

The Hawai'i Pacific Health Physician Leadership Training Program

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Executive Vice President and
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Hawai'i Pacific Health
June 15, 2012**



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Agenda

- Overview of Hawai'i Pacific Health (HPH)
- Challenges faced by physician leaders
- The Strategic Imperative of Physician Leadership
- The Nuts and Bolts of the HPH Physician Leadership Program



What is Hawai'i Pacific Health?

Hawai'i's Largest Health System

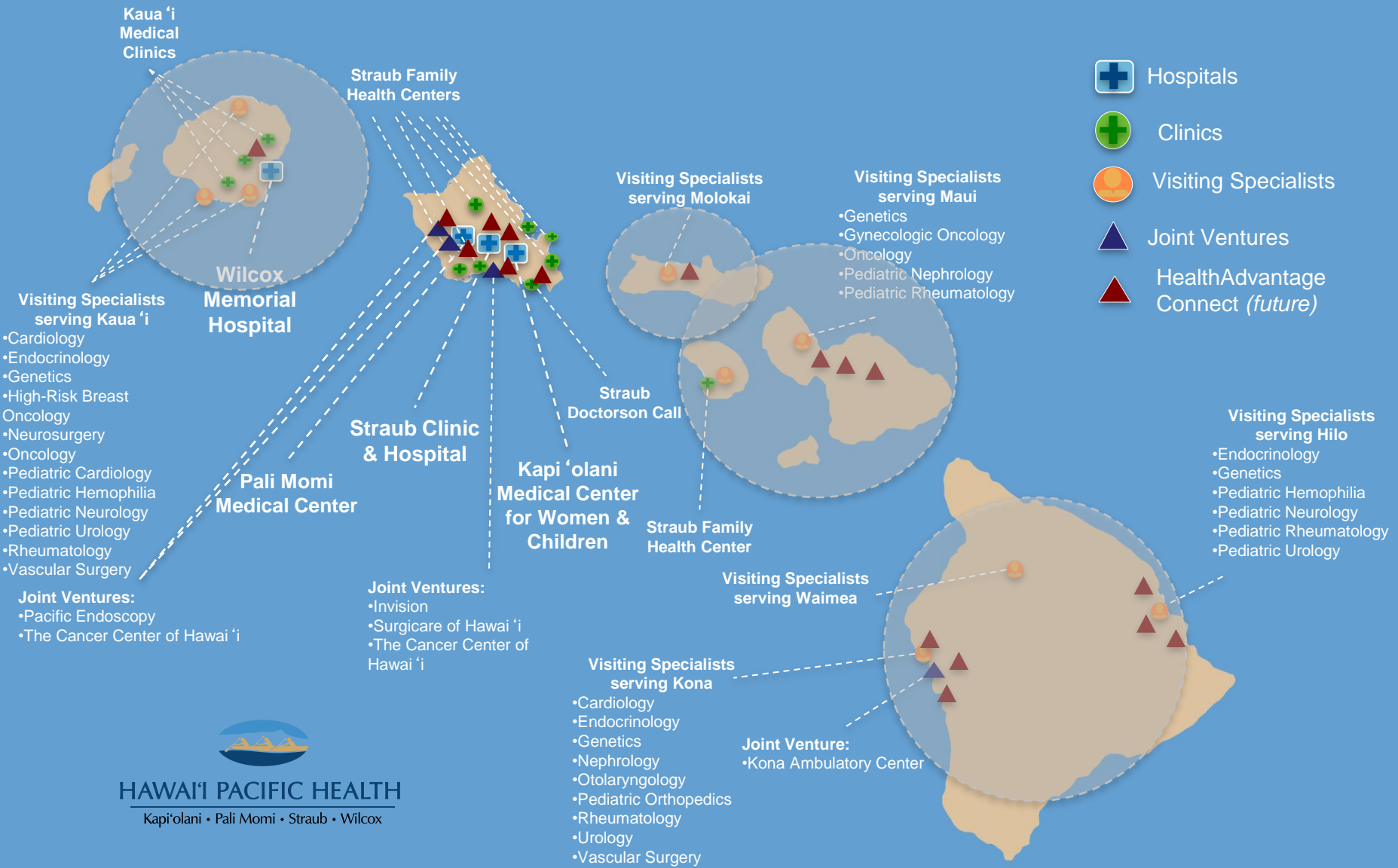
- 4 hospitals; 49 outpatient clinics & service sites
- 3 physician groups w/ 350 employed physicians and 1,300 affiliated physicians
- Top 10 Hawai'i companies in total revenue w/ over 5,400 employees
- 553 acute care beds and 76 bassinets
- Operating statistics:
 - 34,278 admissions
 - 27,895 surgery cases
 - 119,944 ER visits
 - 6,917 deliveries

Market Share:
34% inpatient
10% outpatient



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Our Mission:

To provide the highest quality health care and service to the people of Hawai'i and the Pacific Region.

Our Vision:

To be the health care provider of choice in Hawai'i and the Pacific Region.



OUR LEADERSHIP PRINCIPLES

Leaders:

- Focus on the needs of the patient.
- Respect the opinions and cultures of others.
- Communicate the Hawai'i Pacific Health vision.
- Facilitate the success of others.
- Prioritize the work of the organization.
- Set expectations and establish accountability.
- Establish trust, integrity, and respect.
- Are great communicators.
- Deliver financial results.
- Take sensible risks.
- Are role models.



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VISION: To be the health care provider of choice in Hawai'i and the Pacific Region.

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The “6-Story Building” of Our Abilities

Employee Engagement

Service Excellence

Quality/Patient Safety

Epic

Physician Leadership

Prioritization and Managing Change



Epic

- Successfully deployed at all HPH sites for billing, registration, EHR over a period of 7 years.
- Online patient portal since 2009.
- All independent MDs have remote access.
- 100+ independent MDs switching to Epic EHR.
- HIMSS Stage 6 of 7: in top 10% of nation.
- 2012 National recipient of the Davies HIMMS award for success in EHR implementation.



Steve Robertson, HPH CIO accepts the Davies Award



Quality/Patient Safety

- All hospitals scoring above 90 percent for core measure targets.
- Clinics scoring at 75th to 90th percentile on HEDIS measures for diabetes, hypertension, screening measures.
- HPH scoring very well on pay for quality contract with local blues carrier.

