



SCRIPPS CARDIOVASCULAR INTERVENTIONS



24th Annual Conference



Quality Champions Will Save Interventional Cardiology

Christopher J. White, MD, FSCAI

Professor and Chairman of Medicine
System Chair for Cardiovascular Disease
Ochsner Medical Institutions
New Orleans, LA



THREATS





THREATS



- Loss of Trust





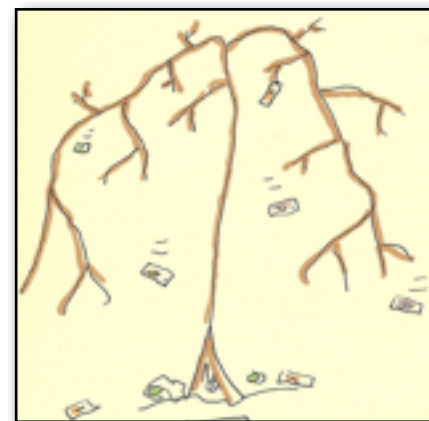
THREATS



- Loss of Trust



- Loss of Income



- ★ Work harder for less \$\$\$.
- ★ Income ceiling.



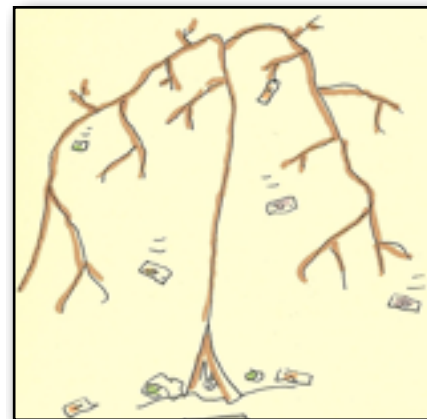
THREATS



- Loss of Trust



- Loss of Income



- ★ Work harder for less \$\$\$.
- ★ Income ceiling.

- Loss of Autonomy



- ★ Employed by administrators.
- ★ Goals are set for you.
- ★ Told where & when to show up for work.



THREATS





THREATS



>>>> Loss of Trust <<<<



THREATS



>>>> **Loss of Trust** <<<<

- Patients





THREATS



>>>> **Loss of Trust** <<<<

- Patients



- Communities





THREATS



>>>> **Loss of Trust** <<<<

- Patients



- Communities



- Peers



Income and Satisfaction



Satisfaction by Specialty (cont'd)

	Overall Satisfaction	Yes, I feel I am fairly compensated	Yes, I would choose medicine again as a career	Yes, I would choose the same specialty
Oncology	50%	53%	49%	47%
Cardiology	48%	45%	48%	50%
Family Medicine	48%	47%	64%	32%
Pulmonary Medicine	47%	47%	60%	34%
Rheumatology	47%	42%	57%	42%
General Surgery	46%	43%	49%	47%
Neurology	46%	44%	50%	45%
Obstetrics/Gynecology	46%	46%	55%	37%
Urology	46%	40%	46%	51%
Nephrology	46%	46%	54%	37%
Diabetes/Endocrinology	45%	38%	58%	39%
Internal Medicine	44%	45%	61%	25%
Plastic Surgery	41%	38%	35%	49%

