Value-Based Health Care Delivery
Faculty Information Session

Professor Michael E. Porter
Harvard Business School
Institute for Strategy and Competitiveness
www.isc.hbs.edu

January 9, 2014

This presentation draws on Redefining Health Care: Creating Value-Based Competition on Results (with Elizabeth O. Teisberg), Harvard Business School Press, May 2006; “A Strategy for Health Care Reform—Toward a Value-Based System,” New England Journal of Medicine, June 3, 2009; “Value-Based Health Care Delivery,” Annals of Surgery 248: 4, October 2008; “Defining and Introducing Value in Healthcare,” Institute of Medicine Annual Meeting, 2007. Additional information about these ideas, as well as case studies, can be found the Institute for Strategy & Competitiveness Redefining Health Care website at http://www.hbs.edu/rhc/index.html. No part of this publication may be reproduced, stored in a retrieval system, or transmitted in any form or by any means — electronic, mechanical, photocopying, recording, or otherwise — without the permission of Michael E. Porter and Elizabeth O. Teisberg.
Selected Course Offerings to Date

Harvard Courses
• 2008-2014 – Intensive Seminar in Value-Based Health Care Delivery (1 week full-time)
  – Total of 602 participants
• 2009-2014 – Leadership Workshop on Strategy for Health Care Delivery (2 days)
  – Total of 381 participants
• 2011 – 2013 – Partners HealthCare Value Based Health Care Seminar for Residents and Fellows (3 days)
  – Total 200 participants
• 2012-2014 – Value Measurement in Health Care (2 days)
  – Total of 333 participants

External Courses
• 2006-2012 – Health Care Innovation (University of Virginia, ~450 total participants)
• 2006-2012 – Executive Workshops (Brigham and Women’s Hospital, St. Francis Hospital, Hoag Hospital, Baylor Health, G.E., Cigna, Humana… total of ~900 participants)
• 2008-2012 – Global Health Delivery (Harvard School of Public Health, ~80 participants)
• 2008-2011 – Medical Care and the Corporation (Dartmouth, ~150 participants)
• 2009-2011 – Health Care Management (University of Virginia, ~100 participants)
• 2010-2012 – UCLA Strategy for Health Care Delivery (~90 participants)
• 2010-2012 – Medicaid Leadership Institute (85 participants)
• June 2011 – Strategy for Health Care Delivery: United Kingdom (80 participants)
• March 2012 – AAOS Enhancing Value in Musculoskeletal Care Delivery (125 participants)
• Fall 2013 – Dartmouth Masters in Health Care Delivery Science (50 participants)
• Spring 2014 – Texas Medical Center Leadership Program
Curriculum Materials

Teaching Materials

**Classroom use:**
- Case studies
- Videos of guest protagonists
- Videos of topic lectures
- Video footage of profiled organizations

**Faculty Use:**
- Teaching notes
- Videos of case discussions

Articles and Books

- Redefining Health Care (2006)
- Papers on specific aspects of value-based health care delivery
- Books evaluating selected health care systems:
  - Germany
  - Finland
## Value Based Health Care Case Studies

<table>
<thead>
<tr>
<th>Case Study</th>
<th>Medical Condition</th>
<th>Location</th>
<th>IPUs</th>
<th>Outcome Measurement</th>
<th>TDABC</th>
<th>Bundled Pricing</th>
<th>System Integration</th>
<th>Geographic Expansion</th>
<th>Role of Payors</th>
</tr>
</thead>
<tbody>
<tr>
<td>MD Anderson Cancer Center: Interdisciplinary Cancer Care</td>
<td>Head and Neck Cancer, Endocrine Cancer</td>
<td>Houston</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>The West German Headache Center: Integrated Migraine Care</td>
<td>Migraine</td>
<td>Germany</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Commonwealth Care Alliance: Elderly and Disabled Care</td>
<td>Primary/ Preventative Care</td>
<td>Boston</td>
<td>X</td>
<td></td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>Ledina Lushko: Navigating Health Care Delivery</td>
<td>Adrenal Cortical Carcinoma</td>
<td>Chicago</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>The Joslin Diabetes Center</td>
<td>Diabetes</td>
<td>Boston</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Great Western Hospital: High-Risk Pregnancy Care</td>
<td>High-Risk Pregnancy</td>
<td>UK</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Brigham and Women's Shapiro Cardiovascular Center</td>
<td>Cardiovascular Care</td>
<td>Boston</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Martini Klinik: Prostate Cancer Care</td>
<td>Prostate Cancer</td>
<td>Germany</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>Schon Klinik Eating Disorder Care</td>
<td>Eating Disorders</td>
<td>Germany</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>Dartmouth-Hitchcock Medical Center: Spine Care</td>
<td>Spine Care</td>
<td>NH</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Gastroenterology Care at Sweden’s Highland Hospital</td>
<td>Inflammatory Bowel Disease</td>
<td>Sweden</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Boston Children’s Hospital TDABC</td>
<td>Plastic, Oral and Orthopedic Surgery</td>
<td>Boston</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td>X</td>
</tr>
</tbody>
</table>
# Value Based Health Care Case Studies