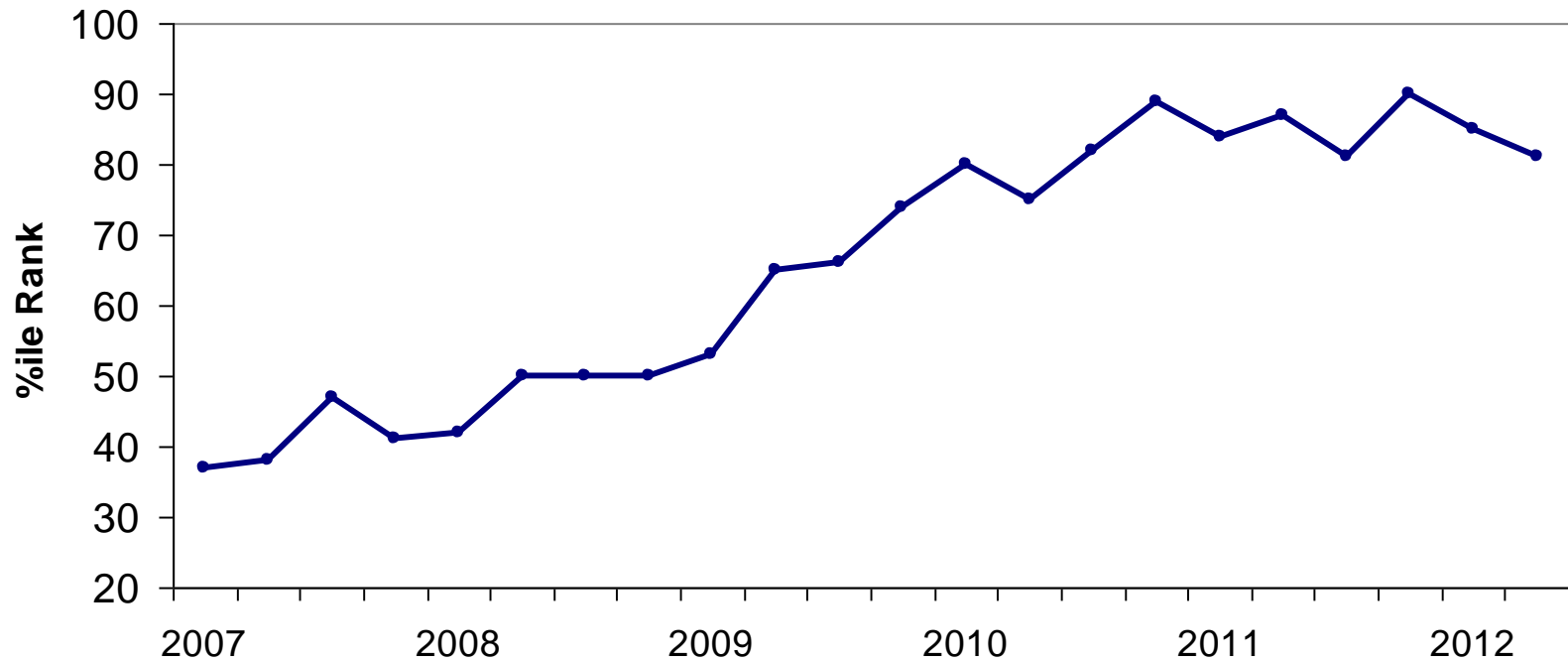


Service Excellence

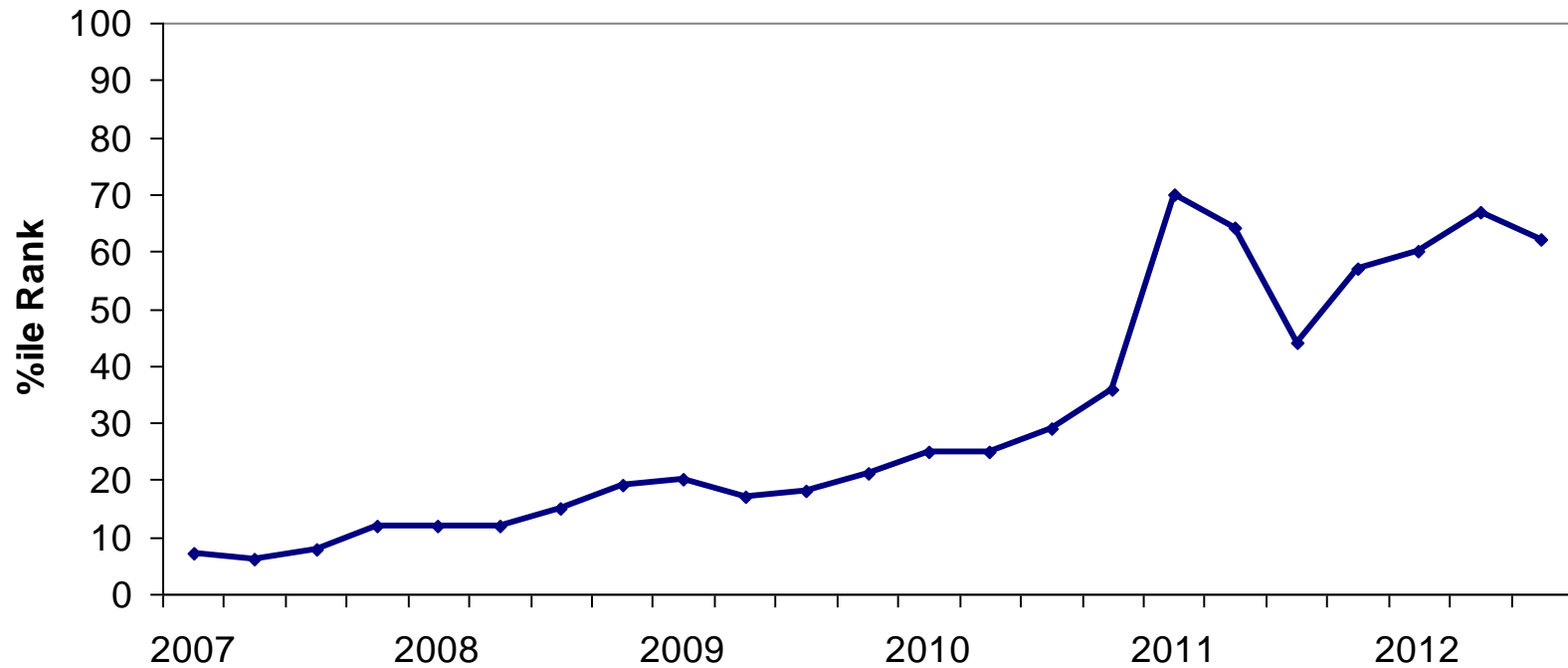
- Hospitals scoring at the 80th - 90th percentile for patient satisfaction on Press-Ganey surveys.
- Emergency Departments scoring at the 80th-90th percentile for patient satisfaction on Press-Ganey surveys.
- Clinics scoring at the 60th percentile for patient satisfaction on Press-Ganey surveys.



Service Excellence: Inpatient Adult



Service Excellence: Clinics

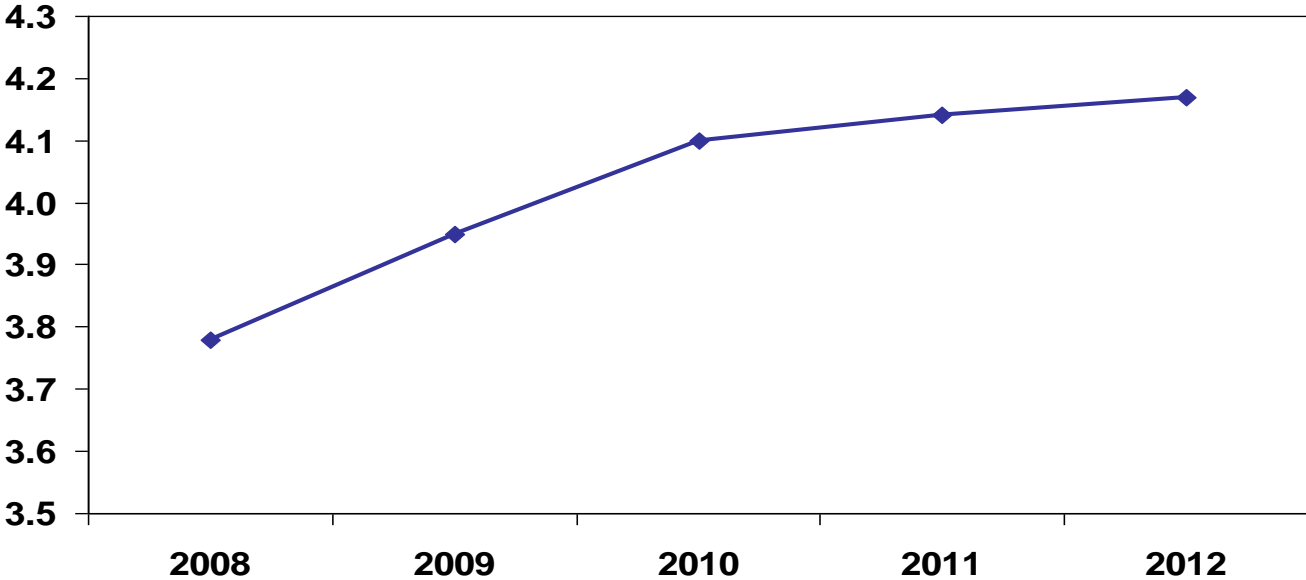


Employee Engagement

- Hawai'i Pacific Health scoring at 60th percentile for employee engagement on 2012 Gallup survey.
- Employee turnover is less than 10%.

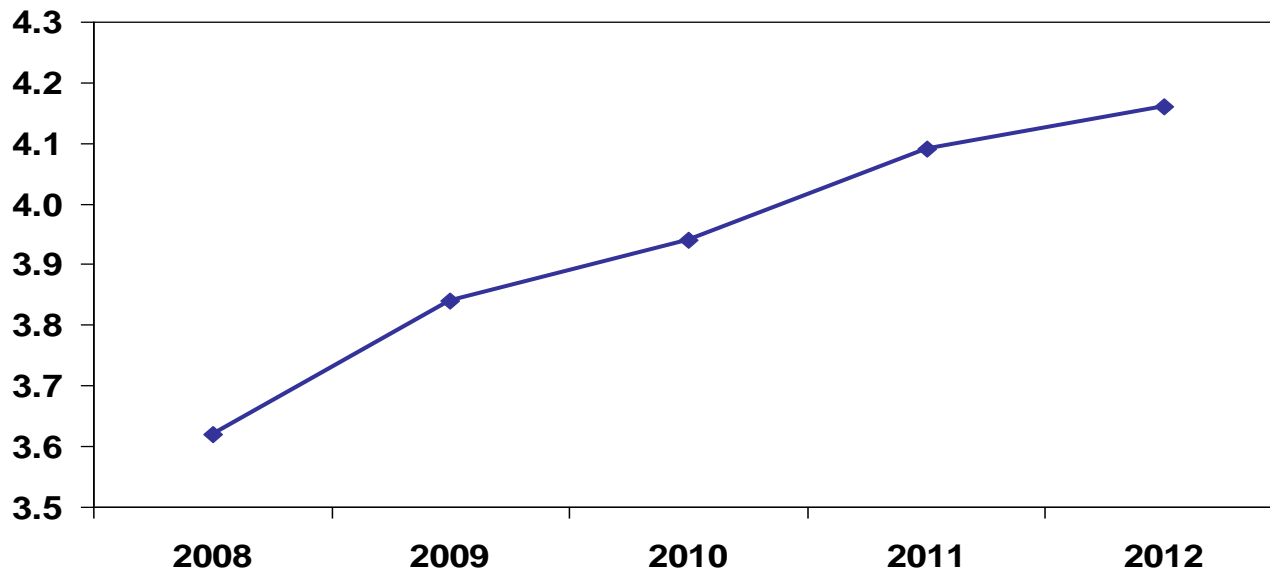


Employee Engagement (Gallup Q12 Grand Mean)



Physician Engagement

(Gallup Q12 Grand Mean)



What is Fundamental to Our Success?

- Effective Physician Leadership
- Physician/Administrative Partnership

Focused on a common goal:

The needs of the patient



What has HPH done to promote a successful Physician/Administrative Partnership?

