



Health Chain
Solutions, LLC

EXECUTIVE BRIEFING 2012

Presented by:

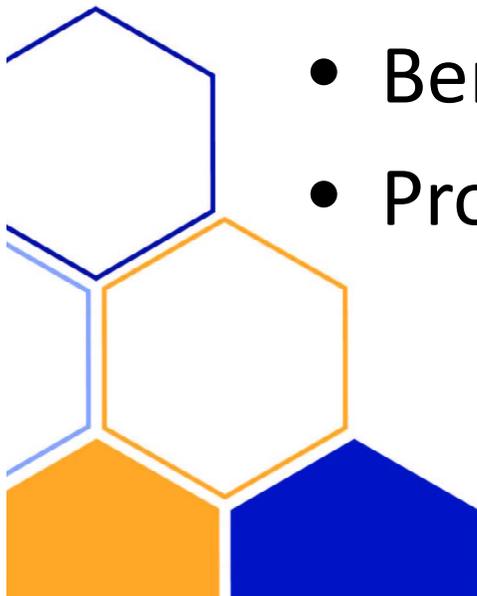
David Swart President/CEO
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DISCUSSION TOPICS

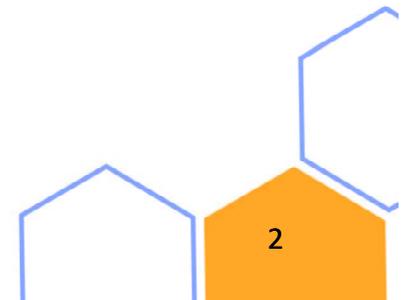
- Introduction of HCS and services
- Project Origin & Health Foundation's & United Ways Commitment
- Oral and Health Care
- Project Components
- Benefits
- Project Plan



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BUDGET IMPACT

Controllable Expenses

- Advertising
- Payroll
- Payroll Taxes and Benefits
- Sales Commissions
- Professional Fees
- Operating Expenses
- Travel
- Communication
- Maintenance and Repairs
- Office Supplies
- Miscellaneous

