



PHILIPS

www.philips.com



Empowering patient-centered healthcare

Philips VitalHealth
July 16th 2020

innovation  you



Solutions designed to help you

Engage
with your
patients

Coordinate
care in
complex care
networks

Gain
insights by
measuring
outcomes



Dedicated
to **impact:**
better health
for **millions**
through
eHealth

Founded in 2006



noaber foundation

**Joined Philips
group of
companies**

in December 2017

>200 employees

NL (HQ), USA, IN

Value-driven

care networks

Platform-based

healthcare solutions



Dedicated
to impact:
better health
for millions
through
eHealth

Supporting

+66.000 caregivers

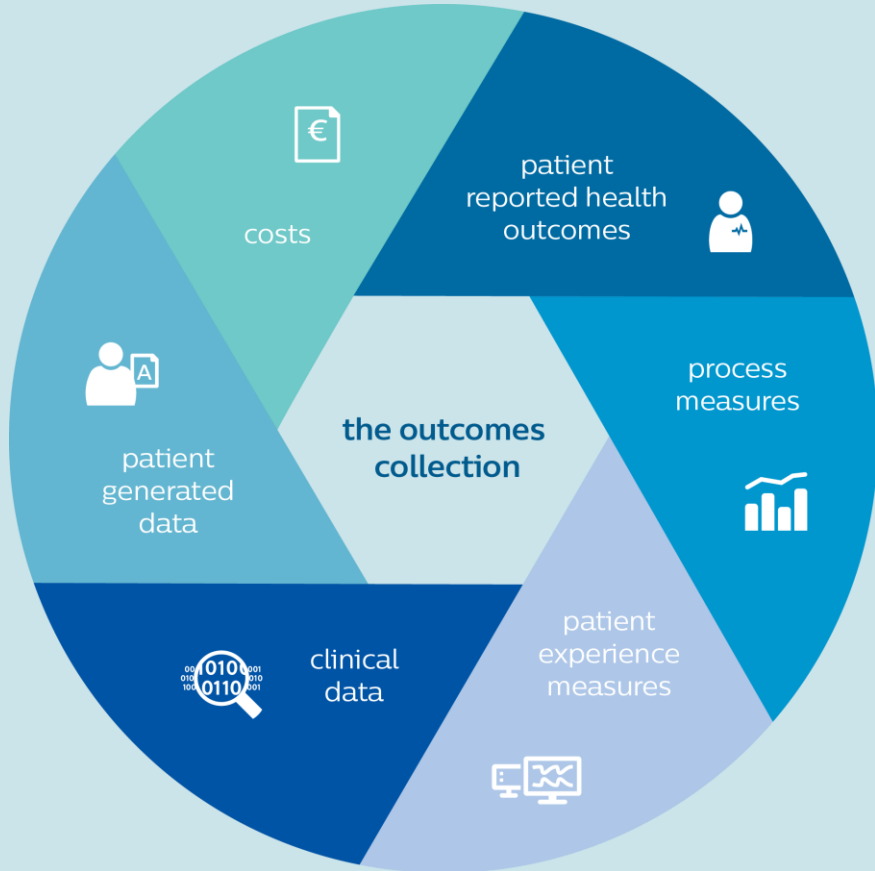
Improving the lives of

+4,5 million patients

Active in multiple care networks

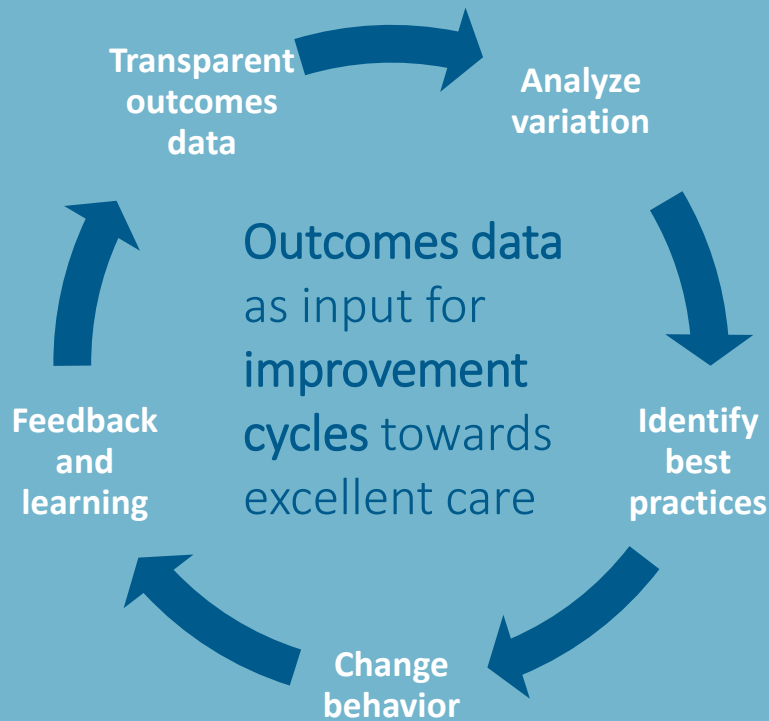
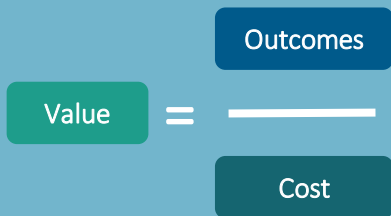
**Hospitals, mental health,
primary care, (home) care**

Costs		Treatment related costs Bundled Payment Indicators MIPS Measures
Patient reported outcomes		Quality of Life Pain level Mental Health Indicators Disability levels Social Factors
Process measures		MIPS Measures Length of stay Risk measures like Ulcer Risk
Patient generated data		Weight/Steps/Heart Rate Blood glucose Sleep Pattern
Patient experience measures		Patient Experience Patient Satisfaction
Clinical data		Diagnoses Complications Comorbidity



Continuous Improvement

Enabling Value-Based Care



Results

Deliver superior outcomes that attract larger patient volumes

Eliminate costs that do not improve outcomes

Creates incentives for innovation and better dialogue with research

Engage staff in improvement efforts

Hospital-wide outcome measurements facilitating Value-Based Care

Martini Hospital (a Santeon hospital), Groningen, The Netherlands

“

Measuring outcomes ensures that patients receive better and more patient-specific treatment.

”



Harm Wesseling
CIO Martini Hospital

Our solution

Philips VitalHealth provides a single centralized application for requesting and processing outcomes data and clinical registration data.