<table>
<thead>
<tr>
<th>Case Study</th>
<th>Medical Condition</th>
<th>Location</th>
<th>IPUs</th>
<th>Outcome Measurement</th>
<th>TDABC</th>
<th>Bundled Pricing</th>
<th>System Integration</th>
<th>Geographic Expansion</th>
<th>Role of Payors</th>
</tr>
</thead>
<tbody>
<tr>
<td>Schon Klinik: Measuring Cost and Value</td>
<td>Total Knee Replacement</td>
<td>Germany</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>UCLA: Kidney Transplantation</td>
<td>ESRD, Kidney Transplantation</td>
<td>Los Angeles</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>In-Vitro Fertilization: Outcomes Measurement</td>
<td>Infertility, IVF</td>
<td>US</td>
<td></td>
<td></td>
<td></td>
<td>X</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sun Yat-Sen Cancer Center: Breast Cancer Care in Taiwan</td>
<td>Breast Cancer</td>
<td>Taiwan</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Global Health Partner: Obesity Care</td>
<td>Obesity, Bariatric Surgery</td>
<td>Sweden</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>The Cleveland Clinic: Growth Strategy</td>
<td>Health System</td>
<td>Cleveland</td>
<td>X</td>
<td>X</td>
<td></td>
<td>X</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ThedaCare: System Strategy</td>
<td>Health System</td>
<td>Wisconsin</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Children's Hospital of Philadelphia: Network Strategy</td>
<td>Health System</td>
<td>Philadelphia Region</td>
<td></td>
<td></td>
<td></td>
<td>X</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Reconfiguring Stroke Care in North Central London</td>
<td>Stroke</td>
<td>UK</td>
<td>X</td>
<td></td>
<td></td>
<td>X</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pitney Bowes: Employer Health Strategy</td>
<td>Primary/ Preventative Care</td>
<td>US</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>X</td>
</tr>
</tbody>
</table>
Selected Books and Articles

Books:
- Porter, Michael E. and Elizabeth Olmsted Teisberg. *Redefining Health Care: Creating Value-Based Competition on Results.* (2006)

Articles:
Goals for Faculty Affiliations

• Introduce VBHCD material into the **core curriculum** of physicians in training
  – Residents and fellows
  – Fourth year medical students

• Create course offerings for **clinical leaders** and **health care executives**
  – Health systems
  – Regions
  – Medical societies

• Establish **faculty** as teachers and expert researchers in VBHCD concepts

• Expand VBHCD curriculum through **local case development**

• Engage universities and providers as **leading forces** in driving the value agenda in their respective regions and nations
How Can I Get Started?

- Use a journal club to discuss one of the VBHCD manuscripts
  - NEJM: “What is Value in Health Care”
  - HBR: “How to Solve the Cost Crisis in Health Care”
  - HBR: “The Strategy That Will Fix Health Care”
- Give a grand rounds or other talk on VBHCD
- Teach a case from the VBHCD curriculum to residents, fellows or medical students
  - VBHCD curriculum and materials will soon be available on the Harvard Business School Publishing website
For additional information on

Value-Based Health Care Delivery:

www.isc.hbs.edu