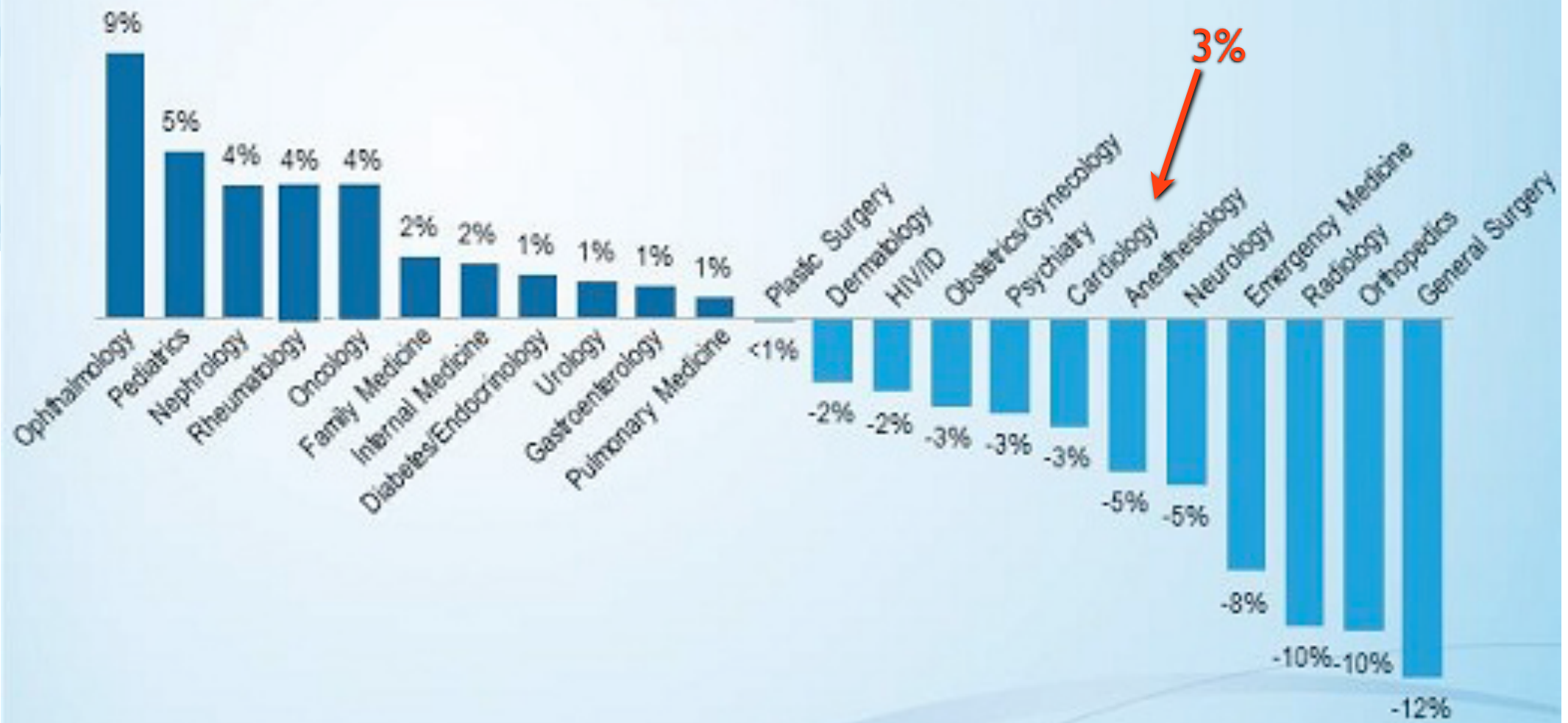
Income and Satisfaction



Satisfact

- Oncology
- Cardiology
- Family Medicine
- Pulmonary Medicine
- Rheumatology
- General Surgery
- Neurology
- Obstetrics/Gynecology
- Urology
- Nephrology
- Diabetes/Endocrinology
- Internal Medicine
- Plastic Surgery


Who's Up, Who's Down Since 2010?



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Obstetrics/Gynecology	46%			
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Internal Medicine	44%			
Plastic Surgery	41%			

Cardiologist



Who's Up, Who's Down Since 2010?

Specialty	Percentage Change
Plastic Surgery	9%
Dermatology	5%
HIV/AIDS	4%
Obstetrics/Gynecology	4%
Psychiatry	4%
Cardiology	2%
Anesthesiology	3%
Neurology	2%
Emergency Medicine	1%
Radiology	1%
Orthopedics	1%
General Surgery	1%
Other	<1%