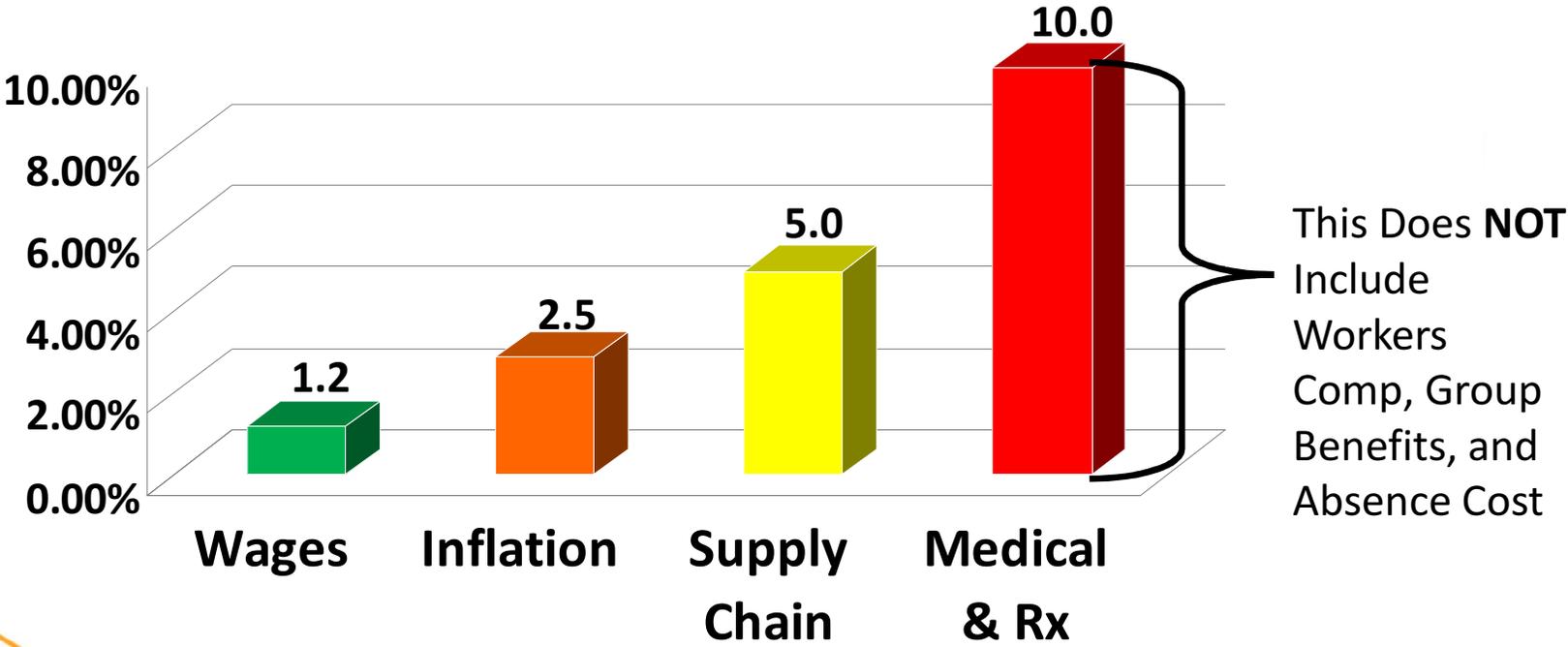
**Account for 70 % +/-
of Expenses**

Fixed Expenses

- Permits and Licenses
- Property Tax
- Rent
- Insurance
- Utilities
- Bad Debts
- Bank Service Charges
- Amortization

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ACCELERATING COSTS



Source: Bureau of Labor Statistics
CBO, CDC & Supply Chain Association

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EMPLOYEE HEALTH IMPACT

Of every 100 employees:

- 25 have cardiovascular disease
- 20 will have high blood pressure
- 38 will be overweight
- 21 will smoke
- 44 will suffer from stress or depression

This a terrible waste of talent and human capital but also a huge burden in the bottom-line

Source: Forbes Magazine

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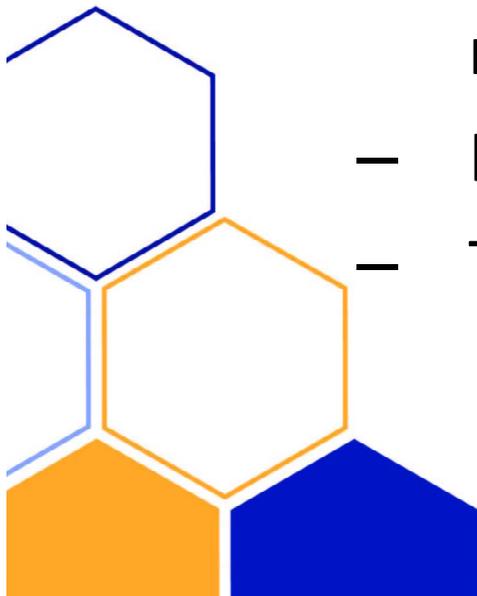


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POPULATION HEALTH MANAGEMENT

1. Population Health Strategy

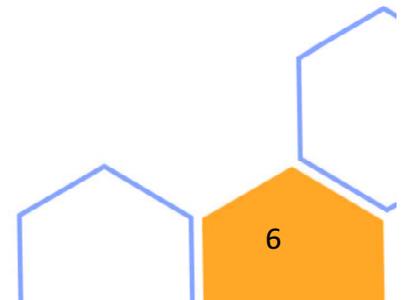
- Pinpoint the cause of escalating workforce health cost (**Focus on greatest return**)
- Create effective comprehensive executive strategies (**Focused Solutions**)
- Control Vendor Cost e.g. wellness, weight management, disability, workers' comp etc.
- Implement solutions (**highest return**)
- Trend results (**track effectiveness**)



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OPERATION & BUDGET IMPROVEMENT

2. Productivity

- Performance metrics
 - Quality (**service delivery**)
 - Throughput (**improve time to complete**)
 - Efficiency gains (**effectiveness**)

3. Budget Trends

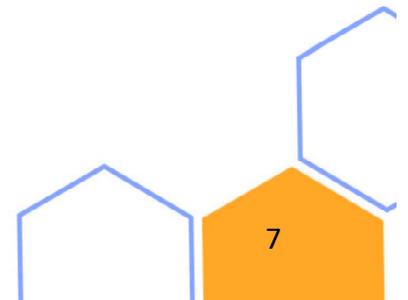
- Cost Trends (**budget control**)
- Supply Chain (**control cost**)
- Budget Target + (-)



