

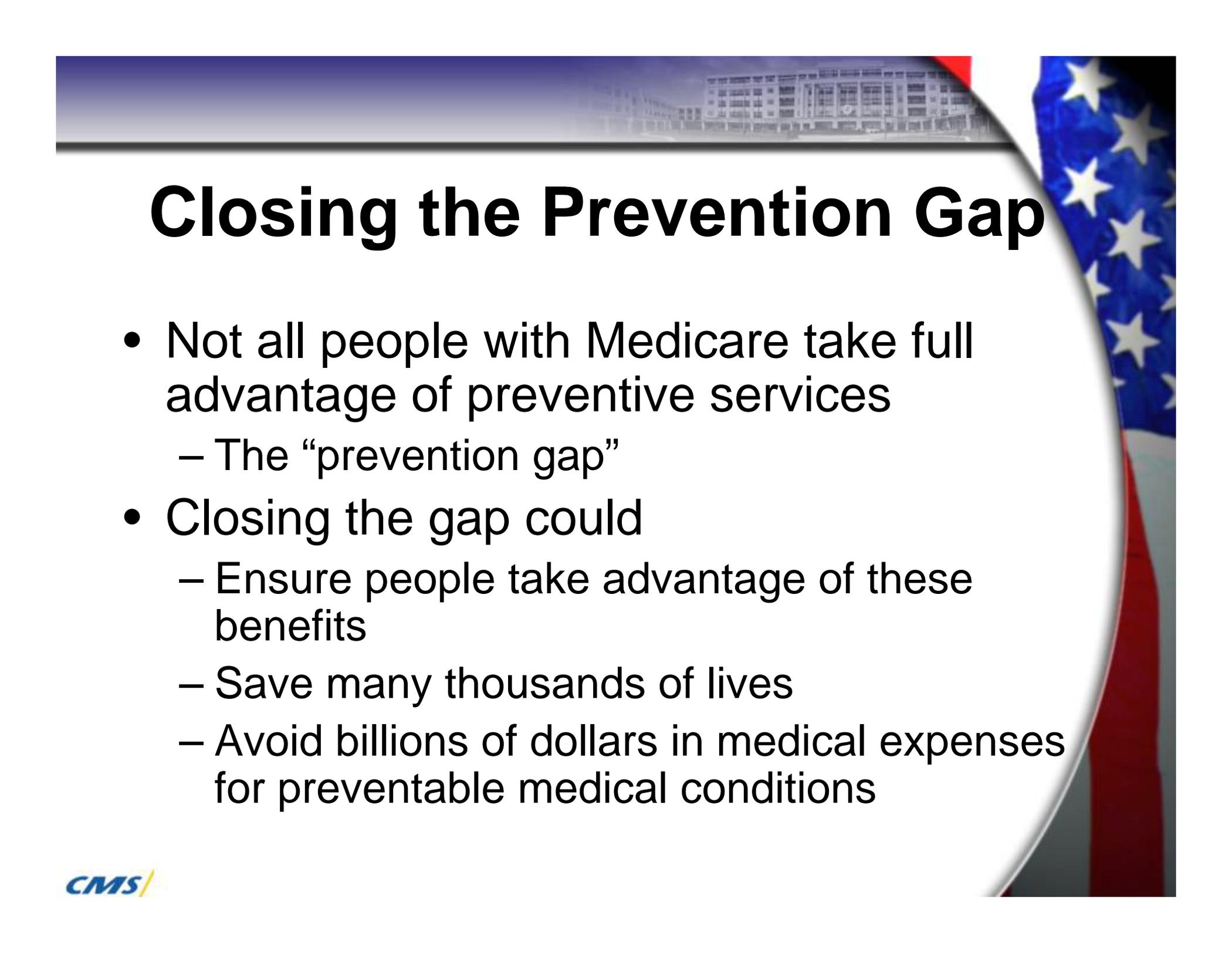
Medicare Prevention Focus

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Preventive Services

- Medicare-covered preventive services help
 - Prevent disease
 - Diagnose disease early when it is most treatable
 - Manage disease so complications can be avoided
 - Realize cost savings