on by Geographical Area

Great Lakes
\$394,000

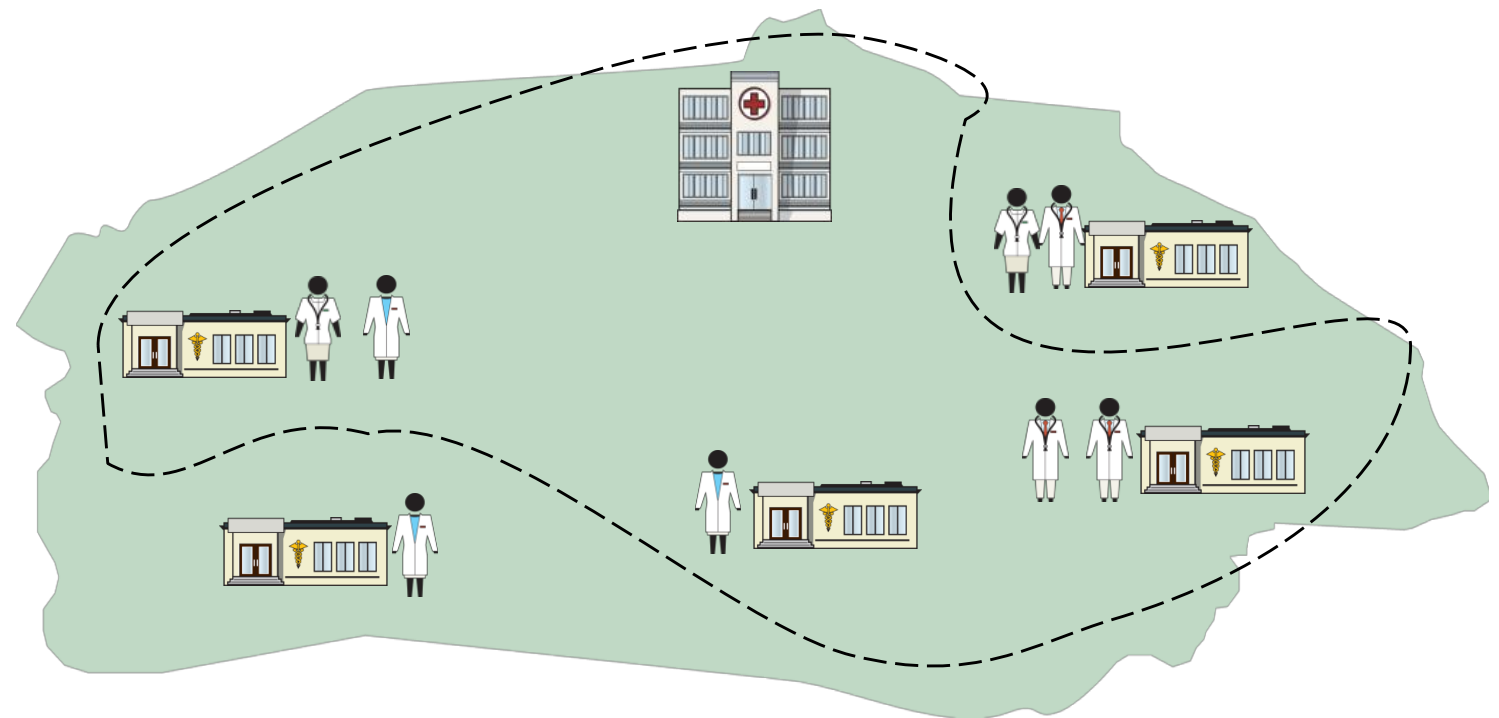
North East

Cardiologist Compensation by Geographical Area

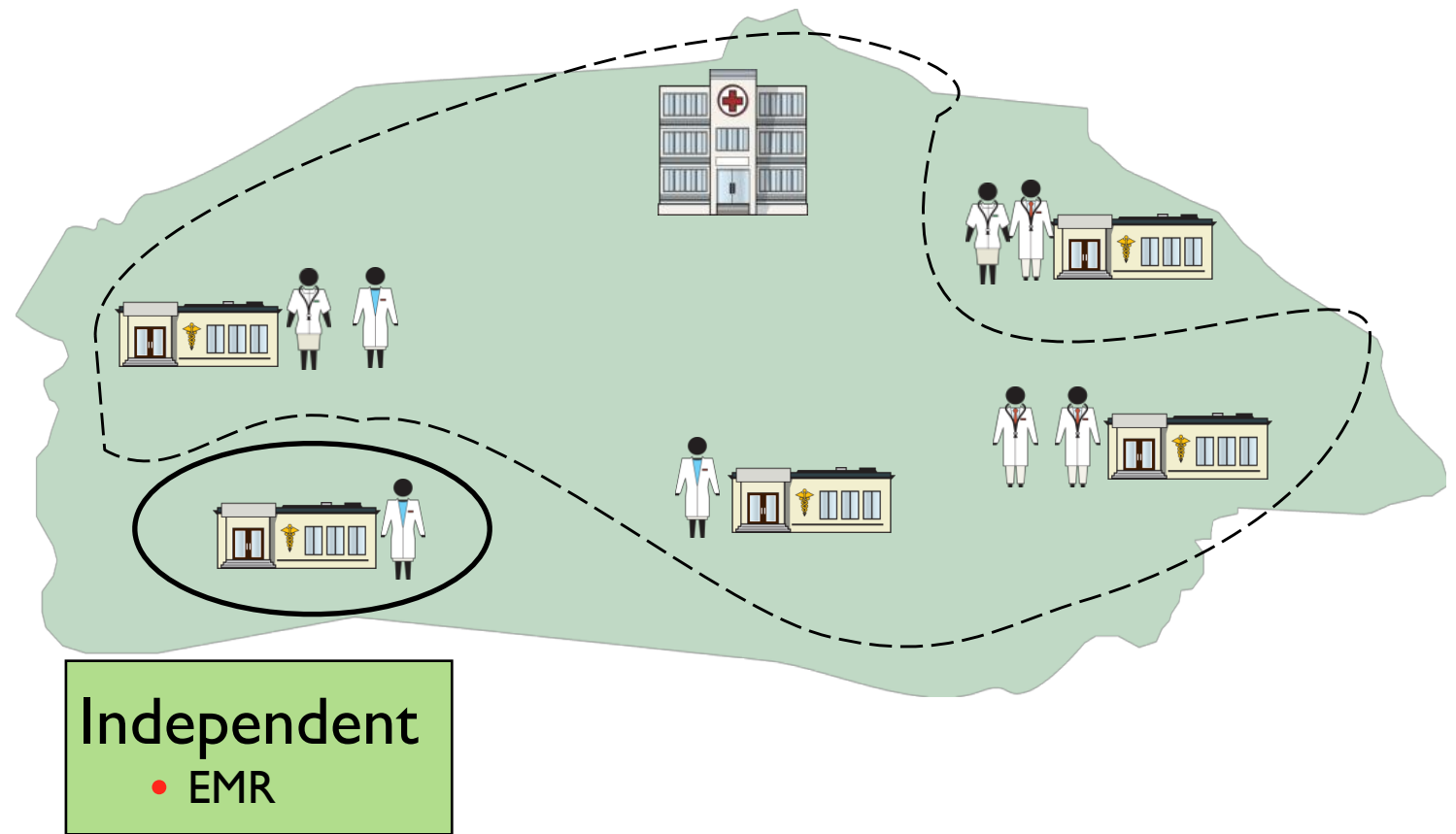
Geographical Area	Compensation (\$)
West**	\$318,000
Northwest*	\$403,000
Southwest	\$355,000
North Central	\$351,000
South Central	\$381,000
Great Lakes	\$394,000
Southeast	\$378,000
Mid-Atlantic	\$358,000
North East	\$311,000