- Involve physicians in everything we do at HPH
- Build personal relationships
- Promote a culture of trust, mutual respect and understanding
- Offer physician leadership opportunities throughout the organization
- Offer opportunities for physician leadership development



Physician Leadership at Hawai'i Pacific Health

- Physician members on all Boards
- Physician Advisory Groups, Dept. and Division Chiefs
- Medical staff leadership
- Leadership for clinical, teaching and research programs
- Leadership for Epic implementation
- Leadership for Quality and Patient Safety Program
- Leadership for Service Excellence initiative
- Leadership for Service Lines



HPH Physician Leadership Matrix

HPH Physician Leadership 11/21/2011	HPH LEADERSHIP (MD/ADMIN)	KMCWC	KMS	Pali Momi	Straub	Wilcox	KMC
CMO, VPMA, MD CEO			Kenneth Nakamura, MD	Hugh Hazenfield, MD	Mark "Randy" Yates, MD		Gerri Young, MD
BOARD OF DIRECTORS - HPH		Cal Sia, MD (Emeritus)	Kenneth Nakamura, MD	James Kakuda, MD	Kenn Saruwatari, MD Dale Glenn, MD	Gerri Young, MD Dennis Scheppers, MD	
BOARD MEMBERS - Facility		Keith Matsumoto, MD (Chair) Douglas Kwock, MD Stephen E. Lin, MD Peter McNally, MD	Kenneth Nakamura, MD Keith Matsumoto, MD Richard Kasuya, MD Anthony Guerrero, MD Kenneth Robbins, MD	Andrew Dang, MD Mark Grief, MD (Chair) Bryan Matsumoto, MD Eugene Tanabe, MD	Kenneth Robbins, MD Kenn Saruwatari, MD Tom Nordyke, MD	Tad Jackson, MD Douglas Duvauchelle, MD Christopher Jordan, MD John Culliney, MD	David Rovinsky, MD Mark Magelssen, MD (Chair) Dennis Scheppers, MD Sam Chen, MD
CHARITABLE FOUNDATION		Thomas Kosasa, MD Gregory Yim, MD Greg Kokame, MD		Gregory Kokame, MD			
EPIC / IT							
EPIC Physician Champions	V. Balaraman, MD	V. Balaraman, MD	V. Balaraman, MD	Mark Baker MD	Ron Schaeffer, MD	Dennis Scheppers, MD	Dennis Scheppers, MD
HPH IT Steering Committee	Ginny Pressler, MD Melinda Ashton, MD Kenneth Robbins, MD	V. Balaraman, MD Loren Yamamoto, MD	James Lin, MD Kenneth Nakamura, MD	Mark Baker, MD	Ron Schaeffer, MD Dale Glenn, MD Henry Preston, MD Mark "Randy" Yates, MD		
Hospital IT Steering Committee		Loren Yamamoto, MD V. Balaraman, MD Simon Chang, MD Jeffrey Killeen, MD Michael Sia, MD	David Kurahara, MD Kenneth Nakamura, MD	Mark Baker, MD Shayne Castanera, MD Sidney Lee, MD Bryan Matsumoto, MD Stephen Miyasato, MD Gordon Ng, MD David Saito, MD Eric Smedegaard, MD David Swanson, MD V. Balaraman, MD Jeremy Kuniyoshi, MD	Dale Glenn, MD Henry Preston, MD Mark "Randy" Yates, MD V. Balaraman, MD Ron Schaefer, MD		



Challenges faced by Physician Leaders

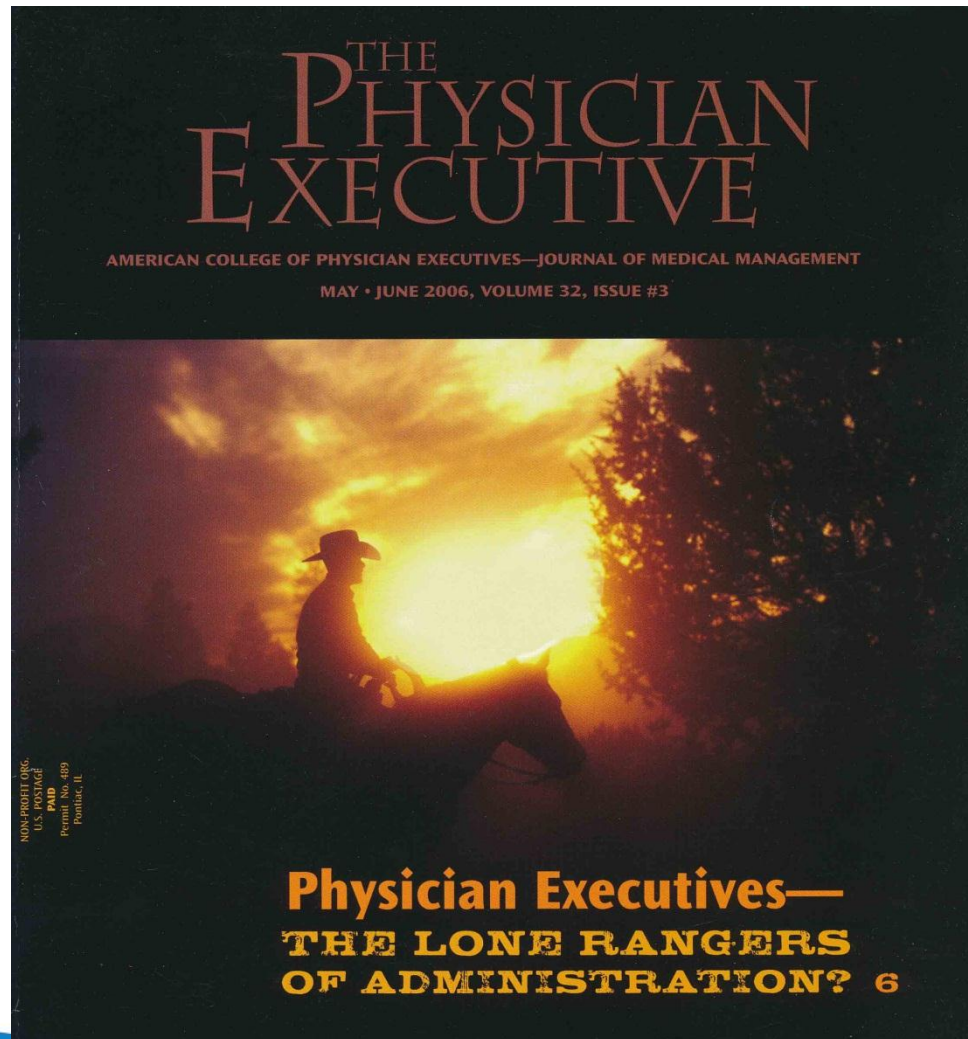
- Little training or experience in leadership
- Time Constraints
- Compensation may not match required effort
- Requires considerable personal risk
- May not be trusted by non-MD administrators
- Little support from physician colleagues
 - Physicians make poor “followers”
 - Physicians may perceive the Physician Leader as going to the “Dark Side”



Physician Leadership: Sometimes it feels like this...



Physician Leadership: Sometimes it feels like this...



Obstacle to Building a Physician/ Administrative Partnership: CULTURE CLASH!

Clinician Role

Focus on Patient Outcomes

One-to-One Interactions

Specialty Perspective

Take Control / Responsibility

Autonomous Decision Making

Administrative Role

Focus on Organizational Outcomes

One-to-Many Interactions

System-Wide Perspective

Share control / Responsibility

Collaborative Decision Making



Through Each Other's Eyes: Traditional (“Old School”) PHYSICIAN viewpoint

- “Administrators are insulated from the real pressures of patient care.”
- “Administrators spend all their time in meetings and don’t know what is really going on.”
- “Administrators take forever to get anything done.”
- “Administrators only focus on the bottom line.”



Through Each Other's Eyes: Traditional (“Old School”) ADMINISTRATOR viewpoint

- “Physicians lack a big-picture mindset.”
- “Physicians don’t have time or don’t want to make time to accomplish administrative tasks.”
- “Physicians don’t trust others to make decisions for them.”
- “Physicians have trouble coming to a group decision.”



CULTURE CLASH MAY RESULT IN:

- Lack of trust
- Poor communication
- Willingness to read hidden motives into each other's actions.



Traditional (“Old School”) Physician Compact (from Jack Silversin)

Give

- Treat Patients
 - Provide Quality Care
- (as personally defined by MD)

Get

- Autonomy
- Protection
- Entitlement



Clash of Traditional MD Compact and Current Imperatives

Traditional Compact

- Autonomy
- Protection
- Entitlement

Current Imperatives

- Improve Safety/Quality
- Implement EHR
- Reduce Costs
- Improve Access
- Etc.



Physician Leadership: Sometimes it feels like this...