Closing the Prevention Gap

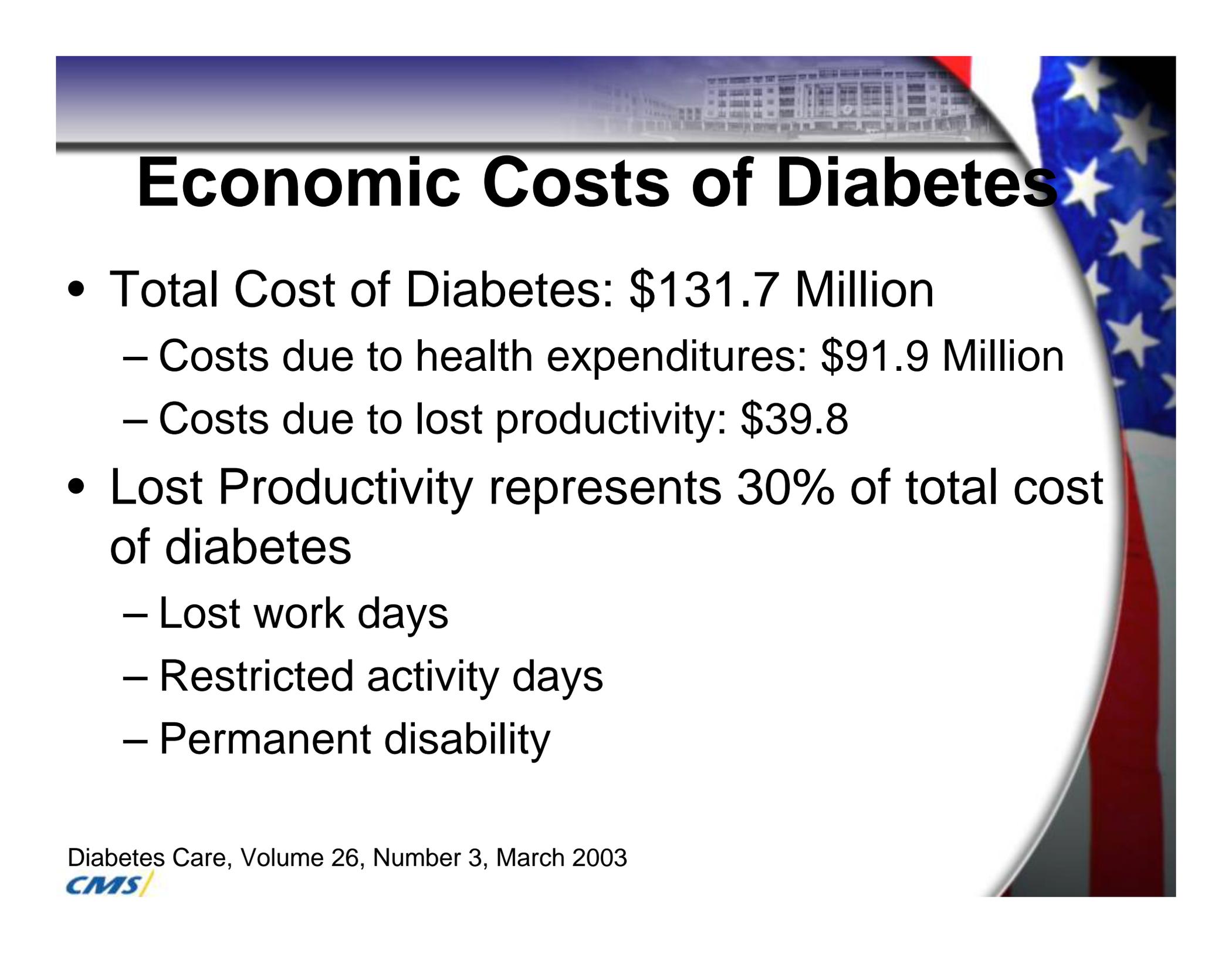
- Not all people with Medicare take full advantage of preventive services
 - The “prevention gap”
- Closing the gap could
 - Ensure people take advantage of these benefits
 - Save many thousands of lives
 - Avoid billions of dollars in medical expenses for preventable medical conditions