*Includes Alaska
**Includes Hawaii

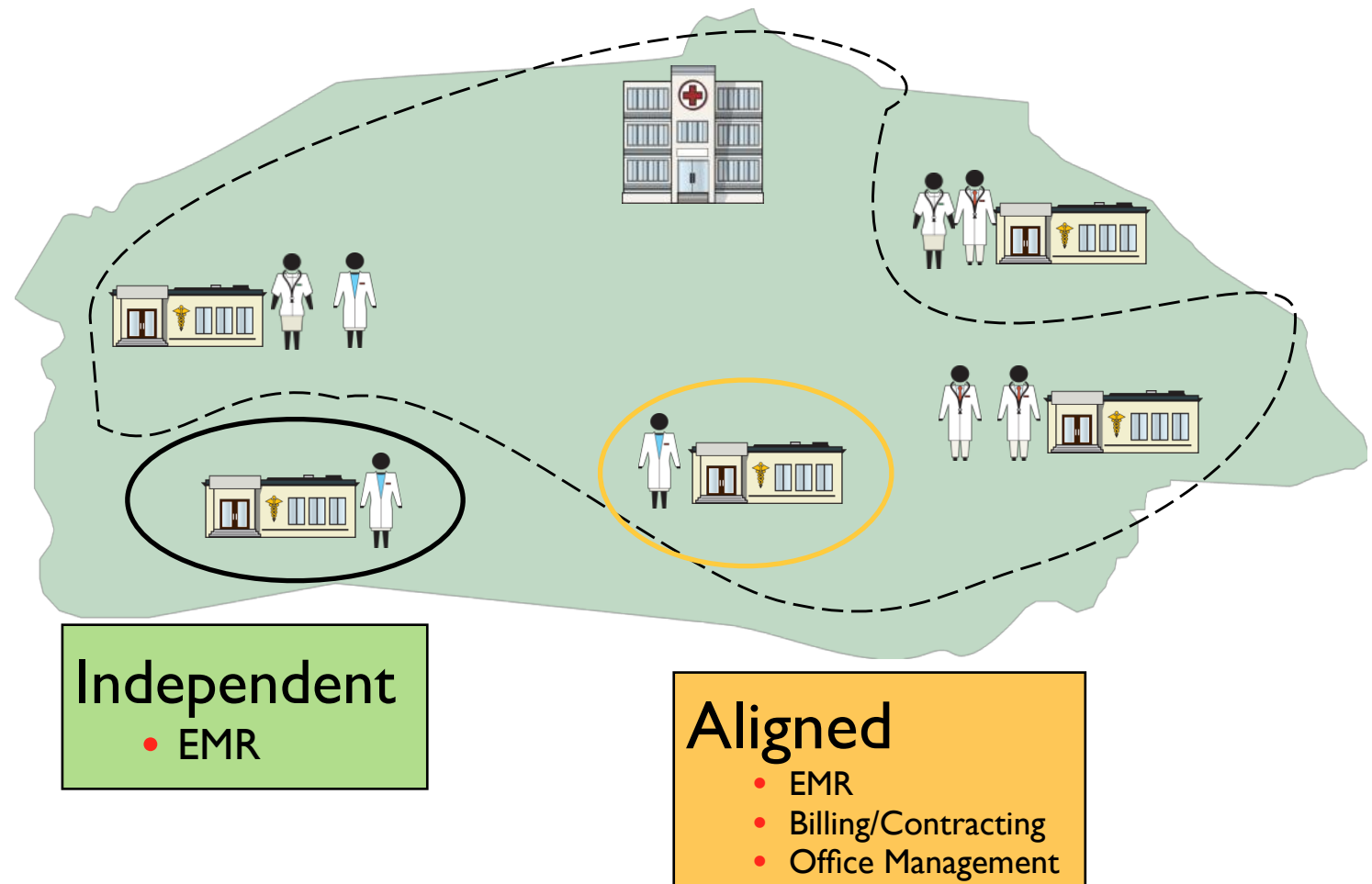
How “They” About You



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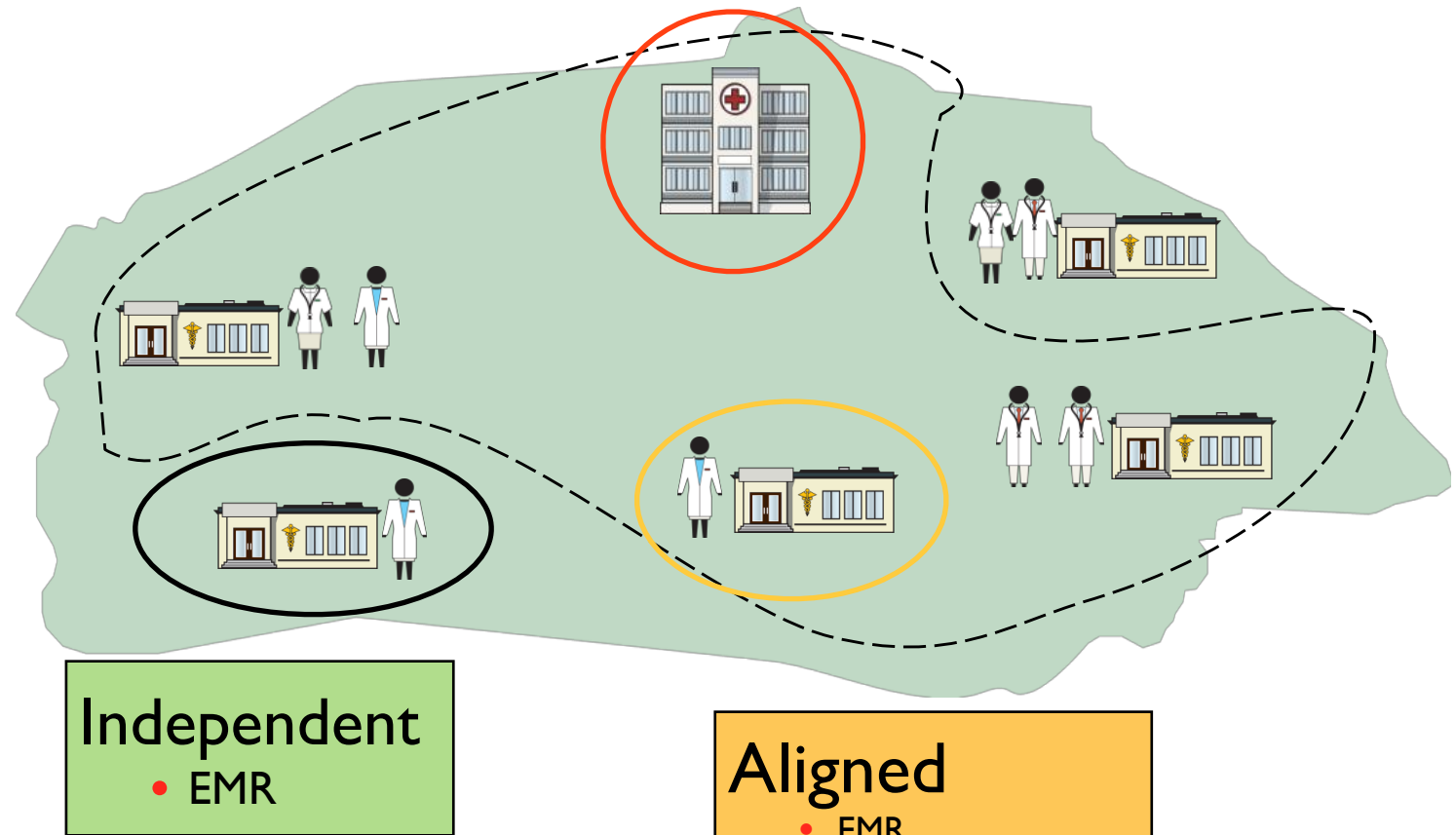


How “They” About You



Employed

- Compensated
- Strategic Partner
- Leadership

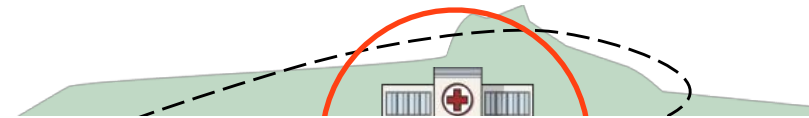




How “They” About You

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Separating the Wheat from the Chaff

“We’re going to have an abundance of physicians in certain areas, and there will be some losers. The ones who are willing to be more efficient, most cost-effective, and work closely with the groups in the ACO will be the winners.”