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BENEFIT SUMMARY

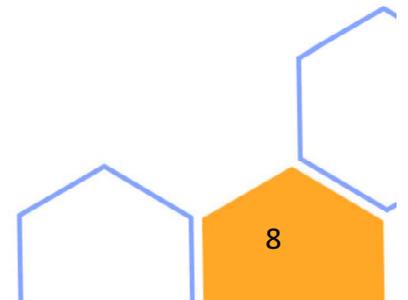
- Controls healthcare and vendor cost
- Increases workforce productivity
- Assist in managing budgets/profits



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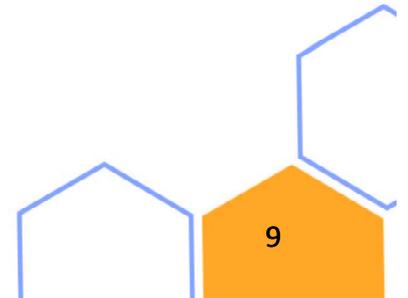
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IMPROVING ORAL CARE AND PERSONAL HEALTH IN CLERMONT COUNTY

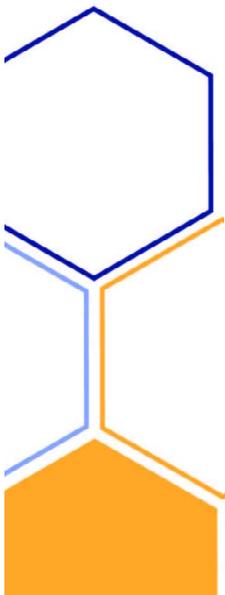


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EVERYONE IS AT RISK

- Dental issues are the number 1# reason for ER visits at Children's Hospital *source: Children's Hospital*
- Ohio's seniors (65 years of age and older) experience the most tooth loss, especially our poorest seniors 37% of these adults have had all their teeth removed *source: Ohio Family Services*
- Clermont County has 14.6% of its Working-Age Adults (18-64 years of age) with Unmet Dental Care Needs. *source: Ohio Family Health Survey, 2008*



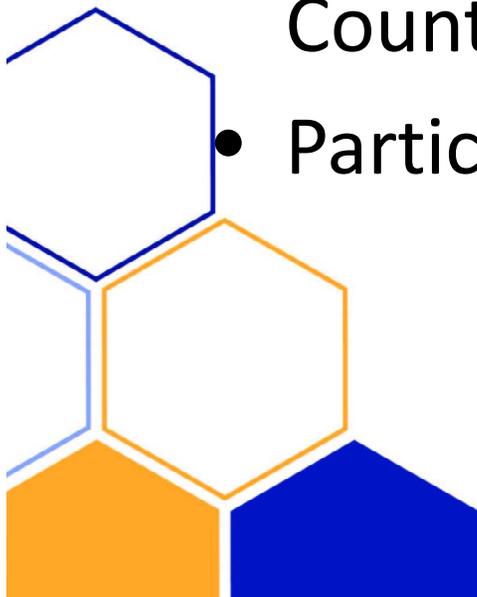
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WHAT ARE WE ASKING THE COUNTY TO DO?

- Endorsement of the project
- Participate in project design and define meaningful data that will benefit the County
- If appropriate provide data for the assessment
- Assist in defining metrics and analytics for the County
- Participate in projects updates



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COUNTY ORAL HEALTH ASSESSMENT

- Types of Services that people lack access to, causal effect, barriers to access etc.
- Oral Care and Primary Care location geographically
- Geographic locations of oral care providers both public health and private
- Geographic barriers, by population, transportation, demographics etc.
- Interview with DDS regarding patient deficits, services, barriers etc.
- Gain insight on product use, services needed by consumers

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PROJECT INNOVATIONS

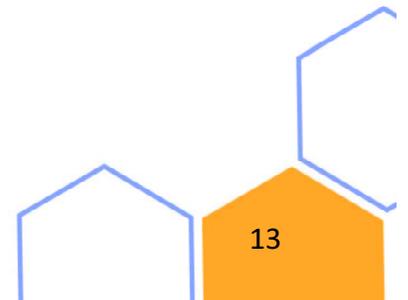
- ORAL/ HEALTH ANALYTICS COMMUNITY
- IDENTIFY DUPLICATE COMMUNITY PROJECTS
- EXPAND THE DEPTH OF COMMUNITY GIS MAP
- FIRST EVER PUBLIC HEALTH INNOVATION CHALLENGE
- COMMUNITY MODEL REPLICATION



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Focus on outcomes

ORAL HEALTH INITIATIVE OUTCOMES

Identifies gaps in delivery from a demographic perception to allow for strategic distribution of investments

Baseline data becomes the foundation for long term evaluations and program success

Gap analysis, community collaboration, first ever innovation challenge

Focus in on underserved populations

Outreach to other foundations, agencies, volunteers etc.

