

# What is Missing in ACOs Today



**Interview with: Robert Higgs, Founder and CEO/President, and Christopher Kellogg, Chief Operating Officer, ISeeYouCare, Inc.**

"Most ACOs lack the technology that would truly achieve care across the continuum as established by CMS. Interoperability, being the overall mission of the ACO Program. Meaning, ACOs must have the ability to track and monitor a patient's care when receiving medical services outside their own healthcare system. Achieving that one specific objective would provide every care provider, at the point of care, the ability to make the most clinically informed decision on behalf of the patient which results in better outcomes. ISeeYouCare believes there are two components to the healthcare system that are relevant, a patient and a care provider. Both are singular in nature and only one is mobile throughout their lifetime, the patient," according to Christopher Kellogg Chief Operating Officer, **ISeeYouCare, Inc.**

"There are currently over 400,000 preventable deaths in hospitals every year and over USD 700 billion spent on unnecessary diagnostic tests. There is

so much more that we can do to reduce those numbers," suggests Robert Higgs, Founder and CEO.

ISeeYouCare, Inc. Is a solution provider at the **marcus evans ACO & Payer Leadership Summit Fall 2018**, taking place in Irving, Texas, September 17-18.

## **What is missing from most health platforms and EHR systems?**

Higgs: What is lacking today is a virtual, longitudinal medical history of every consumer that is transferable, transparent, controlled and owned by the consumer. People are mobile, so they must own their records wherever they are, and be able to share it securely with their provider.

## **How does your platform differ? How does it enable people to have a healthier lifestyle and manage chronic conditions better?**

Kellogg: Our platform can communicate with other disparate systems, collect information and aggregate it back to our system, so that patients have an all-encompassing universal record. It has clinical decision support tools built-in to help people achieve a healthier lifestyle. This game-changing platform is the only one in the market that allows doctors to see all the information they need on a patient.

Higgs: ACOs were created to provide continuum of care across the entire healthcare landscape. There was never a provision for EHR systems in ACOs to communicate with each other. At the moment, in a best-case scenario, providers might take the time to call another care provider's office and ask them to fax a record. Faxed and scanned records represent unstructured and non-actionable data, making it difficult for care providers to use that data in any meaningful way.

ACOs can license a Universal Personal Health Record (PHR) to augment their EHR, and get full access to all 17 sections of a patient's record including all imaging. The solution supports Chronic Care Management, eTelehealth,

Remote Monitoring and more. Remote monitoring enables a Hospital to monitor a patient's health vitals and more post discharge in real time.

## **What potential does this technology hold for cost reduction?**

Kellogg: It reduces fraud and unnecessary tests. When patients present at a point of care medical facility with all their history, there is no need to re-run all the tests. According to the GAO, the costs associated with redundant and unnecessary diagnostic test represents USD 700 billion a year, almost 20 percent of US healthcare.

Higgs: Even after spending hundreds of billions of dollars on electronic records, the latest statistics show there are over 400,000 preventable deaths in hospitals each year. That makes it the third leading cause of death in the US behind heart disease and cancer yet nobody is talking about it. The key word is that this is preventable. Heart disease and cancer are not necessarily preventable, but unnecessary deaths due to errors are. That is the mission for our company. We want to contribute to the reduction in those numbers.

Physicians can finally be in that ideal position with 100 percent of a patient's history in front of them

## About the ACO & Payer Leadership Summit Fall 2018

The **marcus evans Healthcare Summits group** delivers peer-to-peer information on strategic matters, professional trends and breakthrough innovations.



Please note that the Summit is a closed business event and the number of participants strictly limited.

The ACO & Payer Leadership Summit is the premium forum bringing senior level executives from both public and private health insurance plans, ACOs, and integrated hospital systems together with solution providers. The Summit offers an intimate environment for a focused discussion of key new drivers shaping the healthcare industry. Taking place at the Four Seasons Resort & Club Dallas at Las Colinas, Irving, Texas, September 17-18, the Summit includes presentations on consumer-driven innovation, payer-provider relations, population health management and payment model innovation.

<http://acopayerleadership.marcusevans-summits.com>

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## About ISeeYouCare, Inc.

ICUcare, Inc. the predecessor to ISeeYouCare, Inc. together, have developed the most comprehensive digital health eco-system in the world. It has proven itself on three continents. The most recent development, the Universal Smart Health Card Data Management system, winner of the 2016 G2XChange Federal Innovation Health IT Challenge is being hailed as a "real game changer"!

Developed for the patient/consumer and marketed to Payers due to its inherent cost savings capabilities in the order of 9 to 12 ROI each year. This is something you really must see to believe! We look forward to meeting with you in Dallas. Robert E. Higgs, President/CEO

[www.icucare.com](http://www.icucare.com)

## About **marcus evans** Summits

**marcus evans** Summits are high level business forums for the world's leading decision-makers to meet, learn and discuss strategies and solutions. Held at exclusive locations around the world, these events provide attendees with a unique opportunity to individually tailor their schedules of keynote presentations, case studies, roundtables and one-on-one business meetings.

For more information, please visit: [www.marcusevans.com](http://www.marcusevans.com)

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To view the web version, please click here:

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