Prevention Problem

TOTAL MEDICARE PAYMENTS FOR PQI HOSPITALIZATIONS, 1995 AND 2001

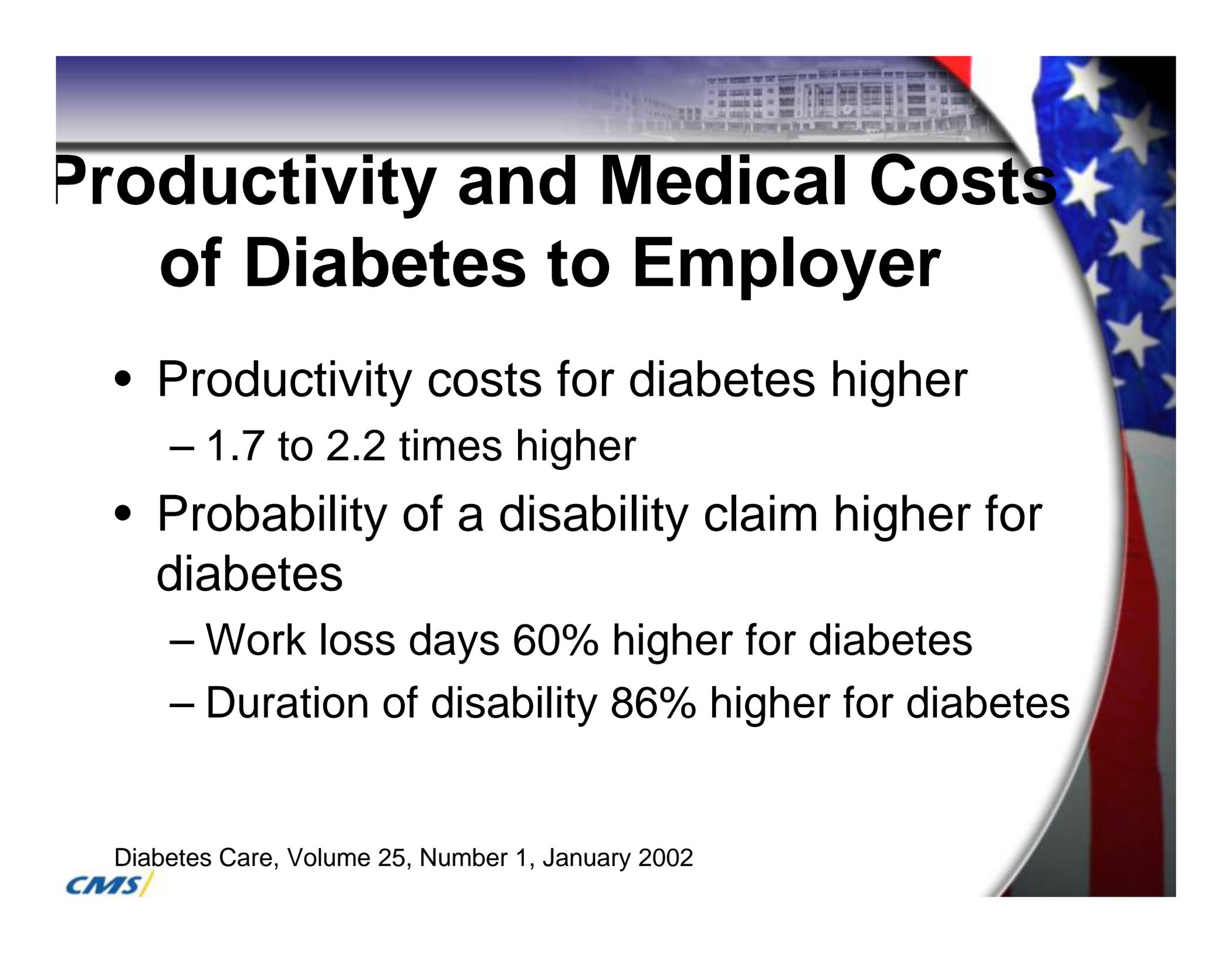
	Year 2001 Payments	5% Saving	10% Saving	20% Saving
CONGESTIVE HEART FAILURE	3,829,131,296	191,456,565	382,913,130	765,826,259
BACTERIAL PNEUMONIA	3,083,086,363	154,154,318	308,308,636	616,617,273
COPD	1,767,023,938	88,351,197	176,702,394	353,404,788
DIABETES LONG TERM COMPLICATION	947,957,162	47,397,858	94,795,716	189,591,432
URINARY INFECTION	869,616,059	43,480,803	86,961,606	173,923,212
DEHYDRATION	755,833,815	37,791,691	75,583,382	151,166,763
LOWER EXTREMITY AMPUTATION	643,469,317	32,173,466	64,346,932	128,693,863
ADULT ASTHMA	308,802,016	15,440,101	30,880,202	61,760,403
PERFORATED APPENDIX	129,726,461	6,486,323	12,972,646	25,945,292
ANGINA	120,711,633	6,035,582	12,071,163	24,142,327
HYPERTENSION	120,096,630	6,004,832	12,009,663	24,019,326
DIABETES SHORT TERM COMPLICATION	109,323,970	5,466,199	10,932,397	21,864,794
DIABETES UNCONTROLLED	77,422,587	3,871,129	7,742,259	15,484,517
Total	12,762,201,247	638,110,062	1,276,220,125	2,552,440,249

Notes: Includes hospitalizations among FFS Medicare beneficiaries for AHRQ PQI measures. Dollars are nominal dollars.



Economic Costs of Diabetes

- Total Cost of Diabetes: \$131.7 Million
 - Costs due to health expenditures: \$91.9 Million
 - Costs due to lost productivity: \$39.8
- Lost Productivity represents 30% of total cost of diabetes
 - Lost work days
 - Restricted activity days
 - Permanent disability