Mapping community services identifies redundancies, gaps in care to create a sustainable design

Project focused on sustainability, Performance Measurements, and replication in other communities

Improves consumer awareness and access to care

Identifies gaps in delivery from a demographic perception to allow for strategic distribution of investments

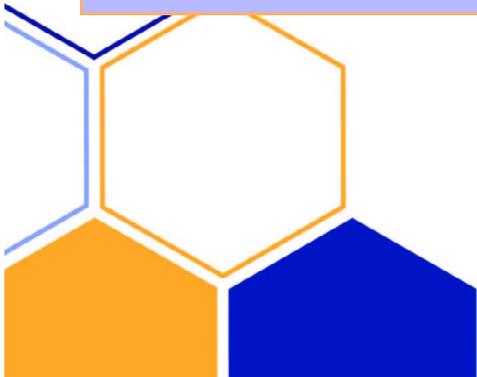
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SAMPLE PROPOSED PROJECT METRICS

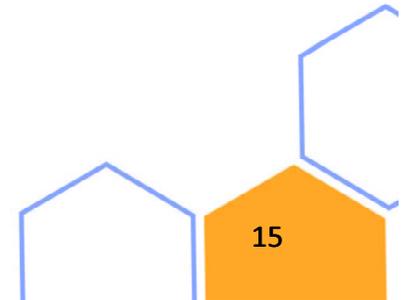
BASELINE	TRACKING METRIC
Number of ER visits for dental emergencies or services annually	Reduction trend of ER visits for dental emergencies
Cost ER dental emergencies to hospitals	Cost reduction trend for ER dental emergencies
Number of preventive care visits to FQHC's and others annually	Increased number of preventive visits annually
Average wait time for new patient exams	Reduced Average wait time for new patient visits
Current no show percentage	Reduced no shows
Current staffing shortage & impact on service delivery	Staffing and service delivery trends



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BENEFITS TO THE COUNTY

- Provides insight to possible solutions to address future oral/dental related deaths
- Focuses the budget requirements to close gaps in care for the underserved population
- Creates community oral/ health analytics
- Identifies duplicate community projects
- Expands the depth of community GIS map
- The Community model can be replicated in other communities
 - i.e. other 87 counties in Ohio

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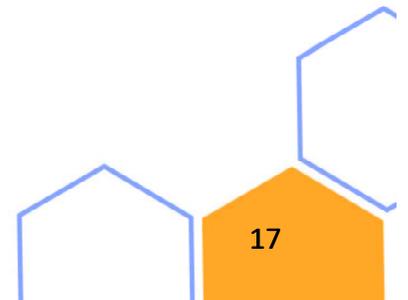
Questions



