

Strategic Positioning

Multi-Year Goals



GREENVILLE
HEALTH SYSTEM

Total Health Organization

- Right Care, Right Time, Right Place
- Clinical competencies to perform under health reform

Health Care Value Leader

- Business systems/structures to perform under health reform
- Partnerships with payers and industry
- Cost efficient, quality focused

Clinical Integration

- Systems, structures, and processes to improve operating performance
- Network development for FFS business and population coverage
- Building and linking the healthcare continuum

Innovation in Academics

- Leverage academics to improve clinical and financial performance
- Create a clinical workforce to lead in a reformed healthcare environment

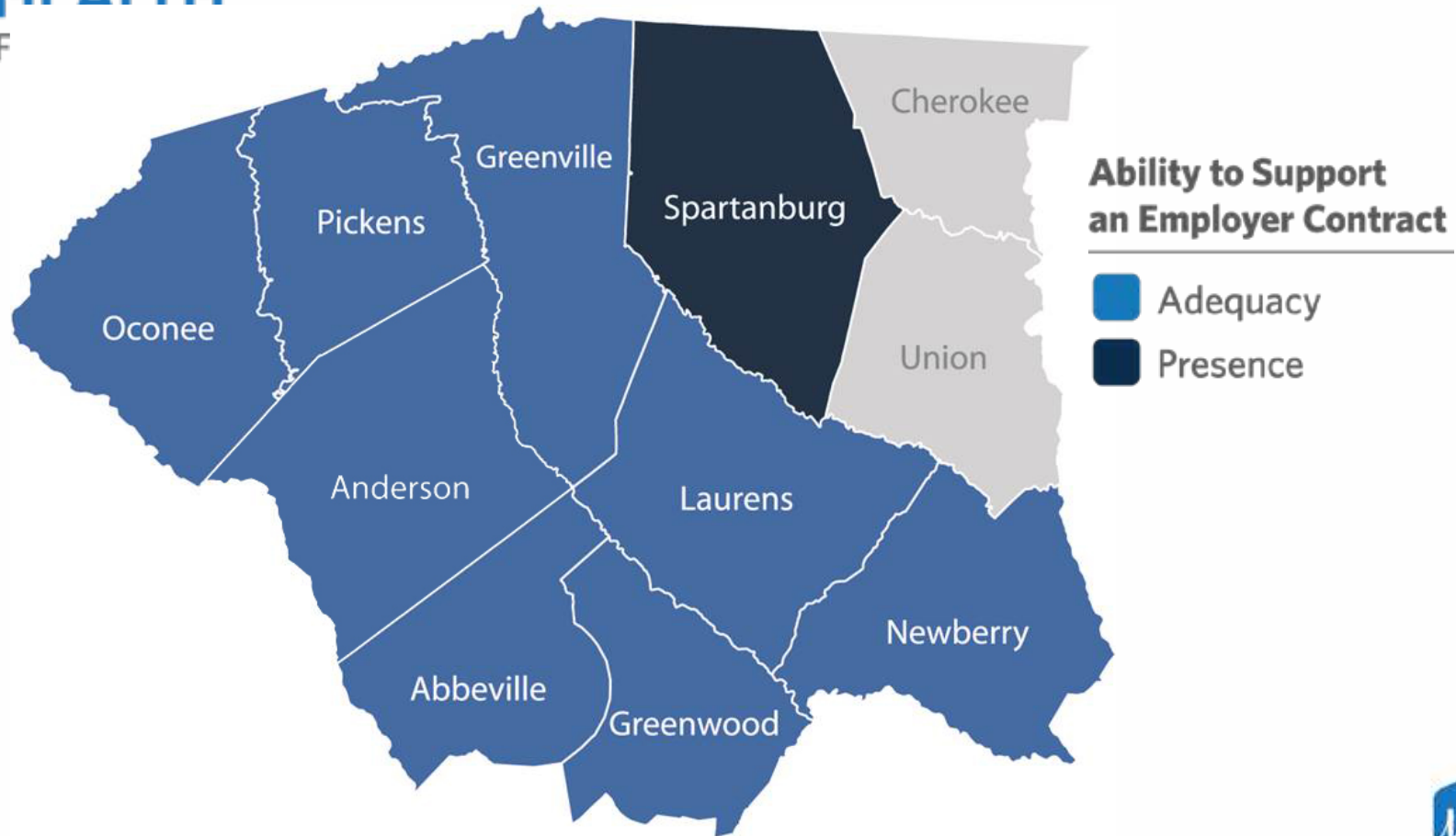
Sustainable Financial Model

- Efficiently create and allocate resources to achieve mission
- Strong performance in today's environment while positioning for health reform