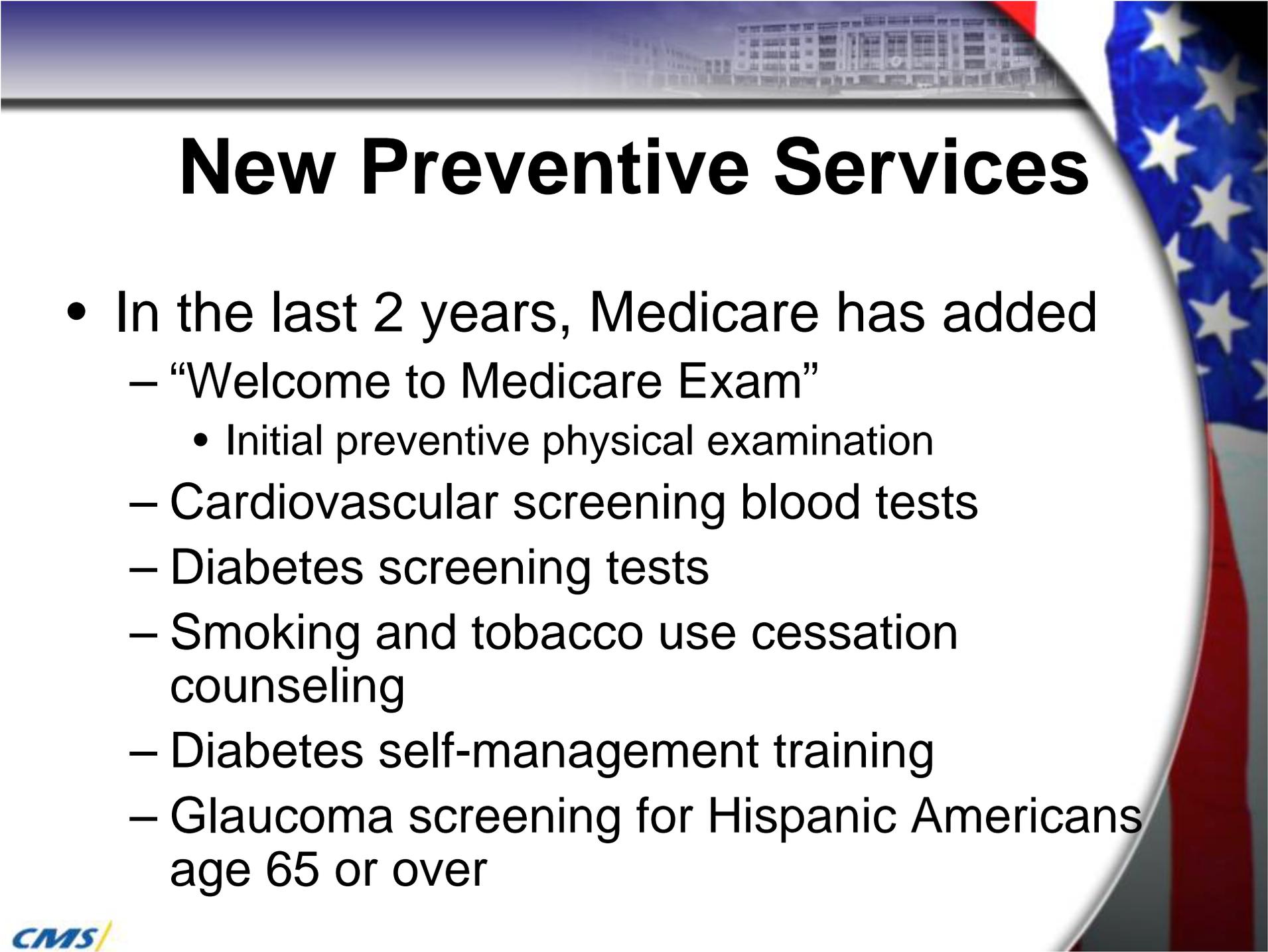
Productivity and Medical Costs of Diabetes to Employer

- Productivity costs for diabetes higher
 - 1.7 to 2.2 times higher
- Probability of a disability claim higher for diabetes
 - Work loss days 60% higher for diabetes
 - Duration of disability 86% higher for diabetes



What CMS is Doing

- CMS is committed to promoting the appropriate use of Medicare preventive benefits
 - Prevention materials for educating communities
 - Medicare Advantage Special Needs Plans
 - **Medicare Health Support** case management
 - Programs like ***Take a Loved One for a Checkup Day***
 - Prevention research and demonstrations
 - Collaborating with
 - American Heart Association (AHA)
 - American Cancer Society (ACS)
 - American Diabetes Association (ADA)

