

# CLINICAL EXCELLENCE VALUE VISIT

## STRATEGIC LEVERS FOR EFFECTIVE MEDICAL COST MANAGEMENT

Monday, September 16 – Thursday, September 19, 2024  
Hotel Albuquerque at Old Town | Albuquerque, New Mexico

### AGENDA AT A GLANCE

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#### Monday, September 16

6:00 – 8:00 PM Welcome Reception at Presbyterian Health Plan Place

#### Tuesday, September 17

7:30 – 8:30 AM Breakfast

8:30 – 8:45 AM Getting Started

8:45 – 9:45 AM Keynote  
Driving Efficiency and Excellence in Healthcare through **Medical Cost Management**

9:45 – 10:00 AM Break

10:00 – 12:00 PM Transforming Care Approaches with **Patient-Centered Care Models**

12:00 – 1:00 PM Lunch

1:00 – 2:30 PM Keynote  
**Health Equity Heroes: Strategies for Inclusive Healthcare**

2:30 – 2:45 PM Break

2:45 – 3:30 PM Presentation & Panel Discussion  
**Utilization Management: Unlocking the Power of Clinical Leadership in Cost Management**

3:30 – 3:45 PM Break

3:45 – 4:30 PM **Pharmacy Power Play: Transforming Health Plans with PBM Strategies**

6:00 PM Dinner – Sawmill Market

#### Wednesday, September 18

7:30 – 8:30 AM Breakfast

8:30 – 10:00 AM Key Note  
**Technology Integration: Harnessing the Power of AI in Care Management**

10:00 – 10:30 AM Break and Book Signing

10:30 – 11:15 AM Industry Power Rounds: **Chronic Disease Management Solutions**

11:15 – 12:00 PM Lab Service Legends: Strategies for **Network Optimization**

12:00 – 1:00 PM Lunch

1:00 – 2:00 PM Interactive Exercise  
**Where Is The Payoff: Ranking Cost Management Levers**

2:00 – 2:15 PM Break

2:15 – 3:15 PM **Alternative Payment Models: Exploring Innovative Models**

3:15 – 3:30 PM Break

3:30 – 4:30 PM **Digital Health Maturity** and considerations for Medical Cost Management

6:00 PM Dinner – Church Street Café

#### Thursday, September 19

8:00 AM Breakfast

# MONDAY, SEPTEMBER 16

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5:30 PM  
6:00 – 8:00 PM

Meet at Hotel for Transportation  
Reception at Presbyterian Health Plan Place  
2100 Louisiana Blvd NE, Suite 408  
(next to Albuquerque Hearing and Balance across parking lot from Regal Cinemas)

# TUESDAY, SEPTEMBER 17

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7:00 – 8:00 AM

Breakfast – TBD

8:00 – 8:15 AM

Getting Started & Welcome

John Johnson  
VP of Operations  
Presbyterian Health Plan

8:15 – 9:45 AM

Keynote Address

**Medical Cost Management:** Driving Efficiency and Excellence in Healthcare

In today's rapidly evolving healthcare landscape, managing medical costs effectively has become a paramount concern for health plans and providers alike. Rising expenses, coupled with the increasing demand for high-quality care, and changing regulations necessitate innovative and strategic approaches to cost management. This keynote will provide an overview of the critical considerations for health plans.

Susan Dentzer  
President & CEO  
America's Physician  
Groups

9:45 – 10:00 AM

Break

10:00 AM – 11:00 AM

**Patient-Centered Care Models:** Transformative Care Approaches

This session will delve into the transformative power of patient-centered care models in managing medical costs while improving patient outcomes. We will explore successful implementations highlighting unique strategies and impactful results.

- **Presbyterian MA Specialty Practice:** Discover how Presbyterian's Medicare Advantage Specialty Practice is redefining patient care through focused, specialty-driven approaches that cater to the specific needs of Medicare Advantage members.
- **Presbyterian The Health Plan Place:** Learn about The Health Plan Place, an initiative designed to provide personalized, accessible healthcare services. This presentation will emphasize how creating community-based healthcare hubs can enhance patient engagement, streamline care coordination, and reduce overall healthcare costs.