77%
response rate



Collating, comparing and reporting **health outcomes**

Added value for providers:

- Intake questions available at time of appointment
- Reduced administrative burden



Digital intake automation

Added value for patients:

- Completing questionnaires at home
- Insight in progress of relevant outcomes



Person-oriented care

How 7 Dutch Hospitals Make Value-Based Care Work

Santeon Group, The Netherlands



Samen de
zorg verbeteren.

Ook de komende 10 jaar!

Santeon is de Nederlandse patiëntengroep waartoe seven Nederlandse ziekenhuizen zijn toegevoegd met als doel de zorg te verbeteren. Een op de acht patiënten in Nederland bezoekt een Santeon ziekenhuis. De ruim 25.000 professionals van de Santeon ziekenhuizen zijn gedreven om hun werk elke dag beter te doen. Ze vergelijken open resultaten van hun behandelingen en discussiëren en verbeteren. Hiermee verbeteren ze de kwaliteit van de zorg in alle Santeon ziekenhuizen.

In deze infographic kunt u meer zien over Santeon, wat dat betekent voor de zorg in de Santeon ziekenhuizen en hoe patiënten erop kunnen rekenen.

Santeon, samen voor verbetering.



“
This is an unbelievably good concept. By learning from each other, we can really improve care for our patients.
”

Yvonne van Riet,
breast surgeon,
Catharina Hospital



Our solution

- Outcome measurement with Patient-Reported Outcomes (PROs) for breast cancer, lung cancer and prostate cancer, based on ICHOM standards
- Overview of results in clinician's dashboard
- Online patient portal

15%
reduction in
lumpectomy
reoperation rates*

30%
reduction in
unnecessary
inpatient stays *

74%
reduction in the rate
of reoperation in
breast cancer
patients*

Standardized
improvement cycle
for each patient
group



Pioneering with Value-Based Care in mental health

Dimence Groep, The Netherlands



Routine Outcome Monitoring helps us to stay focused on the original treatment goals: when goals are met, treatment can be completed.