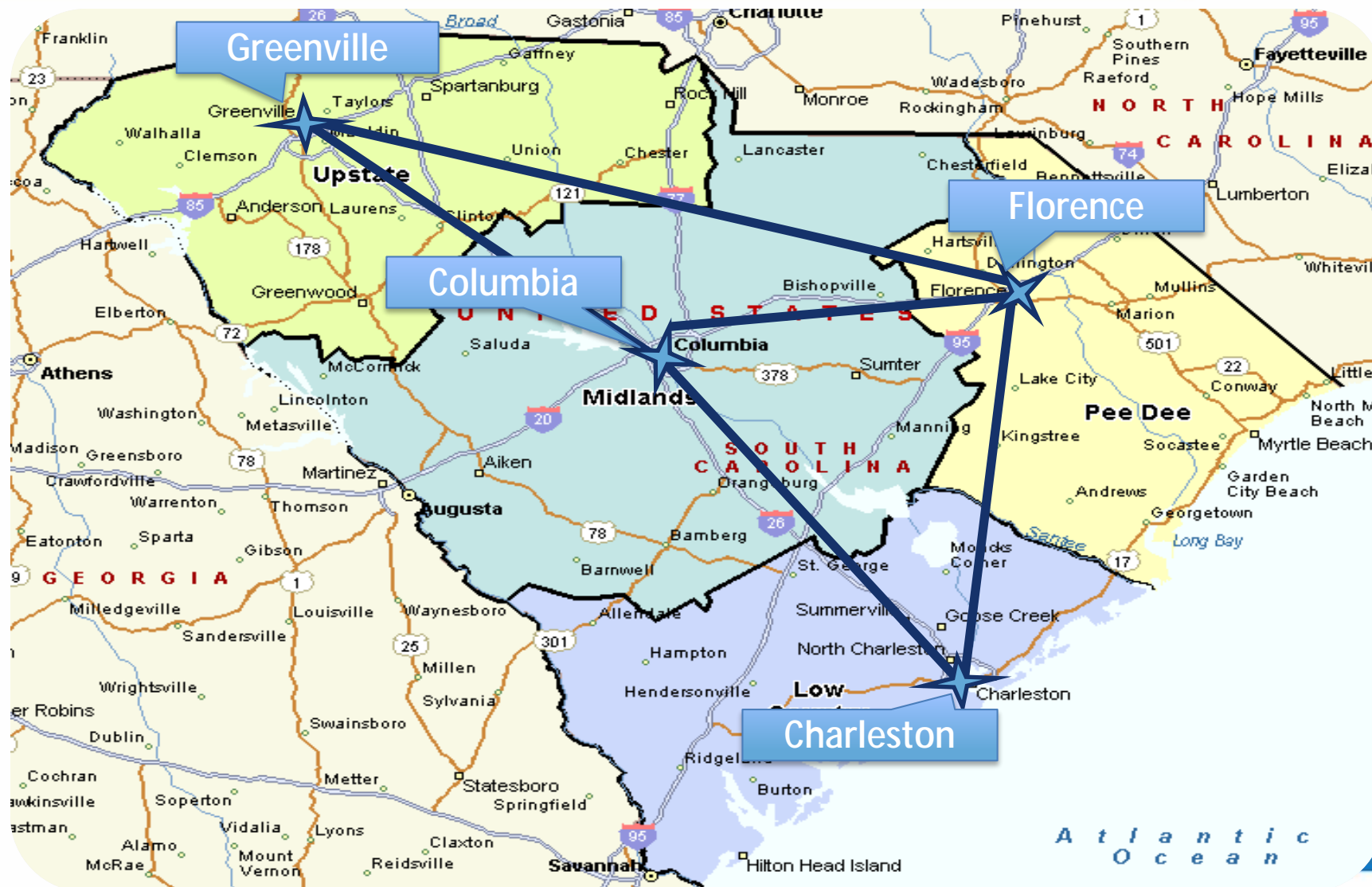
MyHealth First Network Structure

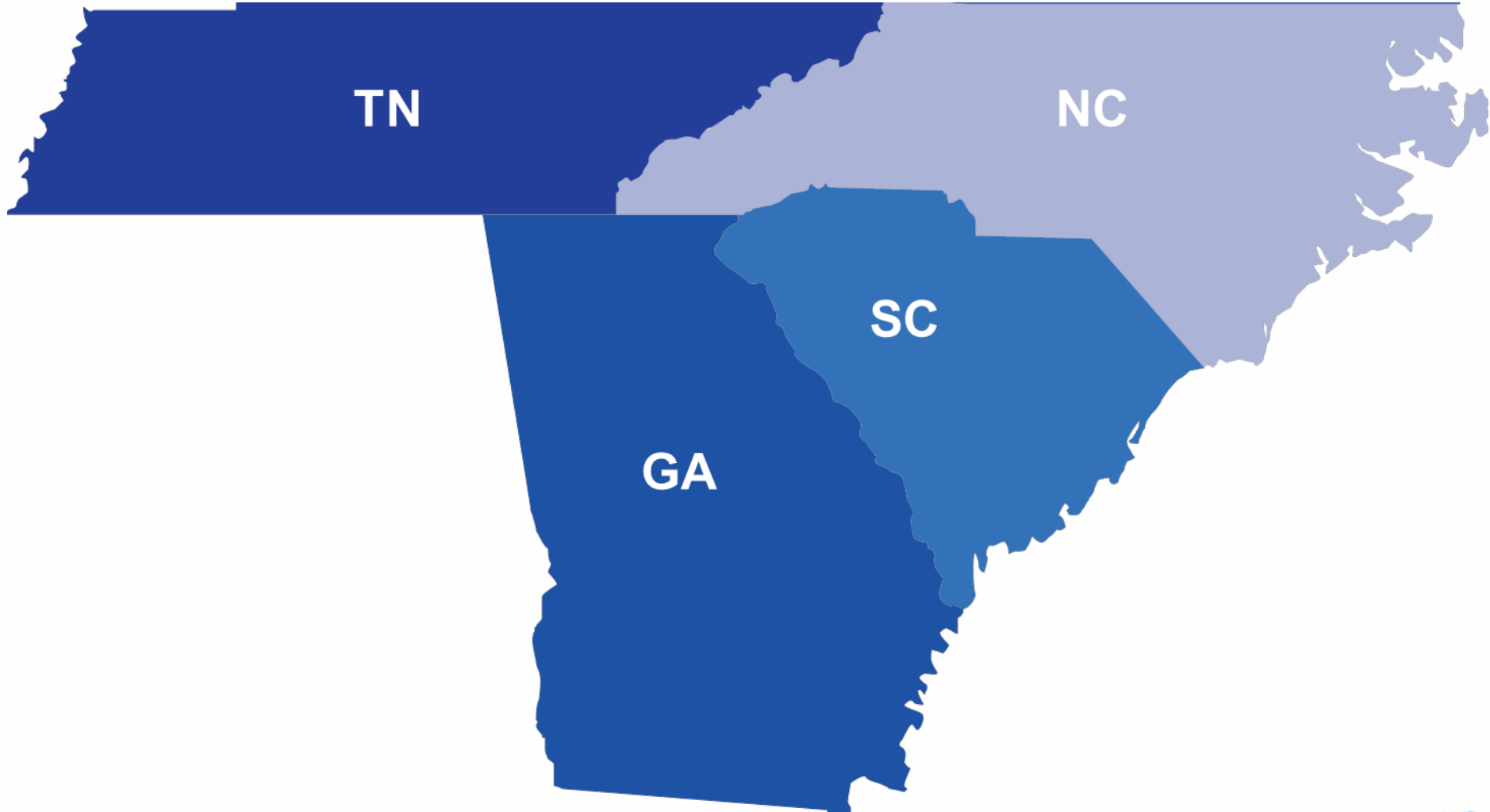


Upstate South Carolina Network



Future Vision of Statewide Network





APM Participation



GREENVILLE
HEALTH SYSTEM



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HEALTH SYSTEM



Medicare Shared Savings Program (MSSP)
Bundled Payments for Care Improvement (BPCI)
Patient-Centered Medical Home (PCMH)
Oncology Care Model
BlueChoice Medicaid
GHS Employees

2015 MSSP Financial Performance

Success in MSSP Year 1

59,996

Assigned Beneficiaries



Per Capita Expenditures

\$8,997

Per Capita Benchmark

\$9,299

Total Savings

\$17.30M



Performance Payment

\$8.47M

Over \$17 Million in total savings

Contributing factors:

- Improved management of patients with chronic conditions
- Reduced overall hospitalizations
- Reduced ED visits resulting in admission
- Increased use of APPs in primary care setting