The Strategic Imperative of Physician Leadership

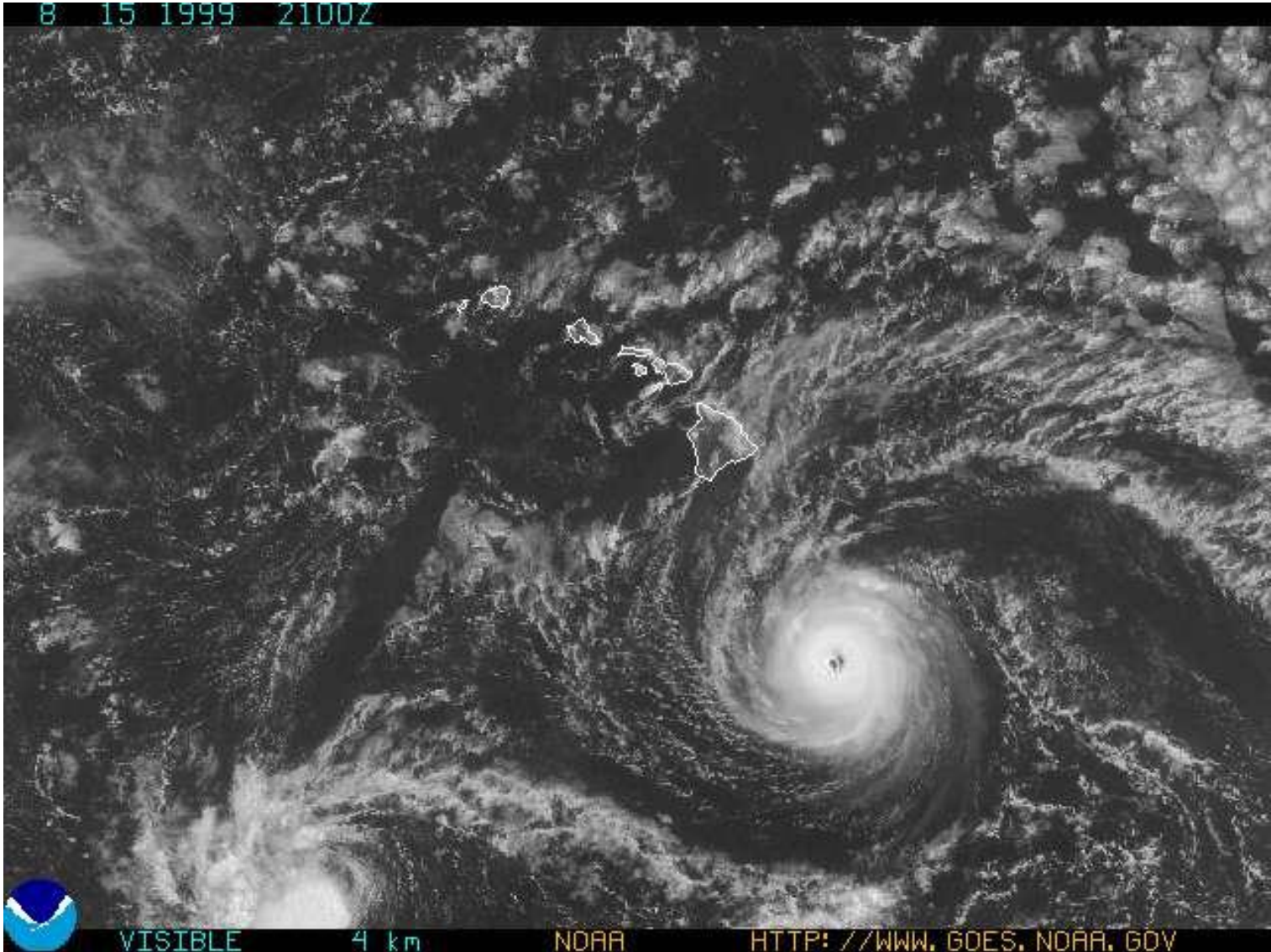
Economic Forecast: Rough Seas Ahead



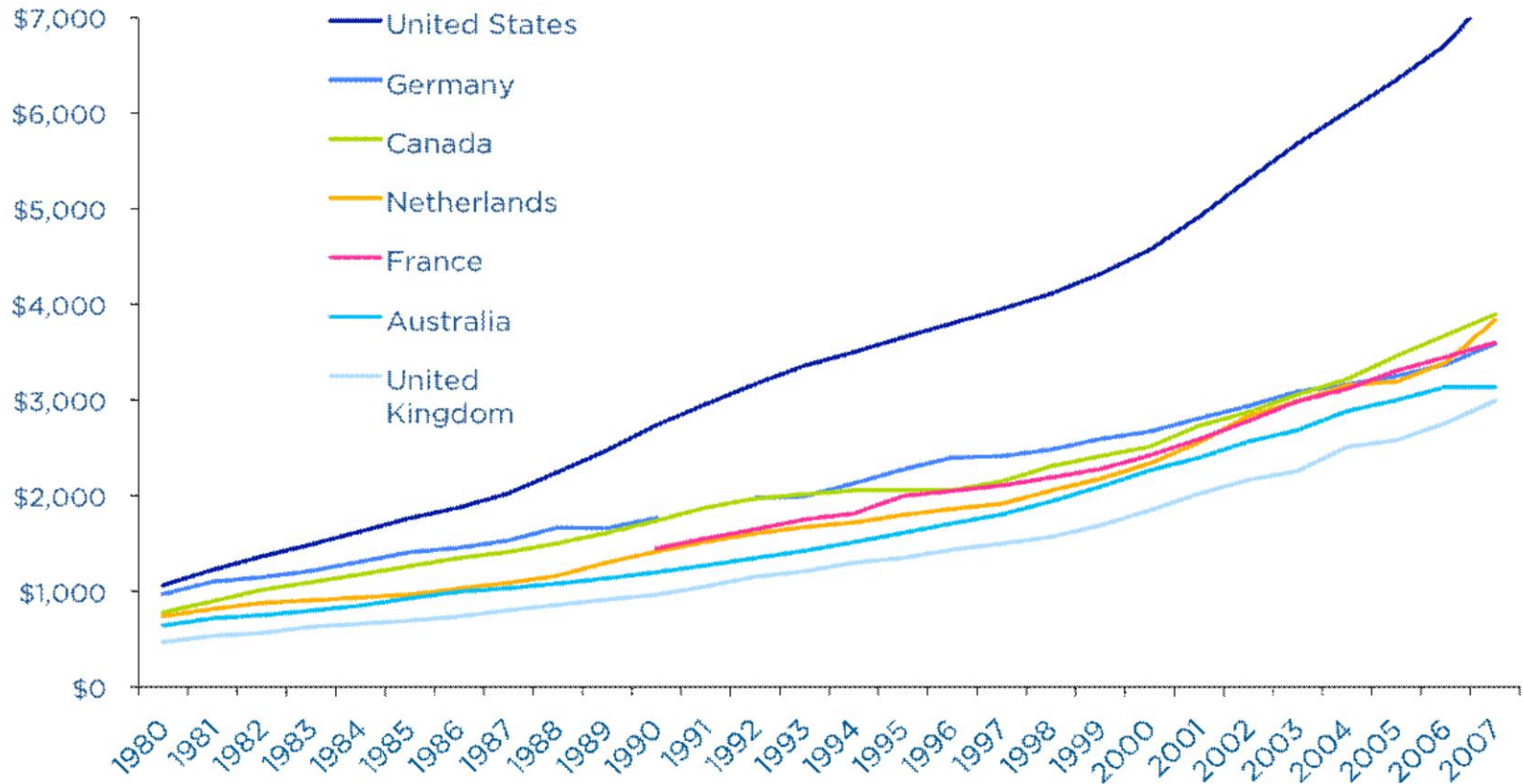
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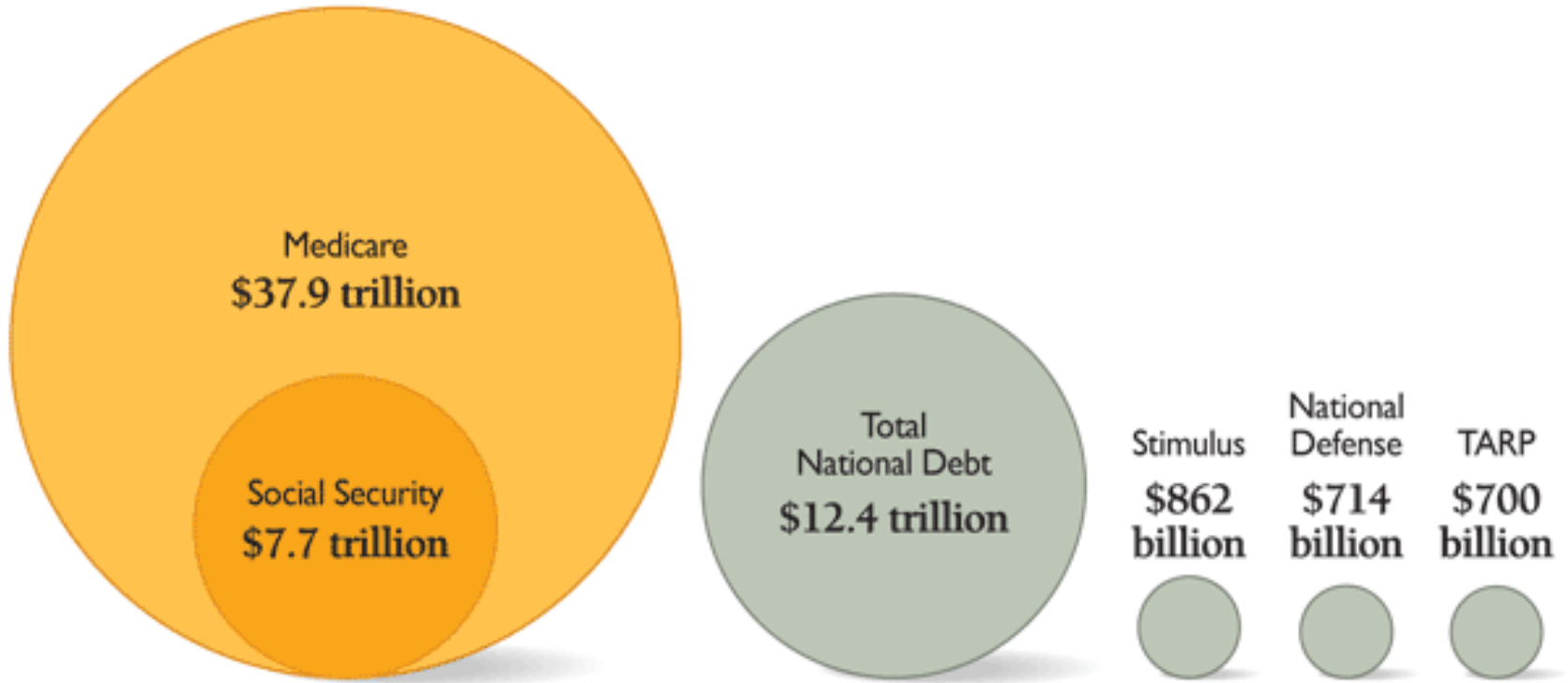
International Comparison of Health Care Spending



Average spending on health per capita (\$US Purchasing Power Parity)

Data: OECD Health Data 2008, June 2008 version.