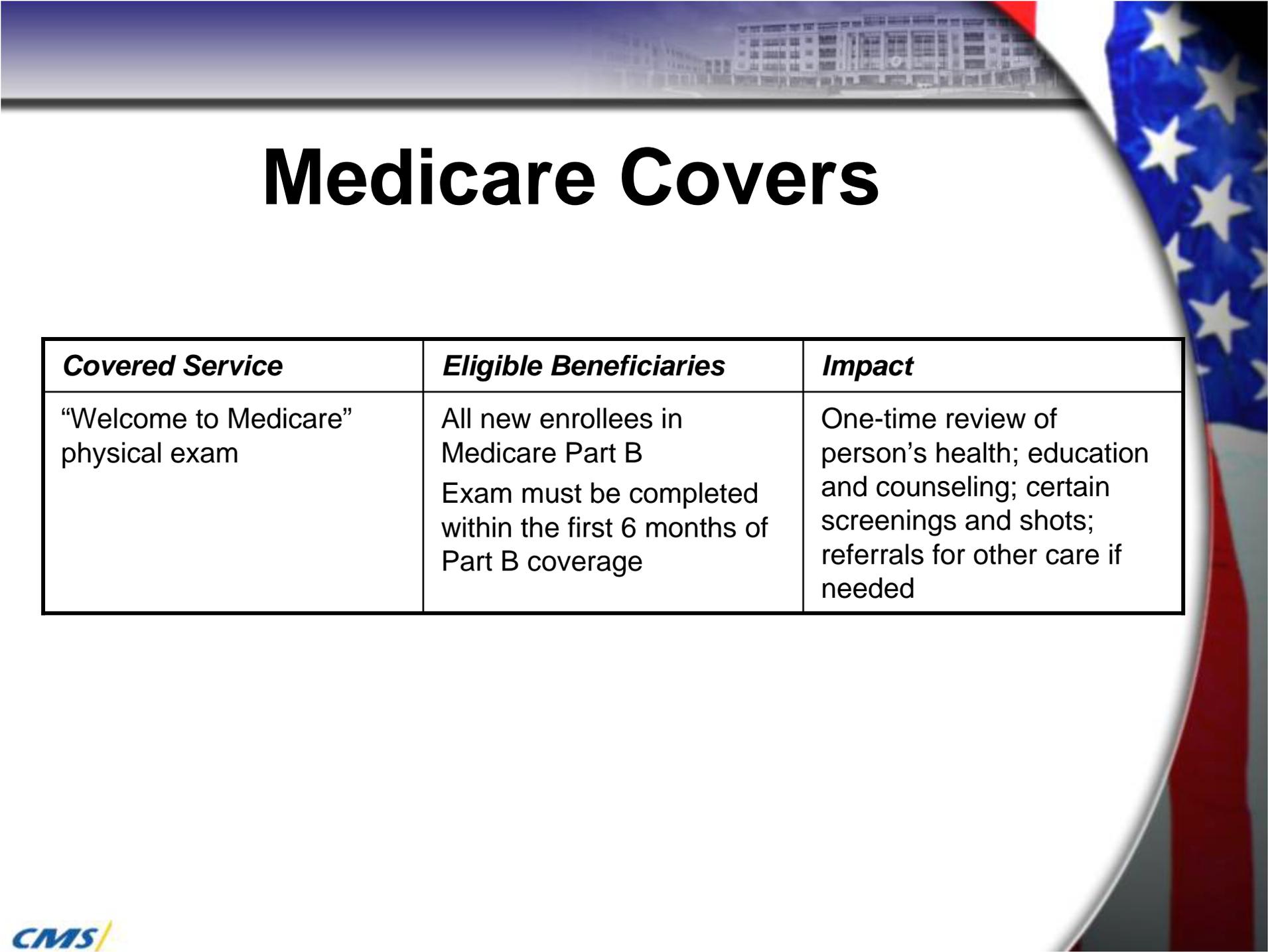


New Preventive Services

- In the last 2 years, Medicare has added
 - “Welcome to Medicare Exam”
 - Initial preventive physical examination
 - Cardiovascular screening blood tests
 - Diabetes screening tests
 - Smoking and tobacco use cessation counseling
 - Diabetes self-management training
 - Glaucoma screening for Hispanic Americans age 65 or over

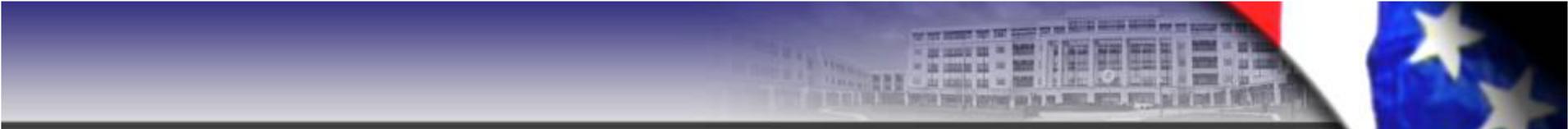
Prevention Gap

<i>Covered Service</i>	<i>Eligible Beneficiaries</i>	<i>Utilization</i>
Pap Test and Pelvic Exam	All women, every 24 months Women at high risk, every 12 months	36.3%
Prostate Cancer Screening	Men over age 50, once every 12 months	54.2%
Screening Mammograms	All women age 40 or older, once every 12 months	54.69%
Pneumococcal Shot	All people, generally only needed once in lifetime	65.2%
Flu Shots	All people, once a flu season	68%
Cardiovascular screenings	All people with Medicare, every 5 years Part B deductible and coinsurance do not apply	82.6%



Medicare Covers

<i>Covered Service</i>	<i>Eligible Beneficiaries</i>	<i>Impact</i>
“Welcome to Medicare” physical exam	All new enrollees in Medicare Part B Exam must be completed within the first 6 months of Part B coverage	One-time review of person’s health; education and counseling; certain screenings and shots; referrals for other care if needed