*Chief Executive Officer
Large Physician IPA*



Independent

- EMR

Aligned

- EMR
- Billing/Contracting
- Office Management

Ideal MD Partners



Strategically Important

- ★ Expands access to care
- ★ Brings needed specialty service
- ★ Increases capacity to match demand



Ideal MD Partners



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Culturally Compatible

- ★ Collaborates with hospital admin
- ★ Willingly addresses strategic priorities
- ★ Shares the organizational vision



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High Performing

- ★ Provides high-quality, low cost care
- ★ Standardizes devices and protocols
- ★ Works collaboratively for chronic disease management

September 26th, 2013



<http://www.bloomberg.com/news/2013-09-26/deaths-linked-to-cardiac-stents-rise-as-overuse-seen.html>

Bloomberg

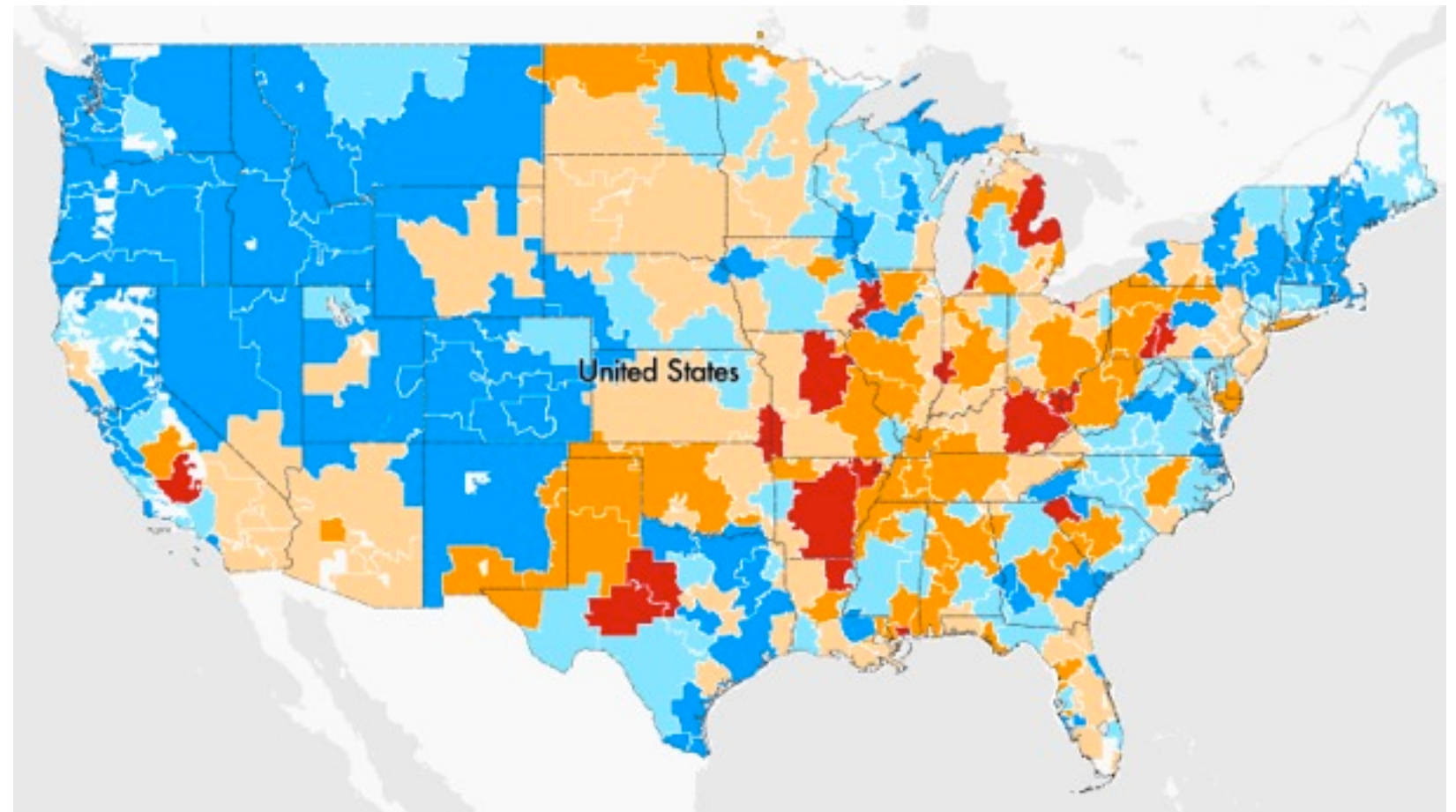
Deaths Linked to Cardiac Stents Rise as Overuse Seen

By Peter Waldman, David Armstrong and Sydney P. Freedberg - Sep 26, 2013

When Bruce Peterson left the U.S. Postal Service after 24 years delivering mail, he started a travel agency. It was his dream career, his wife Shirlee said.

Indicated Stent Usage

- 20 hospital regions with highest usage
- High usage
- Above average usage
- Below average usage
- Low usage
- Insufficient data