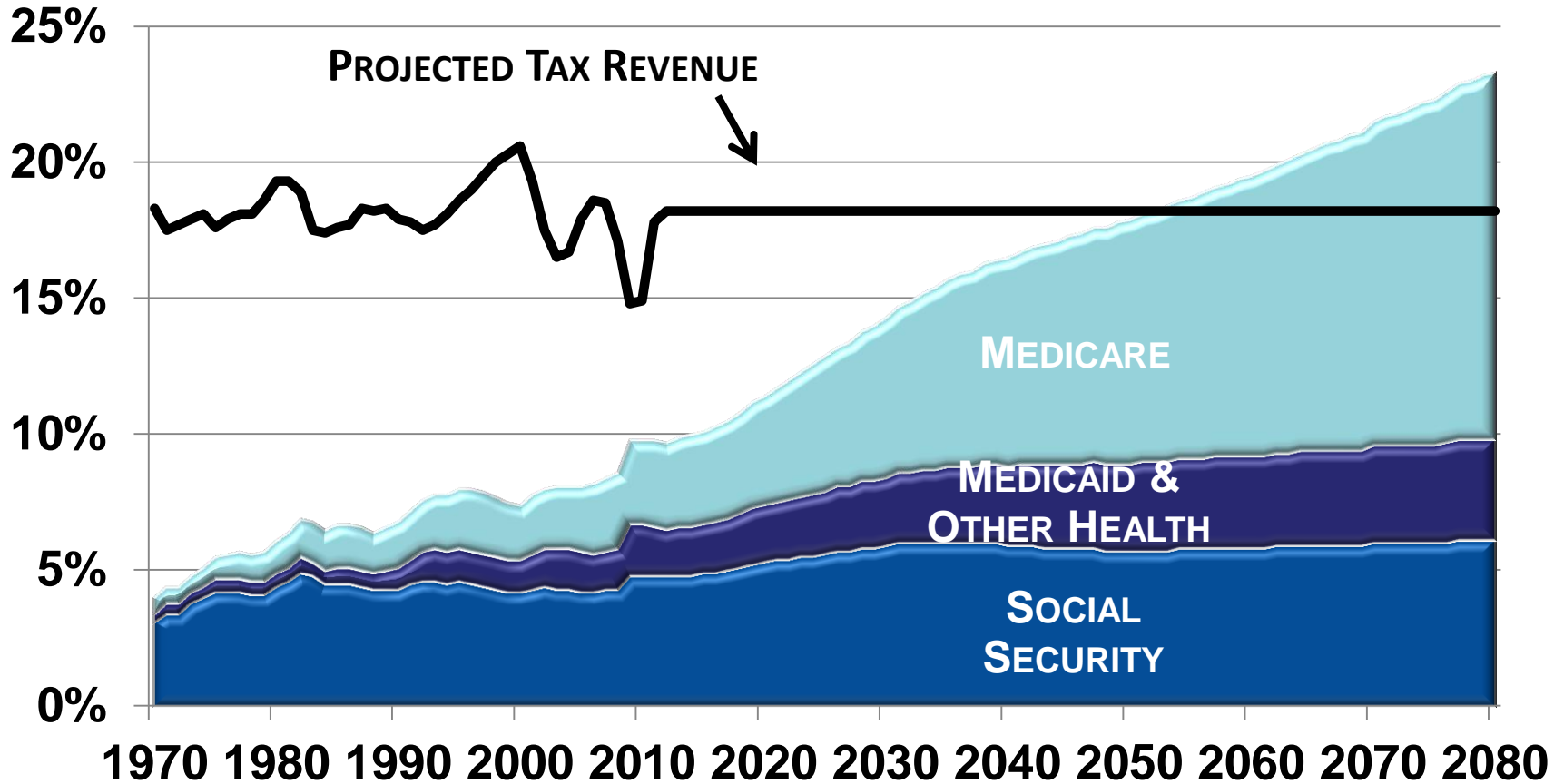
UNFUNDED OBLIGATIONS



Source: U.S. Department of the Treasury, U.S. Government Accountability Office, and Congressional Budget Office.



An unsustainable picture (Government spending as share of economy)



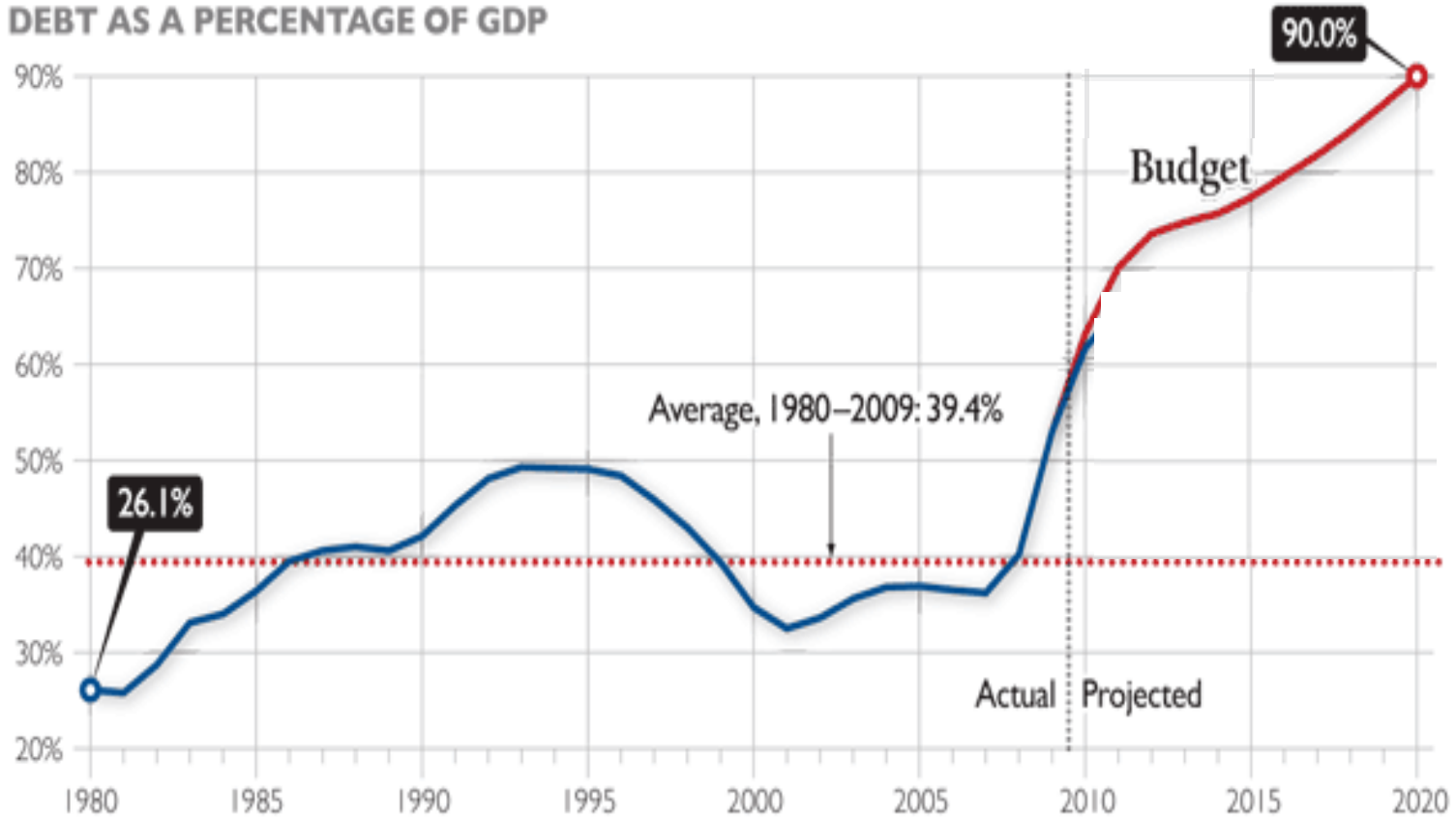
Source: CBO



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DEBT AS A PERCENTAGE OF GDP



Source: Congressional Budget Office and White House Office of Management and Budget.



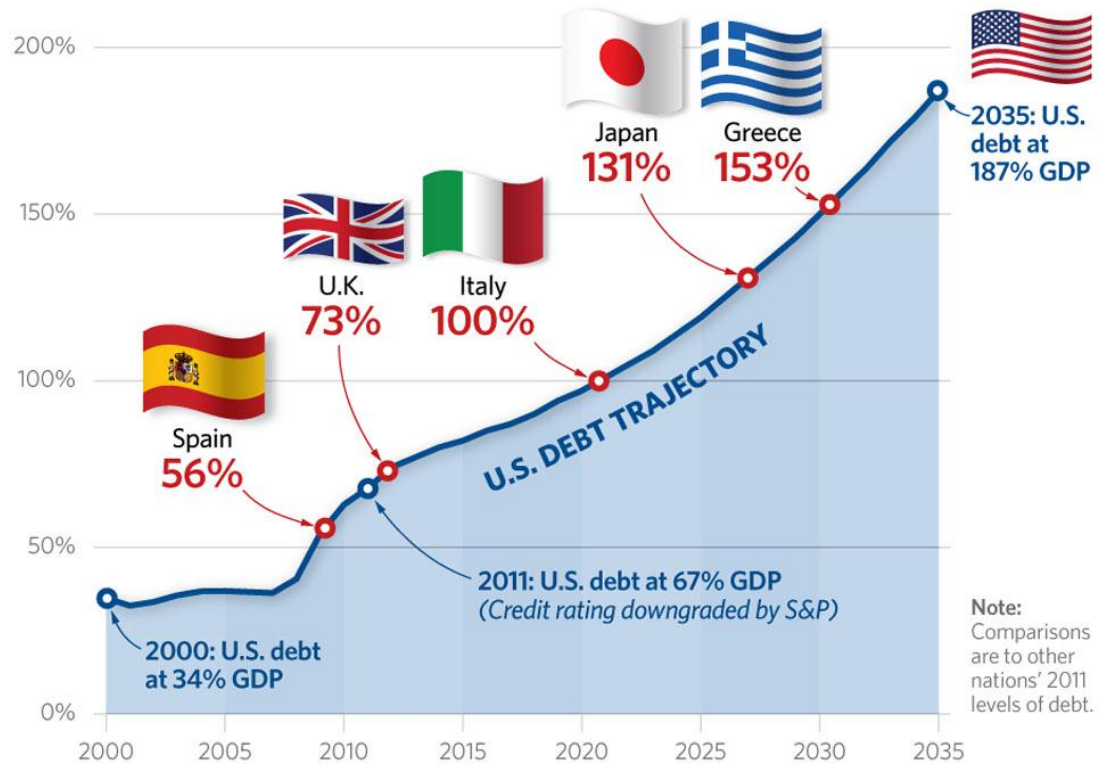
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U.S. Debt on Track to Fuel Economic Crisis

Many European countries, like Greece and Italy, are suffering financial or budget crises as a result of mounting debt. Countries such as Spain are not far behind. Unless the U.S. controls spending, America's debt will surpass those of troubled nations, leading to similar economic woes.