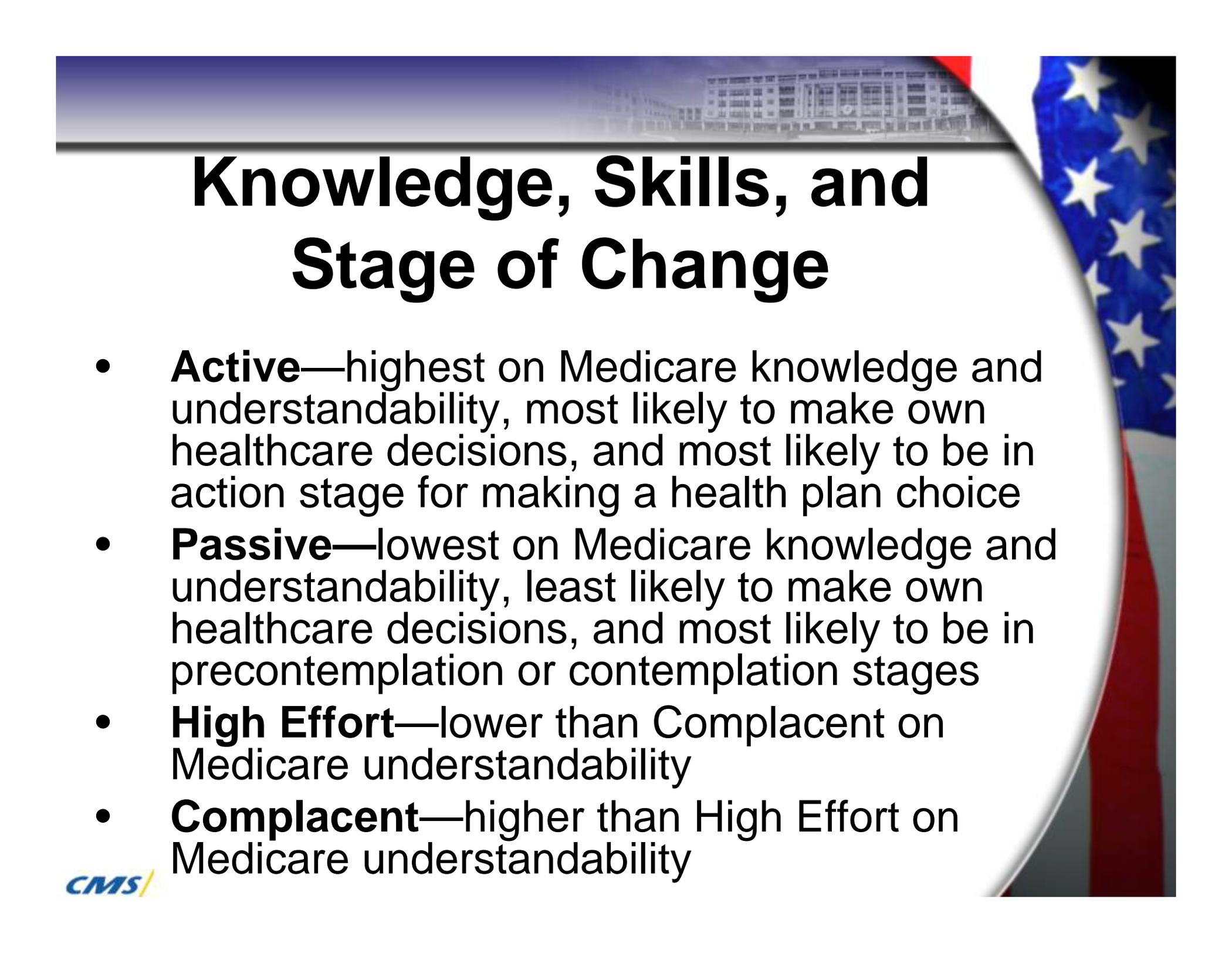
ew Preventive Benefits in 2007

- Beginning January 1, 2007
 - Ultrasound screening for abdominal aortic aneurysms
 - No deductible for colorectal cancer screening
 - Previously subject to Part B deductible



Medicare Consumer – Prevention Focus

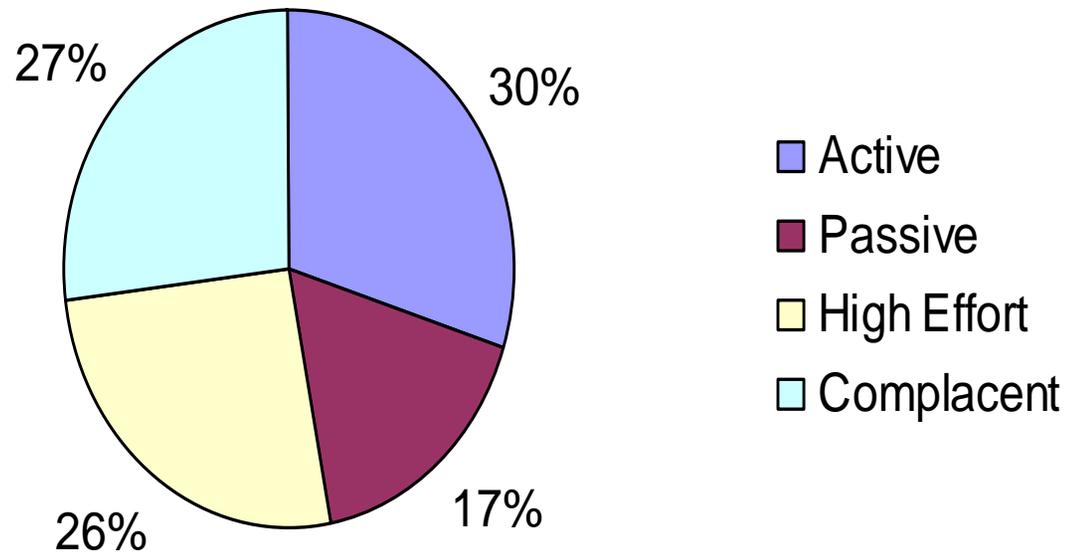
- Compare Web sites - enhance user friendly aspects
- Tailored approaches for Consumers