September 26th, 2013



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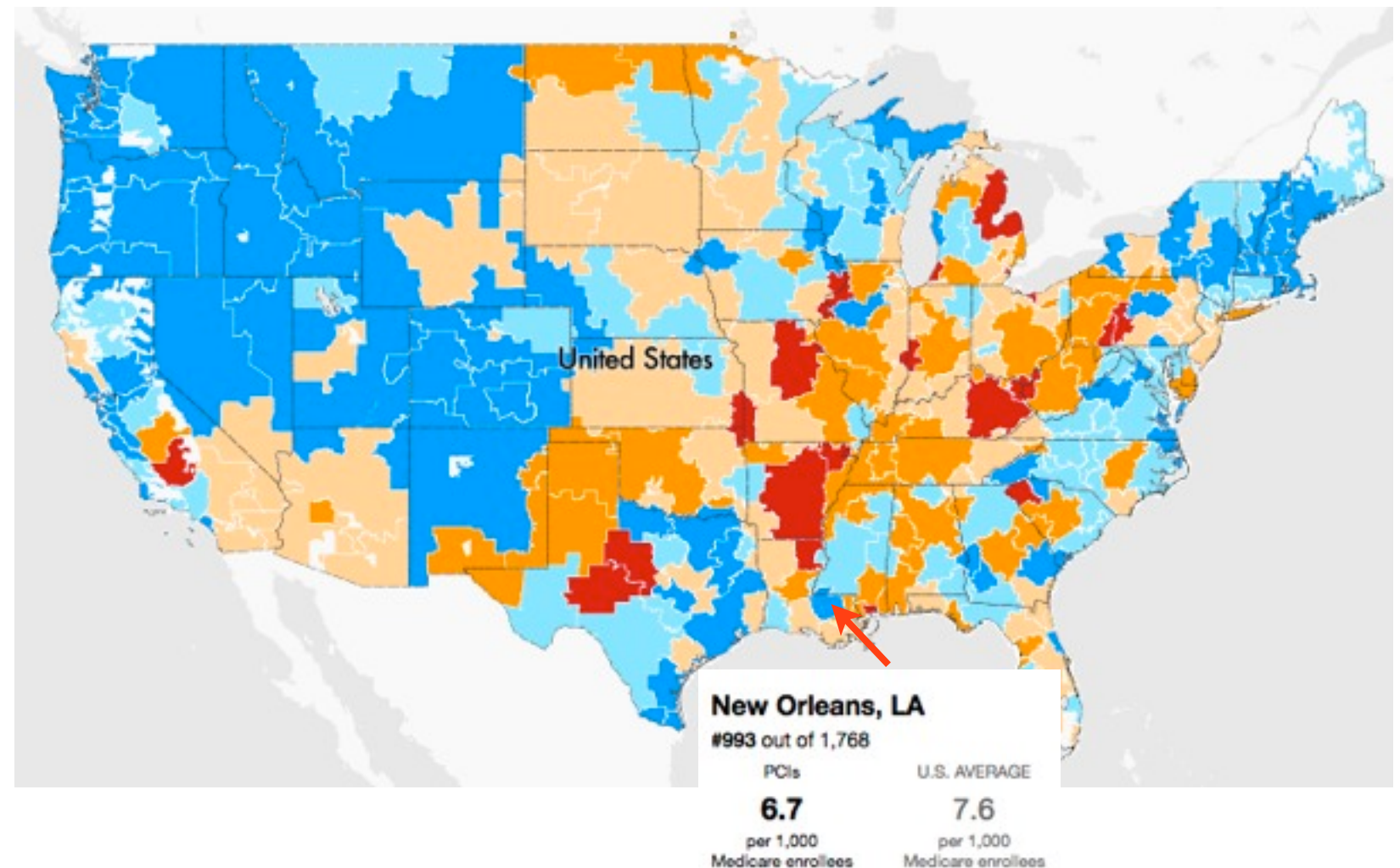
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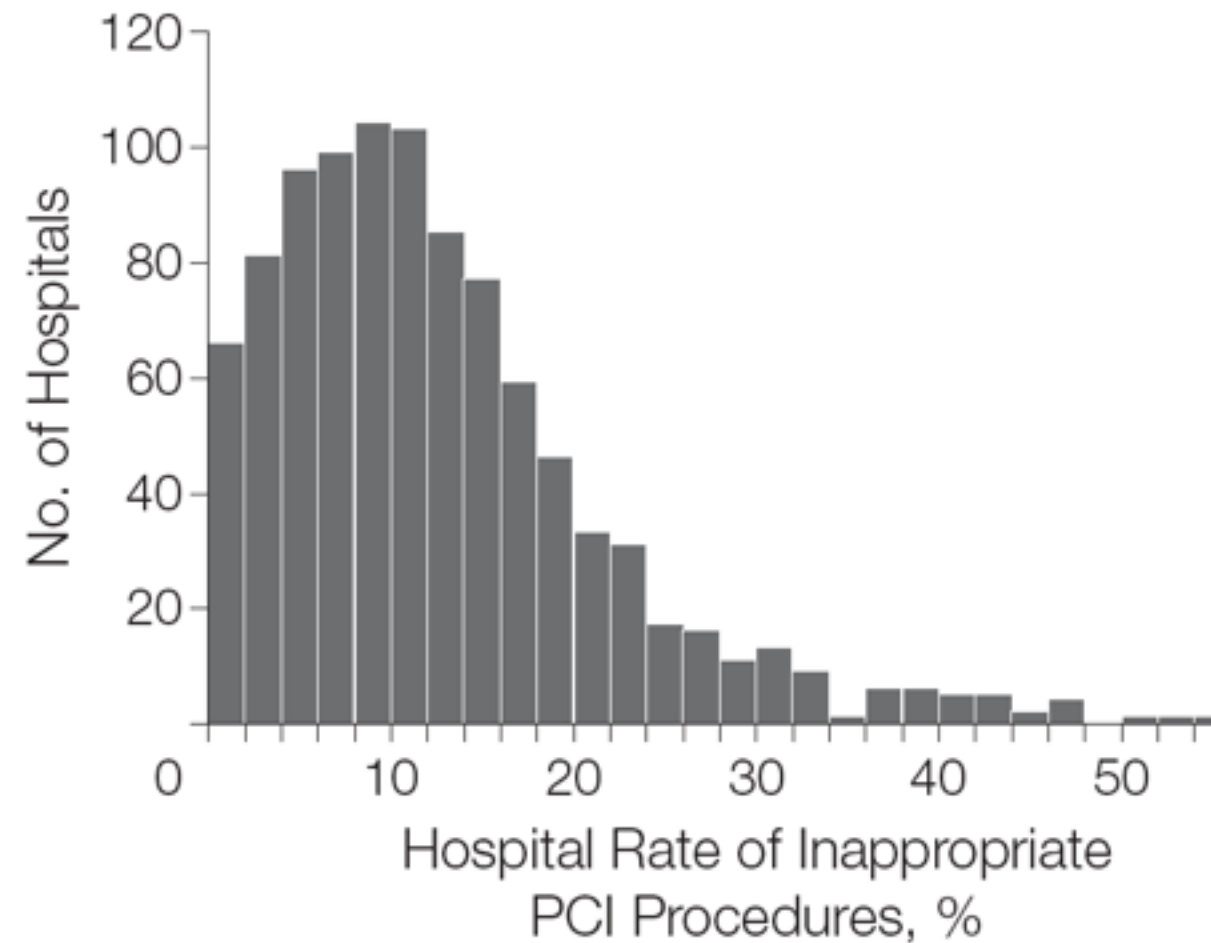




AUC Goals

Is Stent Over-Use a Problem in the US ?

- The best performing hospitals had 6% or fewer of their non-acute PCIs classified as inappropriate, suggesting that a low hospital rate for inappropriate PCIs is achievable.
- However, 25% of hospitals had at least 1 in 6 of their non-acute procedures classified as *inappropriate*, which suggests *possible* overuse of PCI in these hospitals.





