DISCERN HEALTH

Provider Organization Capabilities

About Discern Health

Discern advises clients across the private and public sectors. Our focus is on helping to define the value of health care services through quality-based payment and delivery models. These models align performance with incentives by rewarding doctors, hospitals, suppliers, and patients for working together to improve health care while lowering total costs.

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DiscernHealth.com

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Federally registered small business
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As value-based care transforms the US health care market, provider organizations are facing significant challenges. Hospitals, accountable care organizations (ACOs), health systems, clinician practices, post-acute and long-term-care organizations, serious illness care providers, integrated delivery networks, and many others are adapting their business models by implementing value and quality strategies.

Efforts to transition to value-based care payment and delivery models must meet the demands of changing regulations, evolving science, new care delivery methods, and shifting patient priorities. Performance measures must be up-to-date and relevant. Payment models must recognize the challenges and costs of managing complex patient populations with diverse needs. Quality improvement initiatives must be driven by data and focus on the Institute for Healthcare Improvement Triple Aim. To keep patients' needs as the central focus and the burden on providers at bay, organizations must have the information they need to effectively manage these competing priorities.

Our Expertise

Discern partners with a variety of health care stakeholders, including providers, health plans, professional societies, measure developers, quality groups, patient groups, and government agencies, to improve and enhance success with value-based care initiatives. We offer a wide range of subject matter expertise and technical capabilities to solve challenges related to performance measurement and improvement. Our expertise includes:

- Quality & Value Strategy Development
- Payment Model Simulation & Data Analytics
- Measure Development & Measurement Systems
- Performance & Data Model Development
- Value-Based Contracting
- Research to Evaluate Programs or Interventions
- Project Implementation
- Quality Improvement & Practice Transformation
- Merit-based Incentive Payment System (MIPS) Improvement Activity Development
- Policy Forecasting & Analysis
- Internal & External Education & Dissemination
- Stakeholder Partnering Across the System

Our team provides the expertise of a larger firm, while maintaining the responsiveness and personalized approach of a small firm.

Discern staff members also are affiliated with provider groups such as Johns Hopkins Medicine, the National Partnership for Hospice Innovation, and the Advancing Excellence in Long-Term Care Collaborative.

The Discern team has decades of leadership experience with health care measurement and payment models at national organizations including the Centers for Medicare & Medicaid Services (CMS), National Quality Forum (NQF), and National Committee for Quality Assurance (NCQA).

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Discern has directly supported value-based health care initiatives nationally and in more than 15 states.

Select Project Examples

Quality Improvement Activity Partnership & Development
Oncology Physician Practice & Life Sciences Company

Discern supported a partnership between a pharmaceutical company and a large community oncology physician practice, including its specialty pharmacy. The partnership was aimed at identifying quality improvement opportunities to enhance coordination of prescribing for multiple myeloma patients. To identify gaps in workflow and quality improvement opportunities relevant to oral drug prescribing for cancer, Discern conducted site visits to evaluate gaps in clinical practice activities, patient education, and quality measurement.

Market Analysis & Data Modeling for a New Program
Presbyterian Senior Living

Discern collaborated with a senior living organization in Pennsylvania to conduct a market analysis and develop a business plan, including a cost and pricing model, for marketing a new program to an ACO. The analysis included modeling related to the organization's capacity to reduce costs and improve performance on quality measures.

Return on Investment (ROI) Modeling for Care Intervention Implementation
Nexus Montgomery Regional Partnership

A coalition of six hospitals in Montgomery County, Maryland commissioned Discern to assist with a funding request to the Maryland Health Services Cost Review Commission to support the development of a multipart care intervention. As part of this work, Discern detailed the ROI calculations for each of the interventions and the time frame for achieving a cumulative net savings. The coalition received funding and the ROI analysis was cited as an especially strong part of the application.

Patient-Centered Specialty Practice (PCSP) Transformation & Recognition
Georgetown Multiple Sclerosis and Neuroimmunology Center & Life Sciences Company

Through support from a pharmaceutical manufacturer seeking to improve the quality of care coordination and management for patients receiving care for multiple sclerosis, Discern partnered with a large specialty clinic to coach staff and physicians on PCSP transformation. Discern also supported the clinic in submitting evidence for, and achieving, NCQA Level 3 recognition. Discern staff members have additional subject matter expertise in NCQA's Oncology Medical Home recognition standards and process.

MIPS Improvement Activity (IA) Development & Submission for CMS Quality Payment Program
Professional Societies & Patient Advocacy Groups

Discern has worked with several clients to evaluate existing IAs relevant to specific therapeutic conditions and to select new IA concepts for development. In addition, Discern has facilitated multi-stakeholder partnerships, worked with those partners to develop new IAs, and helped to submit documentation forms for CMS consideration.

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