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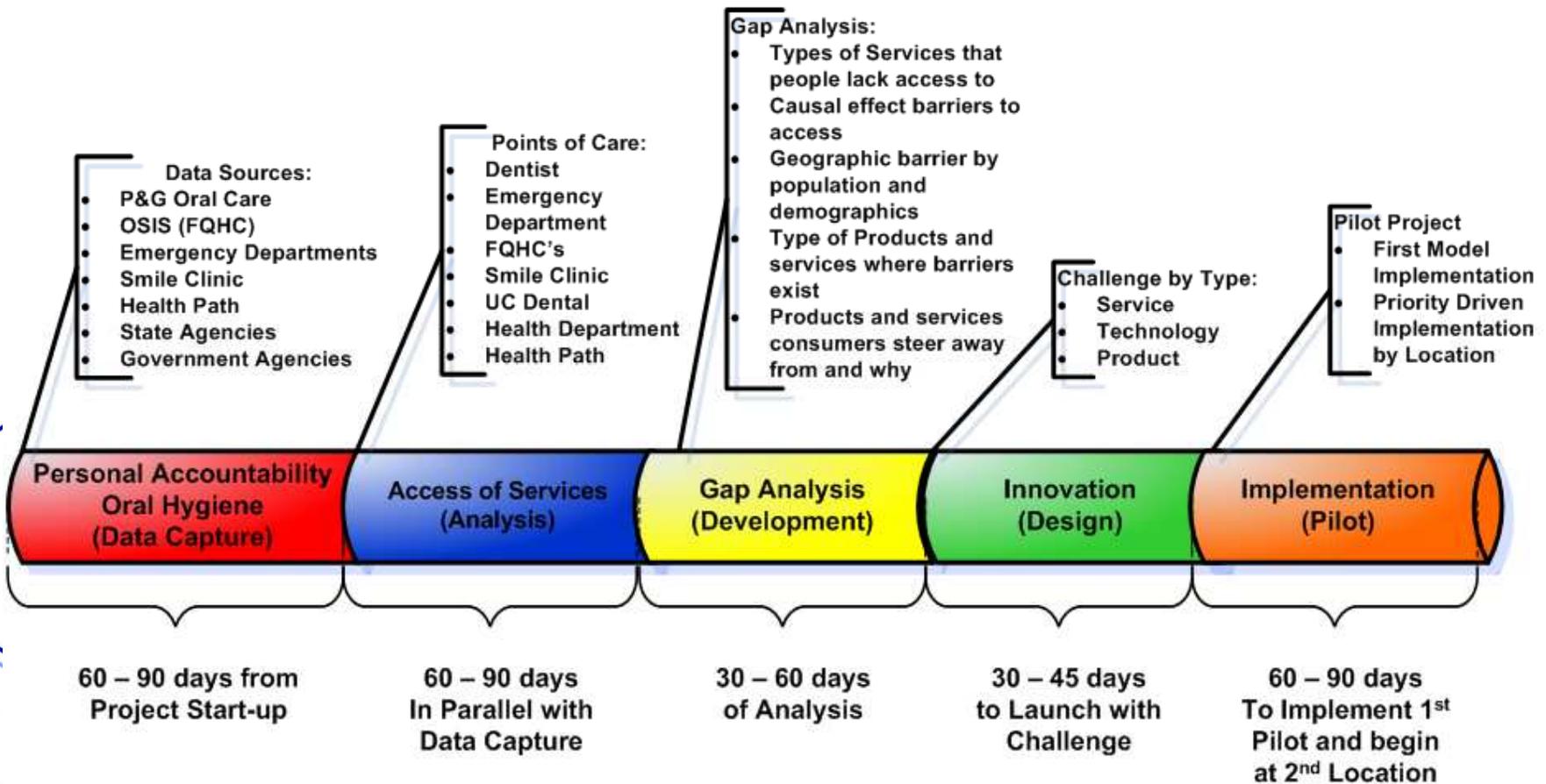


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PROJECT PHASES



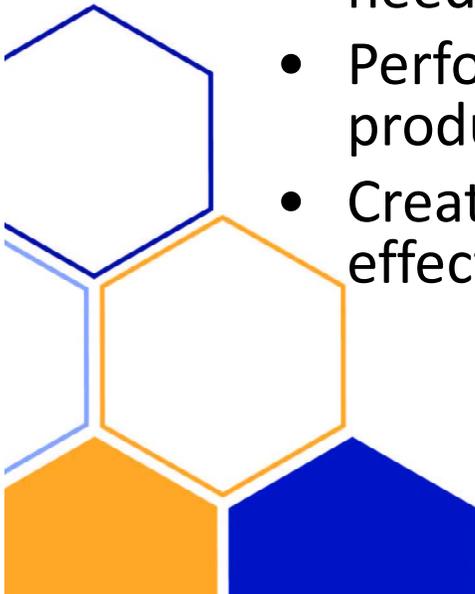
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FOCUS OF THIS INITIATIVE

- Convincing the public oral health is an important part of their overall health
- Personal Accountability for Oral Hygiene and impact on personal health
- Access to dental services e.g., emergency, preventive, general dental
- Identifying and mapping all programs and services in the Clermont County Area directed at dental services
- Understanding the barriers of access to care and the needs of organizations providing care
- Performing a gap analysis of services, technology and products
- Creating meaningful metrics to track project effectiveness



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