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Contact: contact@hqp.org
Phone: 267-880-1733
Website: www.hqp.org

Health Quality Partners Receives Grant to Scale Advanced Preventive Care

Unique system of care is proven to improve outcomes at lower costs for rising and high-risk Medicare patients in long-term randomized controlled studies

DOYLESTOWN, PA – Health Quality Partners (HQP) announced today a strategic planning project to accelerate adoption and scale the Advanced Preventive Care (APC) model. The project is made possible through a \$1 million grant from the Peterson Center on Healthcare. APC is a technology-supported model that uses community-based nurses to manage chronic conditions, avoid complications, and improve the quality of life for rising and high-risk older adults on Medicare. APC has been rigorously evaluated across multiple studies and achieved significant improvements in quality outcomes and reductions in cost of care for Medicare patients with multiple chronic conditions. Through scaling APC, HQP aims to advance its mission to improve healthcare quality and experience for patients and their families, particularly among vulnerable populations.

“In our 18-year history, we have been focused on rigorously designing, testing, optimizing, and replicating APC,” said Dr. Ken Coburn, Co-founder, President & CEO, Health Quality Partners. “With the changing reimbursement landscape towards value-based care and growing population of chronically ill older adults, the market need for innovative systems of care like APC has never been greater. This project will allow us to reach even more patients and further position HQP as an innovator in healthcare delivery redesign.”

“With its randomized controlled longitudinal studies, proven outcomes, replication successes with both health plan and hospital partners, and strong leadership team, HQP is well positioned to support others interested in adopting APC,” said Eric Heil, SVP Global Growth and Opportunity, who recently joined Health Quality Partners to lead this effort. “APC is a turn-key system that can address the rapidly increasing demand for population health programs that extend medical care and social services into the home and result in proven outcomes that drive meaningful financial and clinical returns.”

According to Mark Humowiecki, who leads the National Center for Complex Health and Social Needs, an initiative of the Camden Coalition and long-time collaborator with Health Quality Partners, “as the healthcare industry further integrates payers and providers, any healthcare organization that assumes financial risk of the total cost of care for patients they serve has a growing demand for care management



services and solutions like APC, especially for rising and high- risk patients. Through our collaboration with HQP, we are excited about supporting the spread and growth of APC.”

About Advanced Preventive Care

For the past 18 years and with over \$30 million invested, HQP has created a highly effective and innovative system of care called Advanced Preventive Care (APC) for rising risk patients on Medicare. In a Centers for Medicare and Medicaid Services (CMS) 12+ year randomized controlled trial (RCT), APC was shown to reduce hospitalizations (-39%), deliver net savings (-28%; -\$397 PMPM) and lower mortality rates (by -34% at two years, and -22% at five years) among higher-risk chronically ill older adults compared to those receiving “usual care.” A recent Commonwealth Fund report on 18 models that have had the most success in managing complex, high-need populations identified HQP’s Advanced Preventive Care model as having the highest level of evidence among an elite set of programs.

Given that the 65 and older Medicare population is expected to grow from 55 million in 2015 to 79 million in 2030, the scaling of APC presents a unique opportunity to make a tremendous impact on healthcare outcomes and spending across the country.

APC combines clinical expertise, hands-on care management support, and a technology infrastructure to support provider organizations such as Doylestown Health and integrated payer-provider organizations like Martin’s Point Health Care in replicating APC to improve the overall value of care provided to their most challenging patient populations. Medicare managed care plans, integrated payer-provider organizations, and provider organizations in alternative payment programs (such as accountable care organizations or direct contracting entities) can also benefit from APC.

HQP helps adopting organizations with its proprietary turn-key implementation technology that enables: rising risk patient identification, mobile staff management and productivity, population health training, patient education, clinical data capture, care planning, dynamic reporting tools, and more. HQP’s implementation technology was designed to ensure a potential partner’s success in managing a field-based team for population health programs and replicating APC with successful financial and clinical results.

About Health Quality Partners

Founded in 2001, Health Quality Partners (HQP) is a leading non-profit service provider and research and development organization committed to designing, testing, and disseminating more effective systems of preventive care. HQP’s system of Advanced Preventive Care using community-based nurse care managers better controls chronic conditions, avoids complications, improves health, reduces suffering, and provides truly person-centered care with more than 35 best-in-class evidence-based treatments to help seniors manage complex health and social needs.

About The National Center for Complex Health and Social Needs

The National Center for Complex Health and Social Needs, launched in 2016, aims to improve wellbeing for individuals with complex medical, behavioral, and social needs. An initiative of the Camden Coalition of Healthcare Providers, it works to coalesce the emerging field of complex care by bringing together a broad range of clinicians, researchers, policymakers, and consumers who are developing, testing, and scaling new models of team-based, integrated care. The National Center and its staff collaborate with other experts across the nation to develop best practices, inform policy, and foster an engaged and accessible community to develop this work and teach it to others.



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