• Center for Medicare and Medicaid Innovation

Challenge Grant

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Why do we need innovation

• 30% waste in system
• Reducing healthcare waste would fund the entire stimulus package – EVERY YEAR
• Overuse, misuse and underuse are harmful to patients
• We need the right care, in the right place, at the right time
  • A vision, not yet a reality in SF
Challenge

- **November 14th** announcement:
  - $1 BILLION will be distributed
  - Each grant worth $1 – 30 million

- **December 19th**: letter of intent due

- **January 27th**: grant application due

- **March 30th**: announcements
Grant Requirements

- **Must deliver on triple-aim:** improved outcomes, improved patient experience, and lowered cost

- **Must develop new workforce,** and retrain existing workforce

- **Must show outcomes within** 6 months of award

- **Must be sustainable** when grant is over
Grant-planning process

• 40 people from over 12 organizations
  • Clinics and hospitals
  • Public health and City departments
  • University training programs
  • Vocational training and workforce
  • Behavioral health

• **Vision: Share the Care Teams**
  • population-focused,
  • patient-centered,
  • team-based model of primary care.
  • Ensure patients receive *the right care at the right time in the right place* delivered by teams they can trust.
Letters of Support

• Mayor Ed Lee
• SF Health Commission
• SEIU & OSHPD
• Assembly Member Monning
  • Chair, Assembly Committee on Health
• Senator Hernandez
  • Chair, Senate Committee on Health
• Susan Desmond-Hellman, Chancellor UCSF
Share the Care Teams key components

- Stratify SF’s low income population based on health needs
- Hire and train a new workforce of primary care teams
- Match the team to the population
- Create panels and hold teams accountable for improvement in the areas of quality, experience, efficiency and cost outcomes.
Cost model

- $29,686,587 requested
  - Salary support for new positions
  - Training costs
  - Program costs
  - Technical assistance
- Projected to reach 130,000 patients
- Projected three-year savings $41.6 million (above cost of grant)
- Projected ongoing savings of $30 million a year
Workforce goals

- 104 new jobs
- Train 1842 incumbent workers in new roles/new skills
- Build training infrastructure for the workforce pipeline
Training for existing workforce: 1842 people

- Medical Assistants and Health Workers
  - Health coaching and panel management
- Nurses and social workers
  - Integrated care management
- Physicians and Advanced Practice Clinicians (PAs, NPs)
  - Team based care
- IHSS Home Health Aides
  - Health coaching, improved communication with care teams
Hiring new workforce: 104 jobs

- Medical Assistants and Health Workers
  - Expanded MA:provider ratios
  - New care management teams
- Social workers
  - Community-based care managers
- Nurses
  - Clinic care management
- Transitions coaches
  - Coaching hospital-to-home
- Peer educators
Preparing future workforce

- Physicians, Nurses and Pharmacists
  - New team roles
  - New way of delivering care
- Medical Assistants and Health Workers
  - New skills, with potential career development
- In Home Support Services Aides
  - New skills, with potential career development
Role of workforce experts

- **Key workforce partners:**
  - Jewish Vocational Services
  - Office of Economic and Workforce Development

- **Key roles:**
  - Curriculum development for pipeline programs
  - Recruitment
  - Job-readiness training
Next steps

- If award granted:
  - the hard work begins!
- If award not granted:
  - Will seek alternative foundation funds
  - We may be able to do parts of the grant anyway
Questions, Comments?

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