René Rust
Head of IT
at Dimence Groep



Our solution

Philips VitalHealth supports the efficient collection of outcome data. Configurable rule-based approach automates the collection of outcome data and uses the data to improve individual patient care.

Evaluate treatment effectiveness

on both an **individual** and **population** level

Routine Outcome Monitoring

to stay focused on treatment goals

Shared Decision Making

based on outcomes

65%

response rate

Value Based Dashboard

Single dashboard that shows:

- Patient outcomes
- Cost
- Patient satisfaction

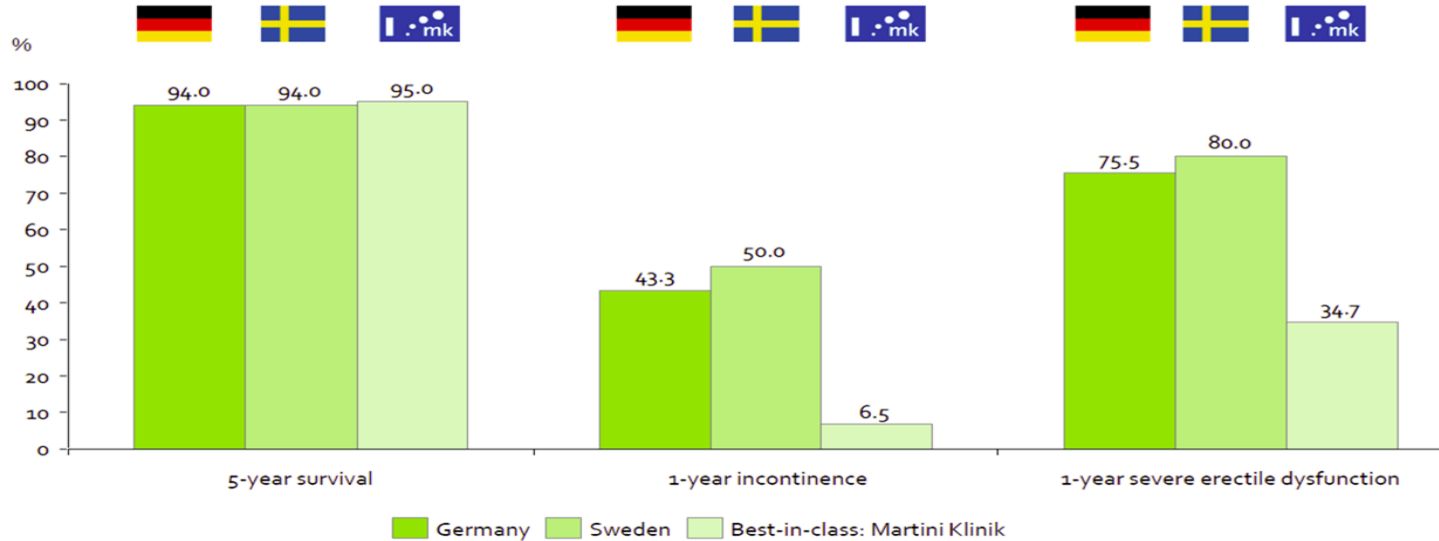
Provider value

Insight in outcomes of the patient
Safe environment to look at outcomes -> no "looking over my shoulder" mechanism but improve based on open communication

Does that actually work?



How one prostate cancer clinic became a school book example



Swedish data rough estimates from graphs; Source: National quality report for the year of diagnosis 2012 from the National Prostate Cancer Register (NPCR) Sweden, Martini Klinik, BARMER GEK Report Krankenhaus 2012, Patient-reported outcomes (EORTC-PSM), 1 year after treatment, 2010

Outcomes Measured:

pre-surgery/discharge/post-discharge: 3 months-1year-2years-3years

Let's not make it too complex

Take a stepped approach

1. Define outcomes

Define the key metrics for outcomes that matter for the patient and caregiver

2. Start measuring

Measure outcomes in a standardized way (e.g. ICHOM)

3. Be transparent

Analyze and Share outcomes data internally

4. Learn

Learn from outcome variation, it's not an instrument to evaluate people, it about improving patient outcomes

5. Improve

Make changes in areas where there is room for improvement, e.g. patient communication or treatment related changes and measure the result

6. Contract

Engage with external parties like payers towards value-based contracting



THINK **BIG** start small **MOVE** **FAST**™