Bundled Payments (BPCI)



Below target in quarterly results

- Below Q4 target by \$289,683, true-up for Q3 of -\$32,206
- Total amount CMS owes GHS is \$472,081

MJRLE

- 751 total episodes
- July 2015 – July 2016
- Savings to date: \$352K (Two Reconciliations)

CHF

- 376 total episodes
- October 2015 – July 2016
- Savings to date: \$22K (One Reconciliation)

COPD/ Bronchitis/Asthma

- 148 total episodes = 134
- October 2015 – July 2016
- Savings to date: \$14K (One Reconciliation)

Pneumonia

- 286 total episodes
- October 2015 – July 2016
- Savings to date: \$83K (One Reconciliation)

Growing number of recognized practices; Expected 2016 reimbursement to exceed \$1 Million

- 36 PCMH-recognized practices in UMG (75+ in MyHFN)
 - On track to reach 50 by summer 2017
- Receiving PMPM for practice recognition and quality
- Estimated 2016 PCMH Reimbursement:
 - Medicaid Managed Care Organizations - \$714,186
 - BlueCross BlueShield of SC - \$597,156
- Total 2016 PCMH reimbursement expected - \$1,311,342

BlueChoice Medicaid



GREENVILLE
HEALTH SYSTEM

\$15 Million cumulative shared savings from 2013-2015

- GHS portion - \$8.5 Million
- Contributing factors:
 - Decreased ED utilization
 - Decreased inpatient utilization
 - Decreased readmissions
 - Increased wellness/preventative visits
 - Decreased scripts per member
 - Increased percent generic utilization

Source	Year	Total Shared Savings	GHS Portion
CY2013 Restated 201501	2013	\$ 4,647,054	\$ 2,323,527
CY2014 Restated 201512	2014	\$ 5,225,126	\$ 3,135,076
CY2015 1st Settlement fnl (May 2016)	2015	\$ 5,105,837	\$ 3,063,502

GHS Employees



Improved A1C and LDL; Reduced PMPM

- Bent cost curve and improved employee outcomes through case management and population health initiatives
- 12% increase to 5% decrease in medical spend from 2012-2015