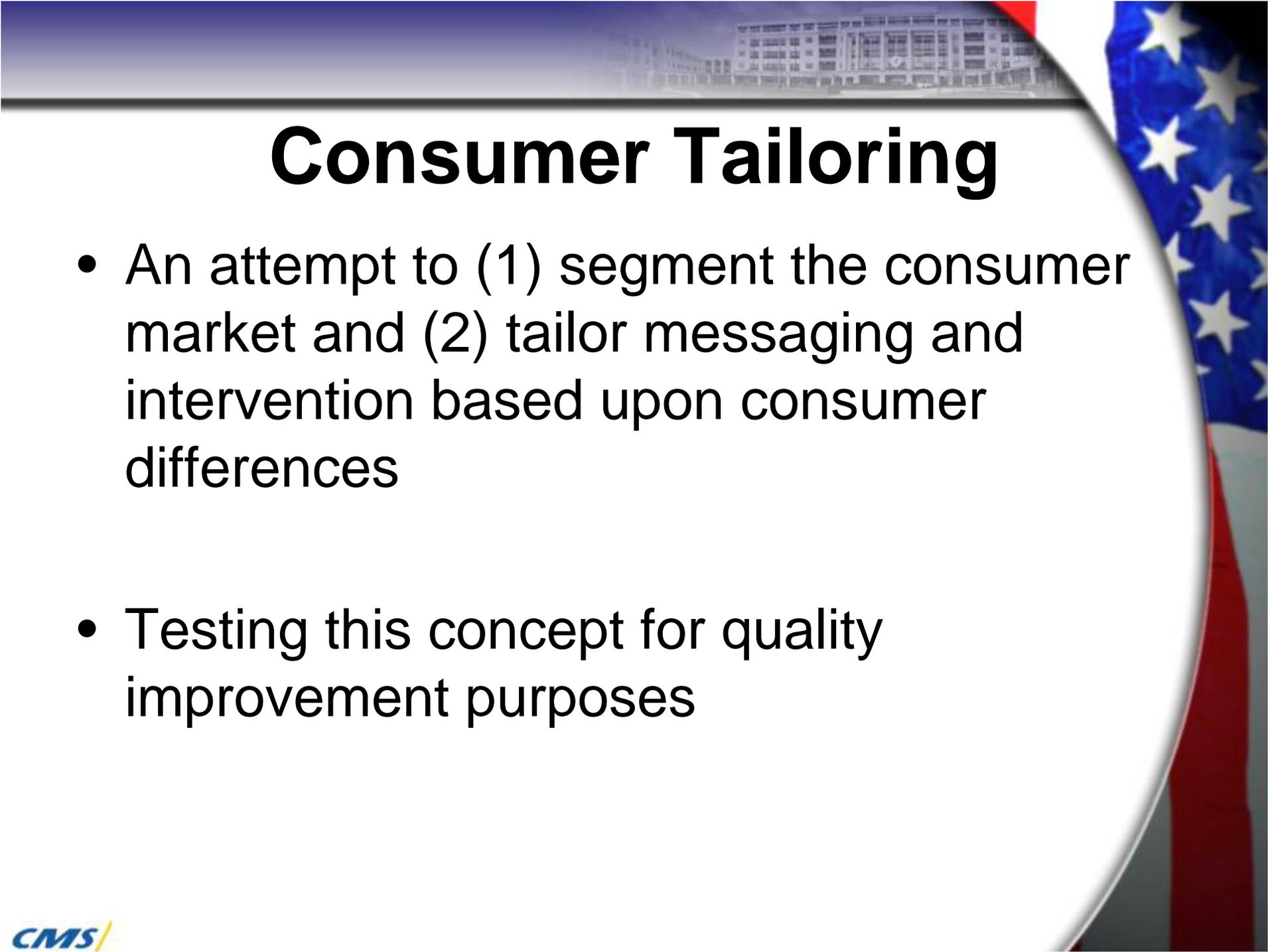


Knowledge, Skills, and Stage of Change

- **Active**—highest on Medicare knowledge and understandability, most likely to make own healthcare decisions, and most likely to be in action stage for making a health plan choice
- **Passive**—lowest on Medicare knowledge and understandability, least likely to make own healthcare decisions, and most likely to be in precontemplation or contemplation stages
- **High Effort**—lower than Complacent on Medicare understandability
- **Complacent**—higher than High Effort on Medicare understandability