LEVERAGE

- How can we position our specialty in the most favorable light, illuminate our good qualities, and assure our constituencies of our VALUE ?





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- Patients



- Communities



- Peers





What Do We Want ?



What Do We Want ?

- Respect of our patients



What Do We Want ?

- Respect of our patients
- Reasonable compensation



What Do We Want ?

- Respect of our patients
- Reasonable compensation
- Busy interventional practice



What Do We Want ?

- Respect of our patients
- Reasonable compensation
- Busy interventional practice
- Support of our colleagues



What Do We Want ?

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Don't Fight Progress



Don't Fight Progress

- Learn to be a flexible, “do be” an early adopter.
- It lowers stress and facilitates adaptive behavior.
- Change is coming..... be prepared.
 - ★ Public reporting.
 - ★ Pay for performance.
 - ★ Appropriate use criteria.
 - ★ Patient centered care.





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The impact of achieving perfect care in acute coronary syndrome: The role of computer assisted decision support

Richard V. Milani, MD,^a Carl J. Lavie, MD,^{a,b} and Adriana C. Dornelles, ScD^a *New Orleans, and Baton Rouge, LA*

Performance Measures

Background

quality of care for acute coronary syndrome (ACS) patients would be improved by the use of computer assisted decision support (CPOE).

Methods

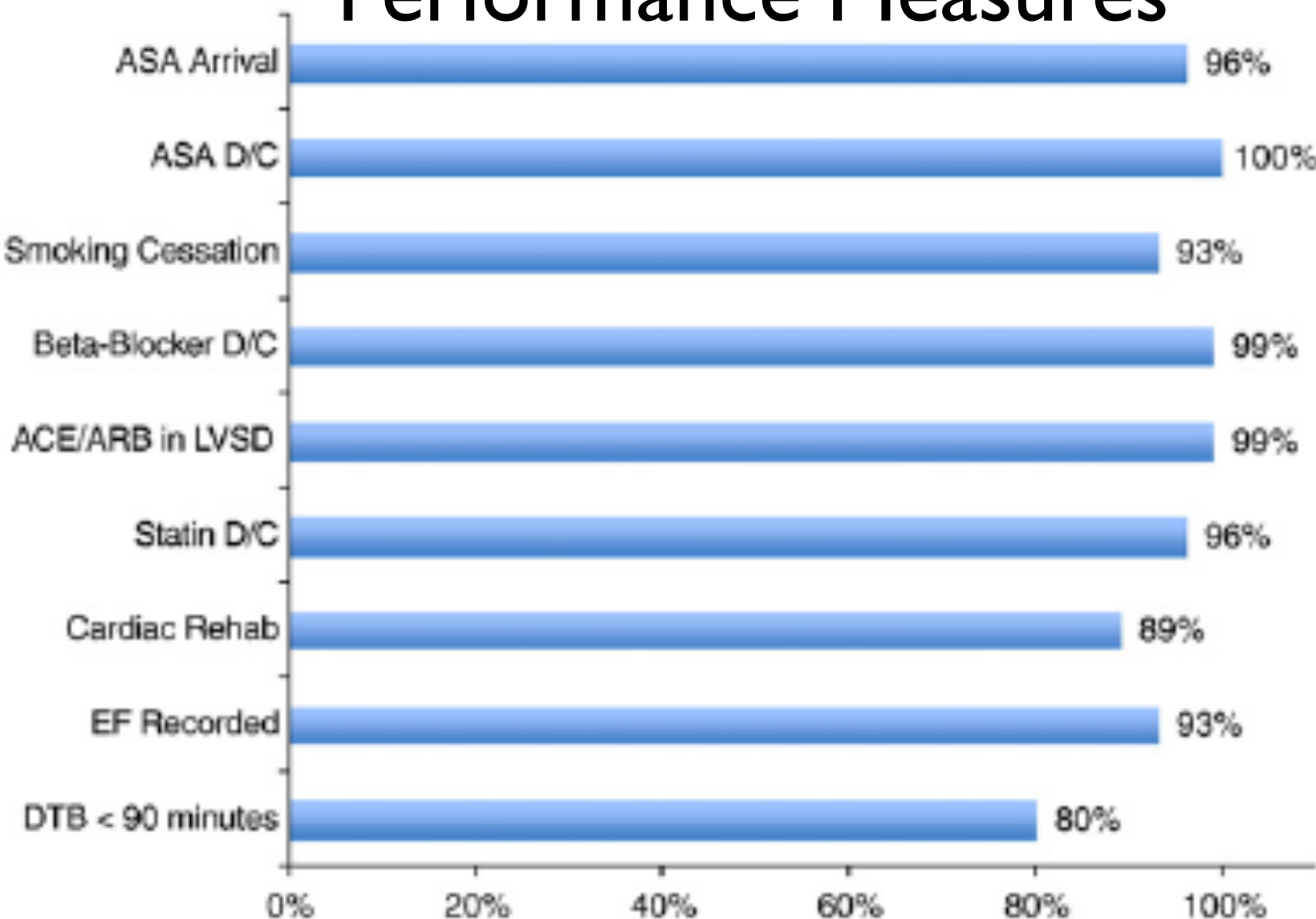
ACS patients were enrolled in a study comparing the use of CPOE with standard of care.

Results

Patients in the CPOE group had significantly higher rates of adherence to guideline recommendations for ASA arrival, ASA D/C, Smoking Cessation, Beta-Blocker D/C, ACE/ARB in LVSD, Statin D/C, Cardiac Rehab, EF Recorded, and DTB < 90 minutes compared to the standard of care group.

Conclusion

The use of CPOE was associated with improved adherence to guideline recommendations for the management of ACS patients.



