAM5: Rating of Patient Doctor	0038	EMES	Person- and Caregiver-Centered Experience and Outcomes	✓

Model Performance Year 1 Results

ESCO Name	Measures												Total ESCO		
	Diabetes Care (HbA1c)	Diabetes Care (Foot Exam)	Diabetes Care (Plan)	Medication Reconciliation (Post-Discharge)	Influenza Immunization	Pneumococcal Vaccinations (Special)	Screening for Clinical Depression	Tolerance Use	Falls	Stroke Discharge Quality of Life	Health/Quality of Life (Communication and Care)	Quality of Life (Patient Care and Organization)		Provider Information to Patients	Rating of Patient Doctor
ESCO1	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%
ESCO2	90%	90%	90%	90%	90%	90%	90%	90%	90%	90%	90%	90%	90%	90%	90%
ESCO3	85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	85%
ESCO4	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%
ESCO5	75%	75%	75%	75%	75%	75%	75%	75%	75%	75%	75%	75%	75%	75%	75%
ESCO6	70%	70%	70%	70%	70%	70%	70%	70%	70%	70%	70%	70%	70%	70%	70%
ESCO7	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%
ESCO8	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%
ESCO9	55%	55%	55%	55%	55%	55%	55%	55%	55%	55%	55%	55%	55%	55%	55%
ESCO10	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%
ESCO11	45%	45%	45%	45%	45%	45%	45%	45%	45%	45%	45%	45%	45%	45%	45%
ESCO12	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%
ESCO13	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%
ESCO14	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%
ESCO15	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%
ESCO16	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
ESCO17	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%
ESCO18	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
ESCO19	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
ESCO20	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Total ESCO	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%

References List

- Centers for Medicare & Medicaid Services (n.d.) Comprehensive ESRD care model. <https://www.cms.gov>

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