PERCENTAGE OF GDP



Sources: International Monetary Fund and Congressional Budget Office (Alternative Fiscal Scenario).

Debt and Deficits Chart 9 • Federal Budget in Pictures 2012 heritage.org



The rate of increase in health care costs is unsustainable.

- If left unchecked:
 - Will make US industry non-competitive
 - Will bankrupt the United States
- Government and U.S. Industry are demanding change.



The Future of Health Care

- Organized Systems of Care
- Teamwork and Collaboration
- Population Health Management
- Focus on Quality
- Elimination of Waste
- Pay for Value as opposed to volume
 - P4P, bundled payments, shared savings, etc)

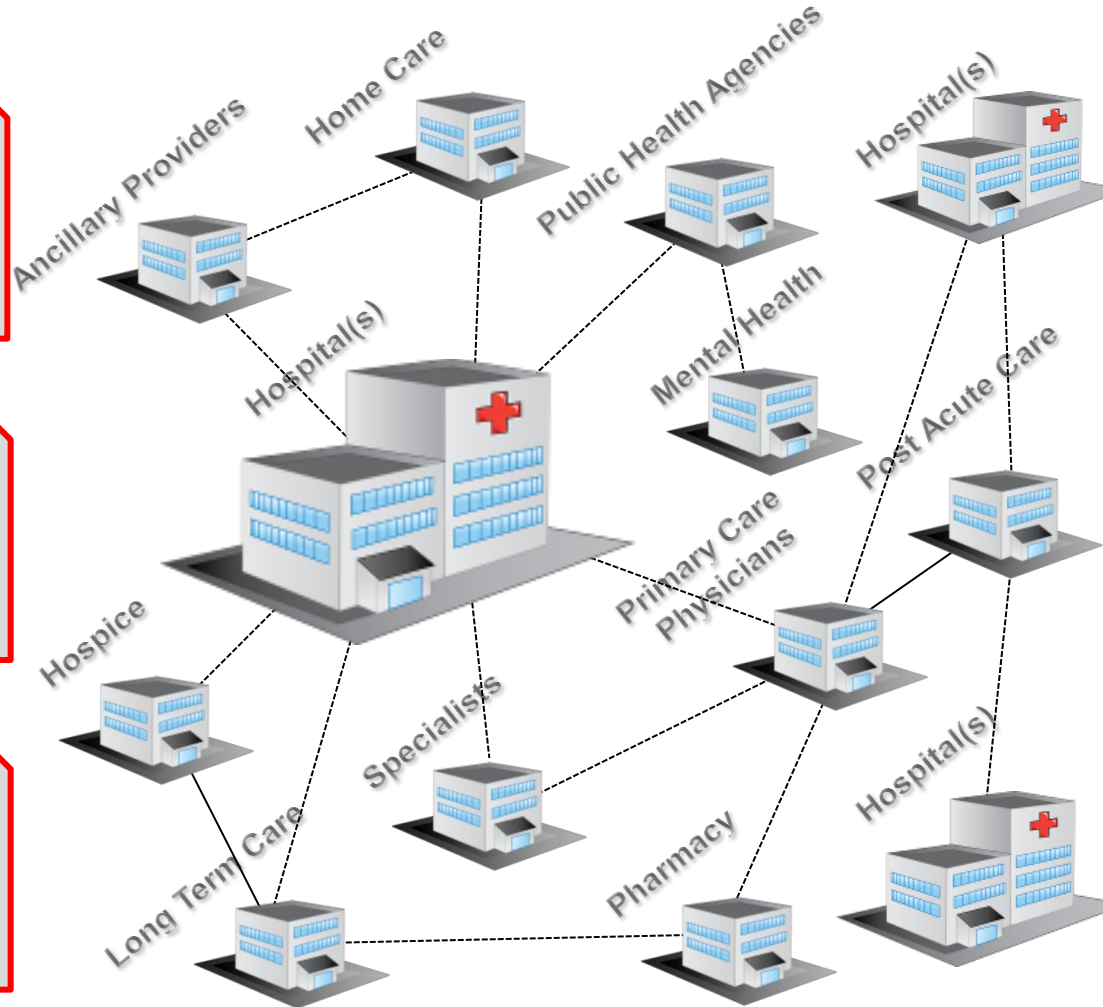


Current State of Healthcare System Delivery Landscape

Sick patients are cared for in unorganized silos across the delivery system.

There does not exist an orchestrated pathway to sound health and care.

Network relationships may exist between some providers – but are not necessarily high value driven.



Patients interact with Providers who do not have integrated access to comprehensive health information.

Providers are not organized or aligned across synonymous, strategic goals and outcomes.

Payers are not partnered with a collection of aligned and incented providers.



The Far Side by Gary Larson

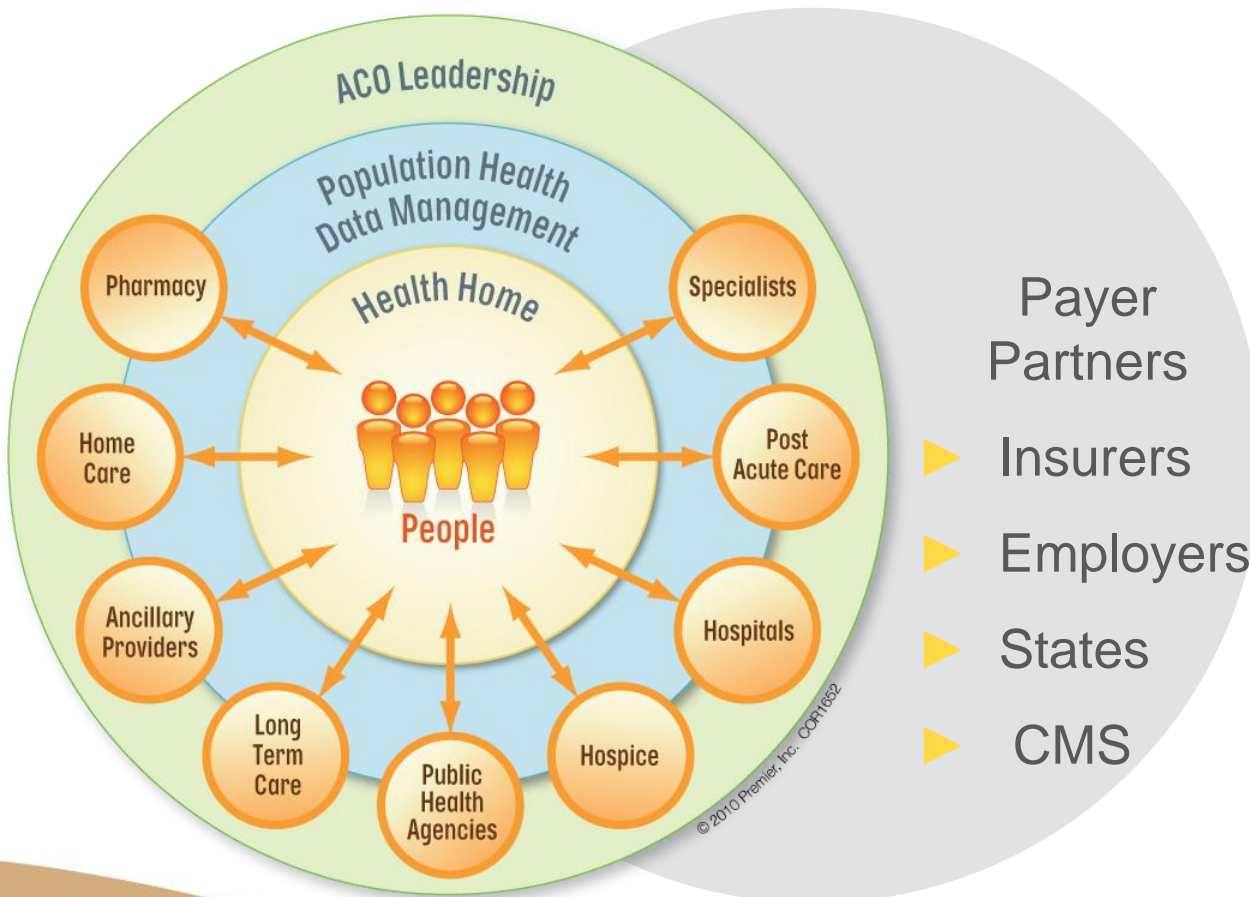


“And so you just threw everything together?... Mathews, a posse is something you have to *organize*.”



ACO Model: an Organized System of Care

A group of providers willing and capable of accepting accountability for the total cost and quality of care for a defined population.