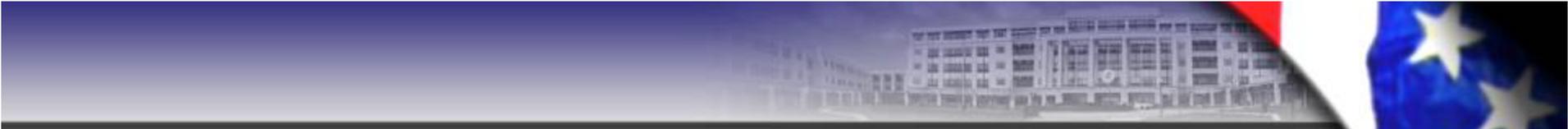
Data Analysis: Four Cluster Segments





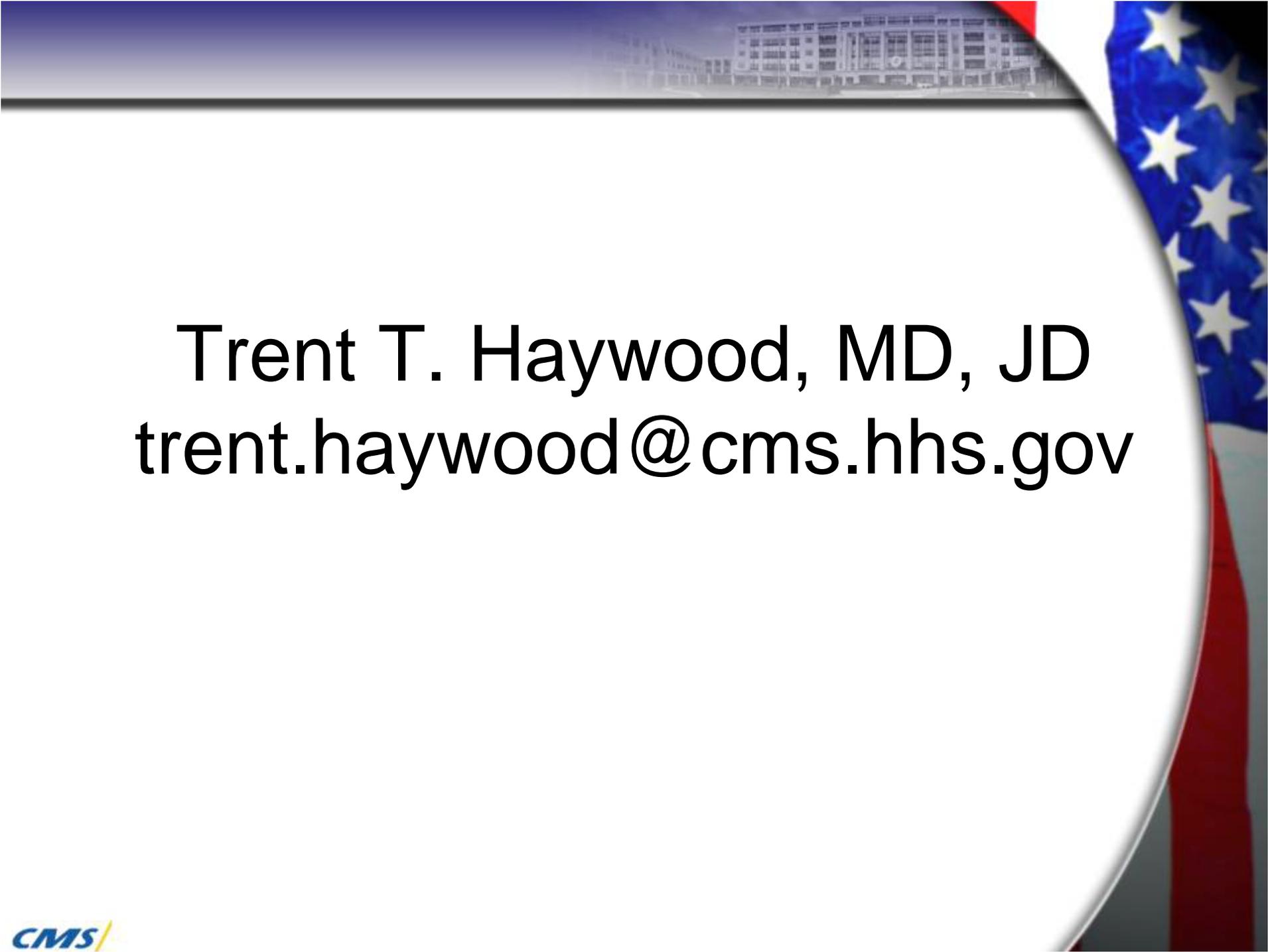
Consumer Tailoring

- An attempt to (1) segment the consumer market and (2) tailor messaging and intervention based upon consumer differences
- Testing this concept for quality improvement purposes



Partnering with CMS

- National Diabetes Awareness Month
 - November 2006
 - Diabetes Supermarket Tours
- Every Diabetic Counts



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