Power Up Your Cardiovascular Care Management Strategy

Since 97% of the highest-cost Medicare patients have at least one cardiovascular condition, the benefits of an effective cardiovascular care management strategy extend beyond the service line to the entire institution. CV leaders need to develop a cohesive approach that is data driven, resource efficient, patient centered, multidisciplinary, and longitudinal to improve quality and reduce costs—and we’ve mapped out care management strategies to help you meet these goals.

Characteristics of a Powerful Cardiovascular Care Management Strategy

**Data Driven**
- Compiles patient data from a variety of sources and makes it accessible to all providers
- Incorporates evidence-based risk algorithms
- Tracks patients longitudinally and monitors outcomes

**Resource Efficient**
- Integrates with network and community services
- Eliminates duplication and gaps in care
- Targets resources to patients most likely to benefit

**Patient Centered**
- Tailors resource allocation and interventions to individual patient needs
- Engages patients and families in long-term care management

**Multidisciplinary**
- Makes cross-service line collaboration a standard of care
- Holistically manages comorbidities, including non-clinical needs like psychosocial barriers

**Longitudinal**
- Tracks high-risk patients’ progress across the continuum, beyond 30 days
- Supports transition to PCP for ongoing care
- Provides intensive post-discharge care

The Characteristics in Practice—and in Outcomes

**DATA DRIVEN**
Tailored Risk-Based Care Management Plans
Bon Secours Saint Mary’s Hospital stratifies patients at admission to its progressive telemetry unit and tailors individual inpatient and outpatient care management plans according to risk level.

**PREVENTING READMISSIONS WITH RISK IDENTIFICATION**
- Readmission rate of 400 patients stratified in first three months of pilot
- Percentage of readmitted patients correctly identified as high-risk by algorithm

**RESOURCE EFFICIENT**
CV Care Management Resource Audit
Remy Health audited CV care management initiatives across its network to identify duplication, gaps, and inefficiencies. The system used the findings to reallocate resources and streamline initiatives.

**OPTIMIZING RESOURCE ALLOCATION AND COORDINATION**
- Reduced duplication in staffing and initiatives
- Enhanced coordination across the care continuum
- Best practice sharing elevated quality across the network

**PATIENT CENTERED**
Personalized Interventions for Improving Patient Activation
VA San Diego developed a protocol to identify heart failure patients’ baseline activation levels and customized ongoing interventions to improve engagement and self-management.

**INCREASING PATIENT ENGAGEMENT**
- Patient activation score increased 27% in patients receiving patient-centered care plans
- Patient activation score increased only 4% among patients receiving standard care

**MULTIDISCIPLINARY**
Cardio-Oncology Physician Advisory Group
Aurora St. Luke’s Medical Center developed a forum for cross-service line collaboration between CV and oncology specialists, enabling earlier detection of comorbidities and better co-management.

**IMPROVING CO-MANAGEMENT AND PATIENT CAPTURE**
- Early detection of comorbidities
- Patient satisfaction
- Enhanced reputation as a cardio-oncology leader
- Financial benefits in both FFS and total cost management

**LONGITUDINAL**
High-Risk Ambulatory Care Transition Team
Palmetto Health developed a dedicated team to provide clinical and psychosocial support for high-risk patients during the transition from acute to ambulatory care.

**DECREASING OVERALL INPATIENT UTILIZATION**
- 906 days before ACTT Participation
- 130 days after ACTT Participation
- Overall Inpatient Days n=129 patients

**LOW 30-DAY READMISSION RATE**
- 7.8% decrease in six-month readmission rate for patients receiving intervention
- Fewer hospitalizations

In a survey of cardiovascular leaders:
- 96% said care management is very important for improving quality and reducing costs...
- However, only 34% gave their institutions a high performance rating...