Core Components:

- People Centered Foundation
- Health Home
- High-Value Network
- Population Health Data Management
- ACO Leadership
- Payer Partnerships

The Strategic Imperative of Physician Leadership

- Economic forces demand a cultural transformation of U.S. health care to Organized Systems of Care that value teamwork and collaboration.
- This effort should be physician led and professionally managed.
- Physicians need training in leadership skills to be successful.



Administrative Vernacular 2013

- “We need Physician Engagement”
- “We need Physician Alignment”
- “We need Physician Integration”

Requirement:

- “We need Physician Leadership.”



Organized Systems of Care

What are our chances of success?

Two Possible Outcomes in Rough Seas



Has anyone
seen the
captain?





HPH Health Care Reform Initiative: Sustainable Health Care in Hawai'i

- Create a value driven cost-efficient health care delivery system.
- Develop partnerships with payers.
- Develop partnerships with physicians through a Clinically Integrated Physician Hospital Organization.



May 16, 2012

New Agreement Puts Hawai'i Pacific Health and HMSA Ahead of National Industry Curve

Five-year contract will focus on improving quality and mitigating cost increases while expanding access, and could potentially result in shared savings.

HONOLULU—Hawai'i Pacific Health and the Hawai'i Medical Service Association (HMSA) today announced a new five-year agreement – the first of its kind in the state – that will transform Hawai'i's health care industry. The agreement, which begins in 2014, ties more than 50 percent of Hawai'i Pacific Health's future increases to its ability to achieve or exceed standards in improving quality, mitigating rising costs, and expanding access to care. Very few health care systems and health plans in the country have implemented similar agreements.



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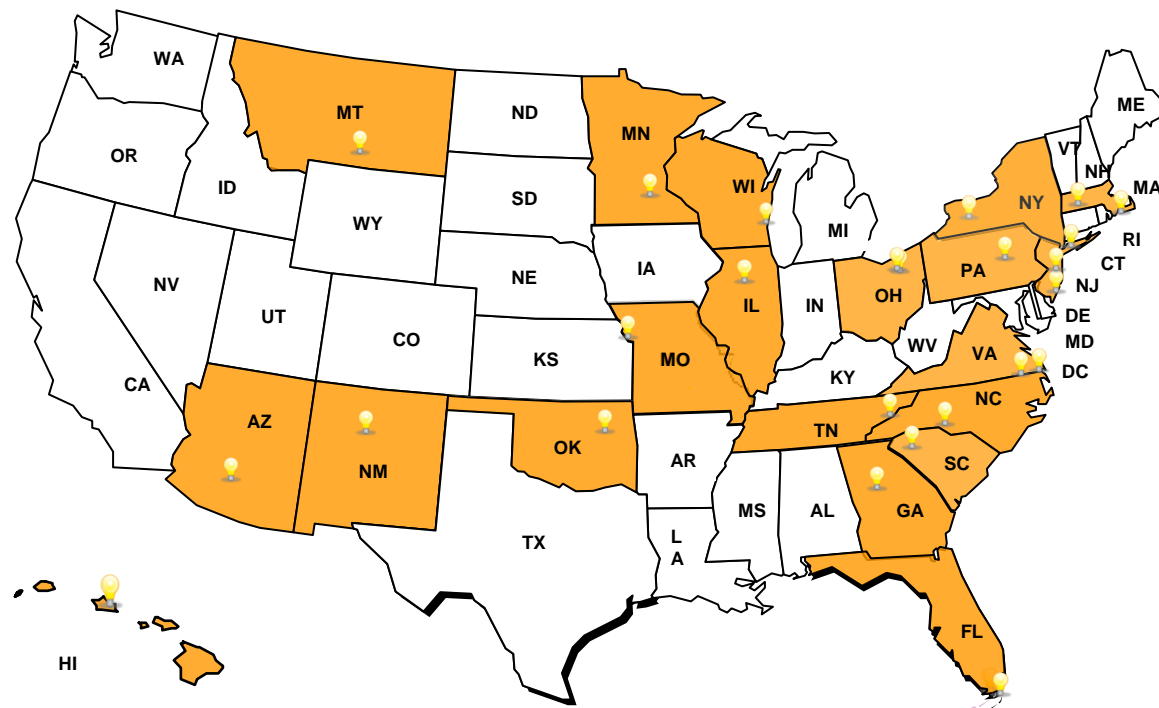
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IMPLEMENTATION COLLABORATIVE MEMBERS

PACT > IMPLEMENTATION COLLABORATIVE



GEISINGER



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Baystate Health



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Clinically Integrated Physician Hospital Organization (CIPHO)

A **physician led** and professionally managed legal entity formed by physicians and one or more hospitals with the intention of delivering high quality care while controlling costs and sharing the savings in risk-based contracts.



Expanded Abilities Required by HPH to Develop a Successful CIPHO

PERFORMANCE ON RISK-SHARING CONTRACTS

POPULATION HEALTH MANAGEMENT

MD NETWORK DEVELOPMENT

EMPLOYEE ENGAGEMENT

SERVICE EXCELLENCE

QUALITY

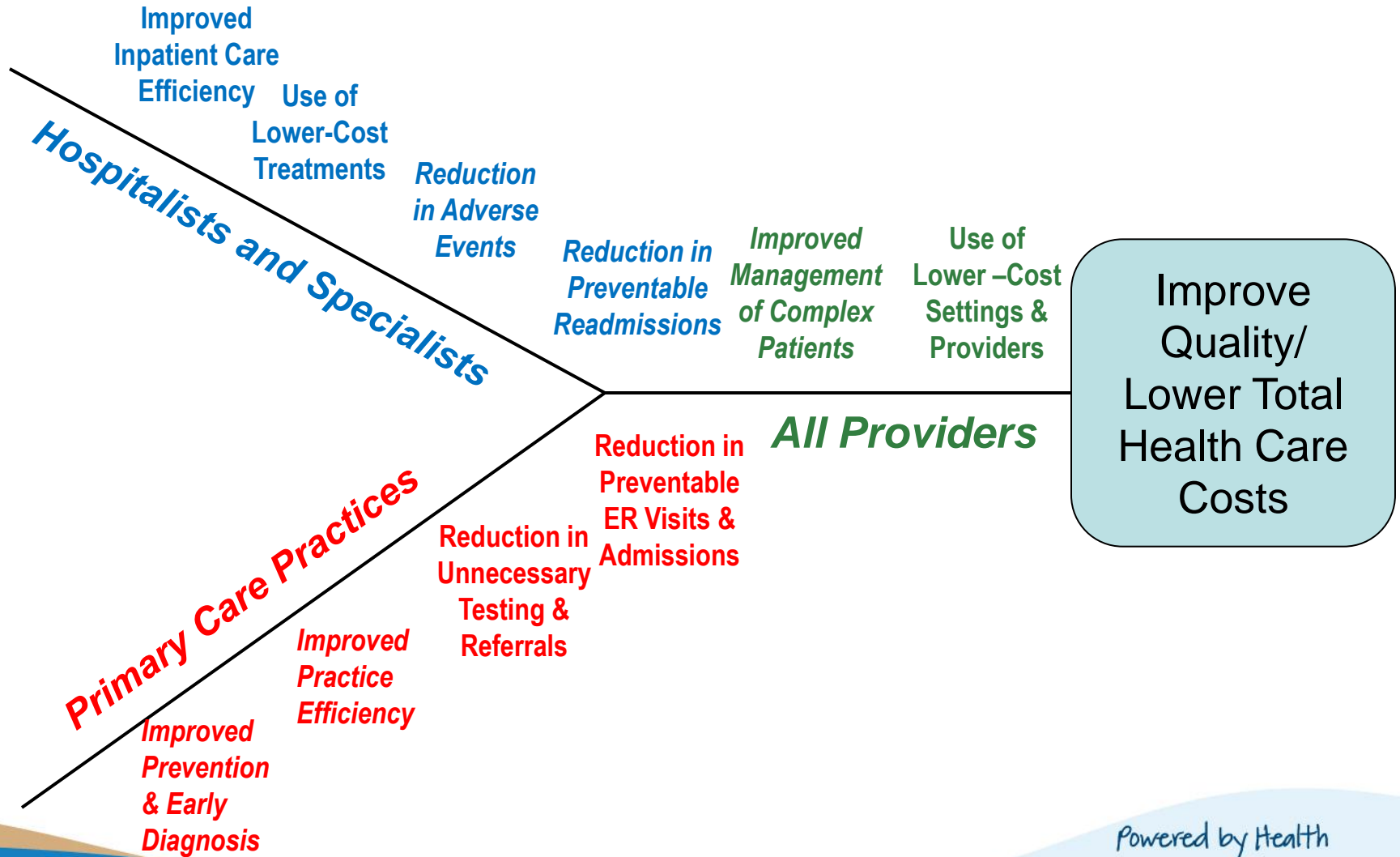
EPIC

PHYSICIAN LEADERSHIP

PRIORITIZATION AND MANAGING CHANGE WELL



HOW DO WE GET FROM HERE TO THERE?



Future HPH MD Leadership Opportunities

- CIPHO administrative leadership
- CIPHO Board members
- Expanded Roles in:
 - Information Management
 - Quality Improvement
 - Hospital and Clinic Operations



Physician Leadership Training: Why is HPH investing in it?

- Strategic imperative to develop current and future physician leaders.
- To further the cultural transformation of our health system to value teamwork and collaboration.
- “Physicians don’t learn this stuff in medical school.”



