

# Measuring My Outcomes and Costs: What I Learned

## Cost Analysis: Home Wound Care

Visits/Week	Costs in Dollars/Week		
	Daily	3x	1x
Silver sulfadiazine	691.02	345.51	115.17
Mupirocin	744.72	372.36	124.12
Collagen matrix	753.42	376.71	125.57
Multi-layer compress	713.52	356.76	118.92
Becaplermin gel	675.42*	NA	NA
NPWT	NA	1523.86	NA

## Intensive Care Model: Cost-Ineffective

Frequency	Patients	Total Costs	Healing Rate
Daily	79	\$2,875,600	9 mm <sup>2</sup> /wk
3x weekly	89	\$1,619,800	11 mm <sup>2</sup> /wk
Once weekly	20	\$124,800	8 mm <sup>2</sup> /wk
<b>TOTALS</b>	<b>188</b>	<b>\$4,620,200</b>	

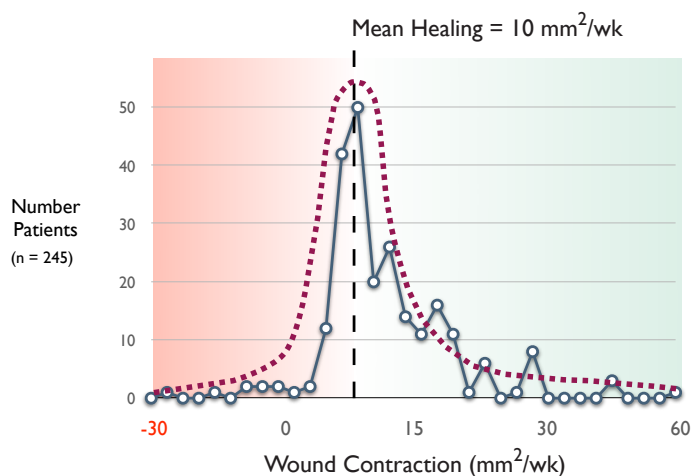
## Chronic Care Model: Cost-Effective

Frequency	Patients	Total Costs	Healing Rate
Tapered <sup>1</sup>	188	\$1,191,839	10 mm <sup>2</sup> /wk

<sup>1</sup> Treatment frequency promptly tapered when benefits were lacking. Family and patient self-care training initiated early in course.

Annual Savings: \$3,428,361

## Outcomes Analysis: 36% Healing Quickly



## Linking Provider Payments to Value

	Wound Care Center			US Average
	A	B	C	
% of population whose healing velocity is better than expected (x)	30	20	36	28
Satisfaction (y) (Net Promoter Score)	70	35	84	63
Expenditures past 6 mo (z) (in thousands)	\$7.7	\$10.3	\$5.8	\$6.9
<b>Value index ((x+y)/z)</b>	<b>13</b>	<b>5</b>	<b>21</b>	<b>13</b>

Proposed reimbursement: Normal, Below Normal, Above Normal

### Conclusions:

- (1) In medical decision making, a failure to explicitly consider costs is a fundamental obstacle to getting better value in health care.
- (2) Outcomes analysis can guide appropriate reductions in the intensity of health services, without compromising standards of care.
- (3) Healthcare information technology might reveal that a lot of what physicians consider necessary is not. Herein, the potential for system-wide cost savings is great.
- (4) Decision making must be based not only on a moral relationship to one's patient, but also on a population-based concept of fiduciary responsibility.

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