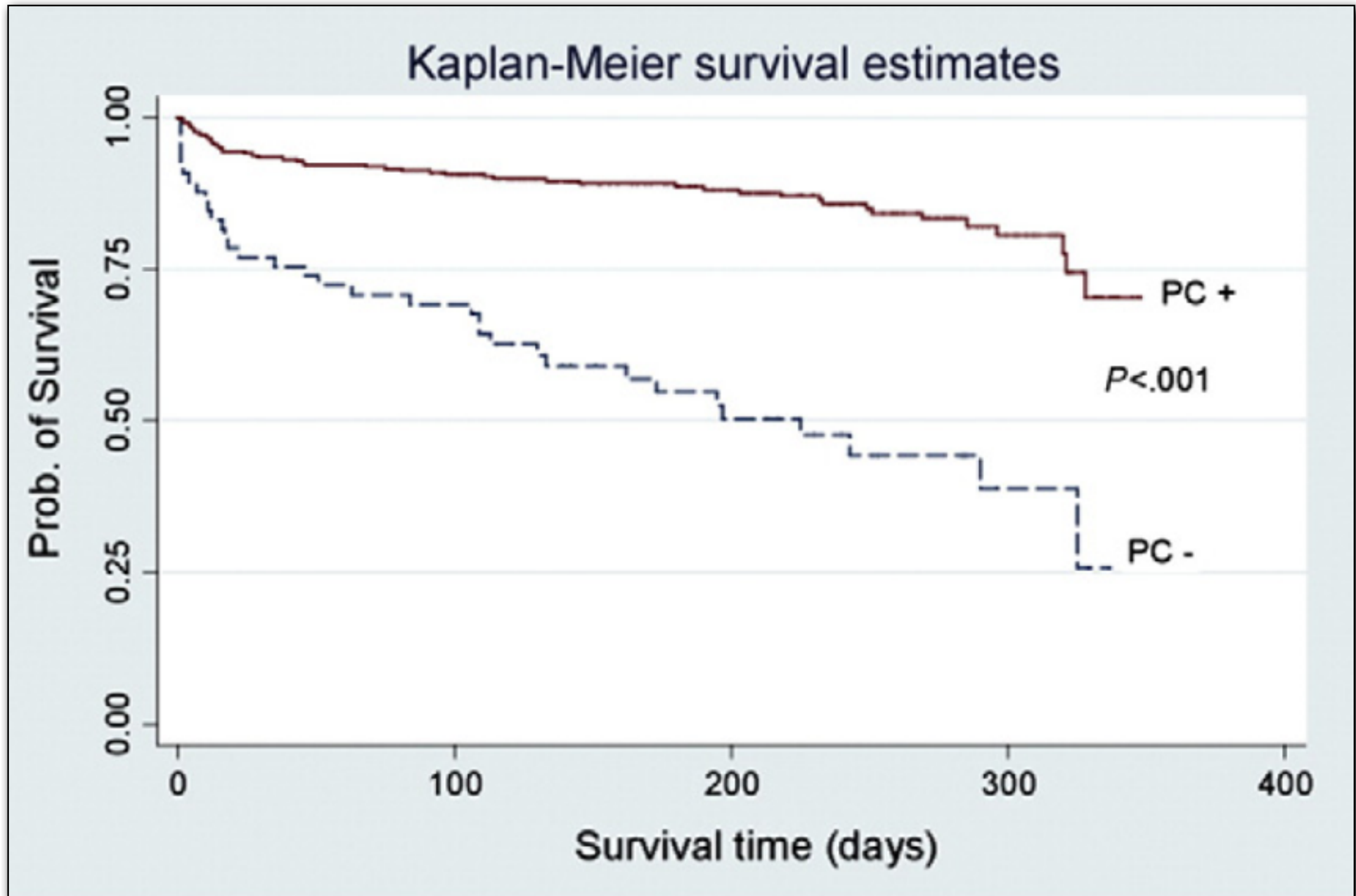
measuring hospital admission with acute coronary syndrome (ACS) and computer assisted decision support (CPOE).

1,321 consecutive patients were enrolled in the study.

Patients in the CPOE group had significantly higher rates of adherence to guideline recommendations for ASA arrival, ASA D/C, Smoking Cessation, Beta-Blocker D/C, ACE/ARB in LVSD, Statin D/C, Cardiac Rehab, EF Recorded, and DTB < 90 minutes compared to the standard of care group.

The use of CPOE was associated with improved adherence to guideline recommendations for the management of ACS patients.

Perfect Care



Help is Available



Designed by Interventional Cardiologists, for Interventional Cardiologists.



- ★ Independent
- ★ Objective
- ★ Evidence-based
- ★ Peer reviewed
- ★ Appeal process

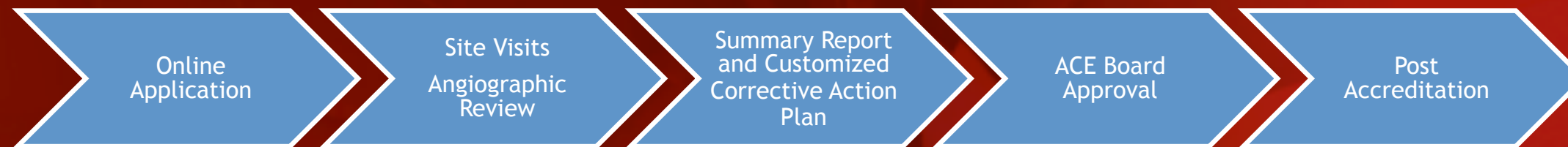


ACE

Accreditation for Cardiovascular Excellence

COACHING AND MENTORING PROCESS

5 - Step Process



- ACE RN/Physician Review
- Continuous support through the validation process
- On-site chart and data reviews
- Web based angiographic reviews
- ACE continues collaborative work with sites to facilitate change and provide tools

Accreditation and Peer Review Services www.cvexapl.org



Carotid Artery Stenting (CAS)



Cardiac Catheterization (CC)



Percutaneous Coronary Intervention (PCI)



Peripheral Vascular Disease (PVD)



ACE

Accreditation for Cardiovascular Excellence

Quality in Invasive Cardiovascular Care



Do Not Miss This Boat





Do Not Miss This Boat



Healthcare Reform

- ★ Quality champion.
- ★ Meaningful use.
- ★ Appropriate use.
- ★ Safety leader.

SCAI Quality Improvement Toolkit



Working on QUALITY, One Cath Lab at a Time



The Society for Cardiovascular
Angiography and Interventions

www.SCAI.org/QIT

SCAI Quality Improvement Toolkit

You NEED to become a Quality Champion



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Thank You