

Value-Based Health Care Delivery Faculty Information Session

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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

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



Value Based Health Care Case Studies

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Schon Klinik: Measuring Cost and Value	Total Knee Replacement	Germany		X	X	X			
UCLA: Kidney Transplantation	ESRD, Kidney Transplantation	Los Angeles	X	X		X			
In-Vitro Fertilization: Outcomes Measurement	Infertility, IVF	US		X					
Sun Yat-Sen Cancer Center: Breast Cancer Care in Taiwan	Breast Cancer	Taiwan	X	X		X			
Global Health Partner: Obesity Care	Obesity, Bariatric Surgery	Sweden	X	X		X		X	
The Cleveland Clinic: Growth Strategy	Health System	Cleveland	X	X			X	X	
ThedaCare: System Strategy	Health System	Wisconsin	X				X		
Children's Hospital of Philadelphia: Network Strategy	Health System	Philadelphia Region					X	X	
Reconfiguring Stroke Care in North Central London	Stroke	UK	X				X		
Pitney Bowes: Employer Health Strategy	Primary/ Preventative Care	US							X

Selected Books and Articles


Books:

- Porter, Michael E. and Elizabeth Olmsted Teisberg. Redefining Health Care: Creating Value-Based Competition on Results. (2006)
- Kaplan, Robert S. and Steven R. Anderson. Time-Driven Activity-Based Costing: A Simpler and More Powerful Path to Higher Profits. (2007)
- Porter, Michael E., Juha Teperi, Lauri Vuorenkoski and Jennifer F. Baron. The Finnish Health Care System: A Value-Based Perspective. (2009)
- Porter, Michael E. and Clemens Guth. Redefining German Health Care. (2012)

ARTICLES:

- Porter, Michael E. with Elizabeth O. Teisberg and Gregory B. Brown. “Making Competition in Health Care Work,” *Harvard Business Review*, July-August 1994.
- Porter, Michael E. and Elizabeth O. Teisberg, “Redefining Competition in Health Care,” *Harvard Business Review*, June 2004.
- Porter, Michael E. and Elizabeth Olmsted Teisberg. “How Physicians Can Change the Future of Health Care,” *JAMA*, March, 2007.
- Kaplan, Robert S. and Steven R. Anderson. “The Innovation of Time-Driven Activity-Based Costing.” *Journal of Cost Management*, March-April 2007.
- Porter, Michael E. “Value-Based Health Care Delivery,” *Annals of Surgery* 248, no. 4 (October 2008): 503-509.
- Porter, Michael E. “A Strategy for Health Care Reform—Toward a Value-Based System,” *New England Journal of Medicine*, June, 2009.
- Teisberg, Elizabeth O. and Scott Wallace. “Creating a High-Value Delivery System for Health Care.” *Seminars in Thoracic and Cardiovascular Surgery*, Spring, 2009.
- Porter, Michael E. “What is Value in Health Care” and supplementary papers, *New England Journal of Medicine*, Dec, 2010.
- Porter, Michael E. and Robert Kaplan. “How to Solve the Cost Crisis in Health Care,” *Harvard Business Review*, Sep, 2011.
- Porter, Michael E. with Thomas H. Lee and Erika A. Pabo. “Redesigning Primary Care: A Strategic Vision to Improve Value by Organizing Around Patients’ Needs,” *Health Affairs*, March 2013.
- Porter, Michael E. and Thomas H. Lee. “The Strategy That Will Fix Health Care”, *Harvard Business Review*, 2013.

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**
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- 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:

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