Sam Hinton  
Director  
Presbyterian Medicare  
Advantage Clinic

Jess Sanchez  
Director  
Health Plan Place

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11-12:15 PM	<p><b>Pharmacy Power Play:</b> Enhancing Efficiencies in Strategic initiatives in Pharmacy Benefit Management (PBM) can transform health plans. Innovative strategies and best practices can boost efficiency and achieve significant savings. Join us for a fireside chat with leading industry experts.</p>	TBD
12:15 – 1:15 PM	Lunch	
1:15 – 2:45 PM	<p>Keynote Address</p> <p><b>Health Equity: Beyond the Buzz – Paving the Way for Equal Access and Quality Care for All:</b> This address will provide a comprehensive understanding of health equity and its critical importance in healthcare. Attendees will learn about the impact of health disparities and social determinants of health on patient outcomes and overall healthcare costs. Methods for building organizational competencies in equity concepts and fostering an inclusive company culture will be explored. Key strategies for embedding health equity into clinical operations, improving cultural competency, and engaging diverse stakeholders will be discussed. The session will also highlight the importance of data in identifying and addressing health disparities to drive continuous quality improvement and promote sustainable change in healthcare.</p> <ul style="list-style-type: none"> <li> <p>• <b>Case Study: Western Health Advantage: Innovative Approaches to Flu Vaccination Outreach</b> Western Health Advantage will share insights from its innovative flu vaccination campaign aimed at improving health outcomes in its service area. This case study delves into the creative approaches employed to reach is Spanish-speaking populations, including the use of mobile clinics, targeted messaging, and partnerships with community organizations.</p> </li> <li> <p>• <b>Case Study: Community Health Plan of Washington</b> CHPW aims to become an anti-racist organization by identifying and changing systems, processes and policies that hinder equity. Its team will share practical insights and lessons learned in fostering a culture to advance equity. CHPW aspires to create a culture where equity is not just a goal but one day a lived reality for everyone.</p> </li> </ul>	<p>Faith Dyson Washington Principal Health Management Associates</p> <p>Dr. Tasnim Khan, Chief Medical Officer</p> <p>National Hispanic Medical Association</p> <p>Fathiya Abdi Program Manager, DEI</p> <p>Ugbad Hassan Program Manager II, Health Equity</p>
2:45 – 3:00 PM	Break	

3:00 – 4:30 PM

Presentation & Panel Discussion

**Utilization Management:** Unlocking the Power of Clinical Leadership in Cost Management

Presentation

Utilizing their unique insights and expertise, clinical leaders can significantly impact health plan costs. This session will delve into actionable strategies and real-world examples, demonstrating how clinical leaders can leverage their positions to implement cost-saving measures while ensuring quality of care.

Tom Lundquist, MD  
President  
Vital Insights, LLC

Panel Discussion

- Marsha Barlocker, Sr. Director of Quality and Case Management @ Health Team Advantage
- Ted Regalia, VP Pharmacy Benefits @ Network Health
- Dr. Traci Biondi, Chief Medical Officer @ Prominence Health Plan
- Michael Lunzer, CEO @ Iility Health

Panel

6:00

Networking Dinner - Sawmill Market (1909 Bellamah Ave NW, Albuquerque, NM)

## WEDNESDAY, SEPTEMBER 18

7:30 – 8:30 AM

Breakfast

8:30 – 10:00 AM

Key Note:

**Technology Integration:** Harnessing the Power of AI in Care Management

Explore how AI can revolutionize care management through technology integration. This keynote will provide actionable strategies and real-world examples, showcasing how AI can be harnessed to enhance patient care, improve operational efficiency, and drive cost savings.

Mendel Erlenwein  
Founder  
Previva Health Group

10:00 – 10:30 AM

Break and Book Signing

10:30 – 11:15 AM

**Industry Power Rounds: Chronic Disease Management Solutions**

Join us for an exciting series of back-to-back presentations from leading vendors in the field of chronic disease management. Each vendor will have a brief, focused session to showcase their innovative solutions and approaches to tackling chronic conditions. This fast-paced format ensures you get a comprehensive overview of the latest technologies and strategies in a short amount of time.

TBD

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11:15 – 12:00 PM	Lab Service Legends; Strategies for <b>Network Optimization</b> Navigate the complexities of network optimization with expert insights into how leading healthcare organizations are optimizing their lab services. This session will uncover best practices, innovative strategies, and success stories that demonstrate how to enhance lab service delivery, improve patient outcomes, and reduce costs.	Mike Snyder, EVP of Network Avalon
12:00 – 1:00 PM	Lunch	
1:00 – 2:00 PM	Interactive Exercise led by Toney Healthcare <b>Where Is The Payoff: Ranking Cost Management Levers</b>	All Attendees
2:00 – 2:15 PM	Break	
2:15 – 3:15 PM	<b>Alternative Payment Models: Payment Paradigm Shifts: Exploring Innovative Models</b> Explore the transformative impact of one organization's effort to design payment models through the lens of contract modeling. This session will explore how detailed modeling of contracts can provide valuable insights and enhance decision-making for health plan executives.	Brady Gear Vice President of Network Strategy Presbyterian Health Plan
3:15 – 3:30 PM	Break	
3:30 – 4:30 PM	<b>Digital Health Maturity: Considerations for Medical Cost Management</b>	Chenny S., Sr. Director Product Management & Strategy, Cognizant
6:00	Networking Dinner – Church Street Café (2111 Church St NW, Albuquerque, NM)	

## THURSDAY, SEPTEMBER 19

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8:00 am	Networking Breakfast
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