Physician Leadership Training History of Opportunities at HPH

- UH Business School MD Leadership Training Course 2002-2003
- Training in Health Care Improvement Course 2004-present
- Institute for Healthcare Improvement (IHI) National Conference 2004-present
- **In-House Physician Leadership Training Program 2012**



Nuts and Bolts of the HPH Physician In-House Leadership Training Program



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Developing a Physician Leadership Training Program

- What are the goals of program?
- In-house vs external program/speakers?
- Class size?
- Time commitment of participants?
- Pay the physicians to attend?
- How are physicians selected?
- What are selection criteria?
- Include both employed and private physicians?
- What is the curriculum?



Goals of program: Benefits for HPH

- Train and grow Physician Leaders from within.
- Promote system thinking by building professional MD relationships across HPH.
- Promote a Physician/Administrative Partnership through positive interactions between physicians and HPH administrators who serve as faculty and mentors.



Goals of Program: Benefits for Physicians

- Gain a broader view of health care
- Learn about HPH
- Meet physicians from all over HPH
- Learn practical leadership skills
- Gain self awareness of personality, behavior, and emotional intelligence
- Improve ability to perform in current leadership role
- Prepare for a new leadership role



In-House vs External Program

- In-House Program:
 - Pros: Opportunity for positive Physician/Administrator relationship building.
 - Cons: Not all administrators are good teachers.
- External Program:
 - Pros: Subject matter experts with excellent presentation skills.
 - Cons: They are not part of HPH.



Class Size

Small Class Size (8 to 15 per Class):

- Advantage: Better for interpersonal interactions between physicians and administrators.
- Opportunity to assign physicians to Executive Mentors.



Time Commitment of Participants

- One to two hours per week?
- One half day every two weeks for 4 months?
- One day per month for 12 months?
- Weekdays or Saturdays?



Compensate physicians for attending?

- Independent Physicians and Employed Physicians on a productivity compensation formula will be given a stipend for successful completion of a group project that brings value to HPH.



How are physicians selected?

- Do physicians apply or are they nominated?
- Who selects them to participate?
- What criteria are used for selection?
- What to do with physicians who are not selected?



Selection Process

- Both private practice and employed physicians are eligible to apply.
- Interested physicians complete an application describing why they are interested in the program.
- Selection Committee reviews applications and selects participants.



MD Leadership Training Program Selection Committee

- HPH CEO
- HPH CMO
- HPH EVP for Human Resources
- VP for Organizational Development
- CMOs from each facility



Selection Criteria

- Quality of Application.
- Positive recommendation from facility CMO and COO.
- Up-and-coming leaders, not seasoned physician leaders.
- Demonstrated leadership abilities (or qualities that would make a good leader).



Physician Leadership Selection

Successful leadership traits include:

- Highly respected clinician
- Emotional intelligence
- System level thinking
- Good communicator
- Commitment, Passion, Positivity
- Thick Skin



Physician Leadership Selection

- Anticipated one physician class of 8-12.
- Over 40 physicians applied!
- 28 physicians were selected.
- 2 classes of 14 physicians (one started January 2012, one starting July 2012).
- Physicians who were not selected were offered the Training In Healthcare Improvement course.



Program Overview: Types of Learning Experiences

- Experiential learning
- Interactive classroom learning
- MD Networking
- MD/Administrator networking



Program Overview: Experiential Learning

- Facility Tours with COOs
- Executive Mentor
- Group Projects and Presentations





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Experiential Learning: Group Projects

- Project List developed with input from course physicians, approved by Steering Committee
- Team oriented: Steering Comm assigns groups
- System or multidisciplinary challenge
- Executive sponsor
- Group presentation at end of program
- Stipend
 - Requires successful completion of project



Experiential Learning

Group 1 Projects

- Making the Financial Case for System-wide Palliative Care/Advanced Care Planning
- OR pre-authorization process optimization
- Developing Strategies to Educate Physicians About Quality and Patient Safety
- Standardizing Handoff Communications



Experiential Learning

Group 2 Projects

- Engaging Surgeons in Quality Improvement Programs (NSQIP and SUSP)
- System-Wide Standardization of Care and Documentation for Patients with Breast Cancer
- Engaging Community Physicians
- Improving Epic Note Quality



Program Overview:

Interactive Classroom Learning

- Monthly sessions on health care and leadership topics
- Faculty are HPH physician leaders and administrative leaders.
- Interactive discussion encouraged
- CME provided
- Pre and Post-session test
- Required and elective reading





Program Overview: Learning Domains

- Knowledge of the Health Care system
- Practical Leadership Skills
- Emotional Intelligence
- Communication Skills
- Problem Solving



Knowledge of the Health Care System

- Strategic Planning
- Government Relations
- Health Care Reform
- Health Care Technology
- Human Resources at HPH
- Clinical Education Resources/Simulation Lab
- Philanthropy
- Service Excellence
- Quality and Patient Safety
- Risk Management



Practical Leadership Skills

- Prioritization and Capacity Management
- Leading Effective Meetings
- Health Care Finance Essentials
- Selecting Talent
- Presentation Skills



Emotional Intelligence

- Personality and Leadership: Hogan Assessments
- Emotional Intelligence
- Dealing with Difficult Situations and People
- Managing Change
- Professionalism
- Generational Differences in the Workplace
- Employee Engagement



HPH Physician Leadership Training Program: Summary

- Goal #1: Train and grow HPH Physician Leaders from within.
- Goal #2: Transform the organizational culture.
- HPH Administrators are the Faculty.
- Physicians apply and are selected to participate.
- 14 physicians per class.
- 12 Month Program, meetings 1 day per month.
- Physicians assigned an Executive mentor.
- Physicians complete a group project.



Program Outcomes (after 15 months)

- Positive Physician Engagement.
- Positive Physician/Administrative interactions.
- Positive Physician/Physician Interactions.
- Pre/post CME tests show knowledge gain.
- High course satisfaction ratings from MDs.
- Physicians taking on new leadership roles.



Positive Physician/Administrative Interactions

- “I’m impressed. These guys really know what they are talking about.”
 - Physician comment
- “These physicians are really engaged in learning and interested in helping us to succeed.”
 - Administrator comment

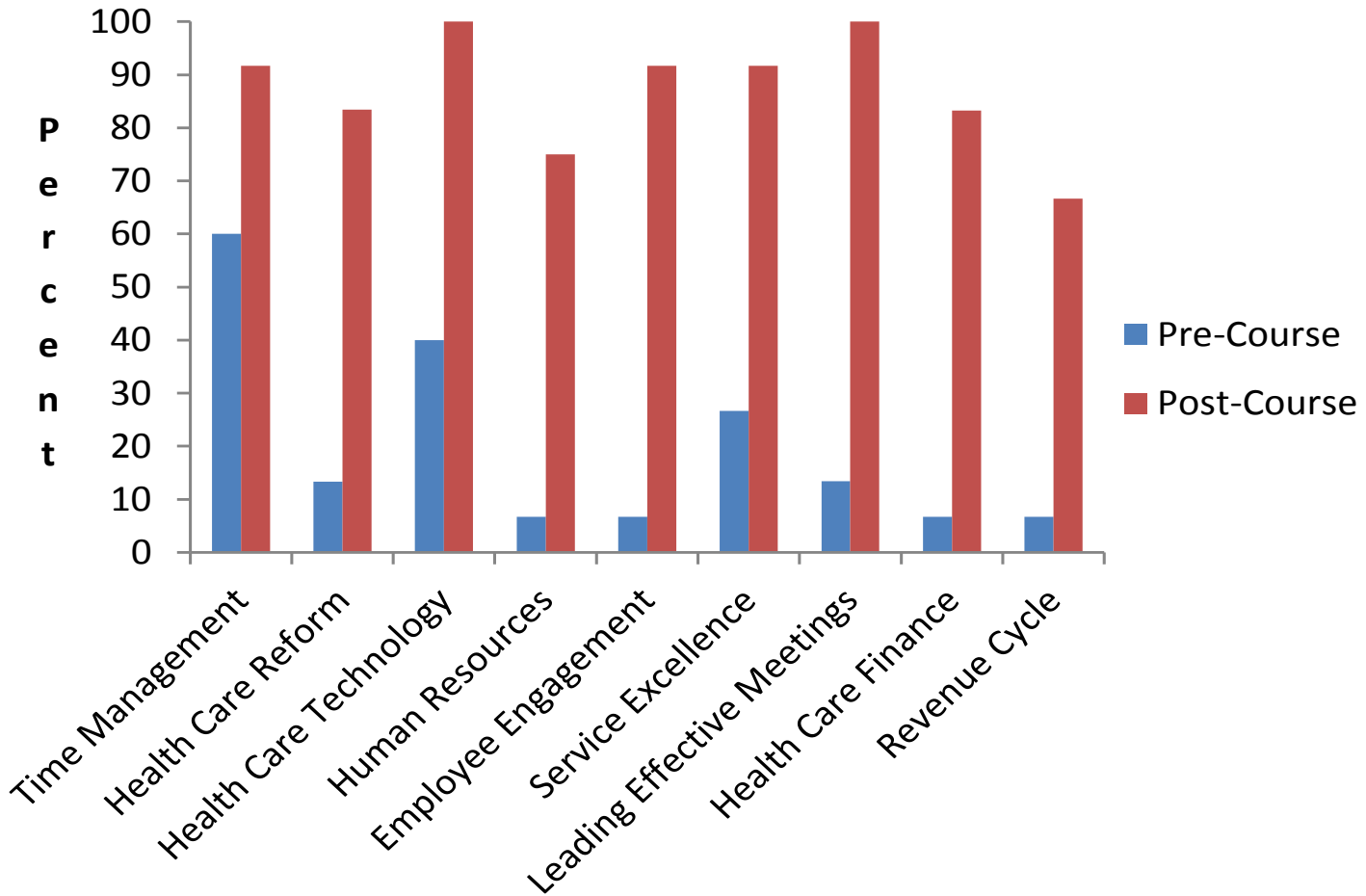


Physician Comments from CME Evaluation Forms

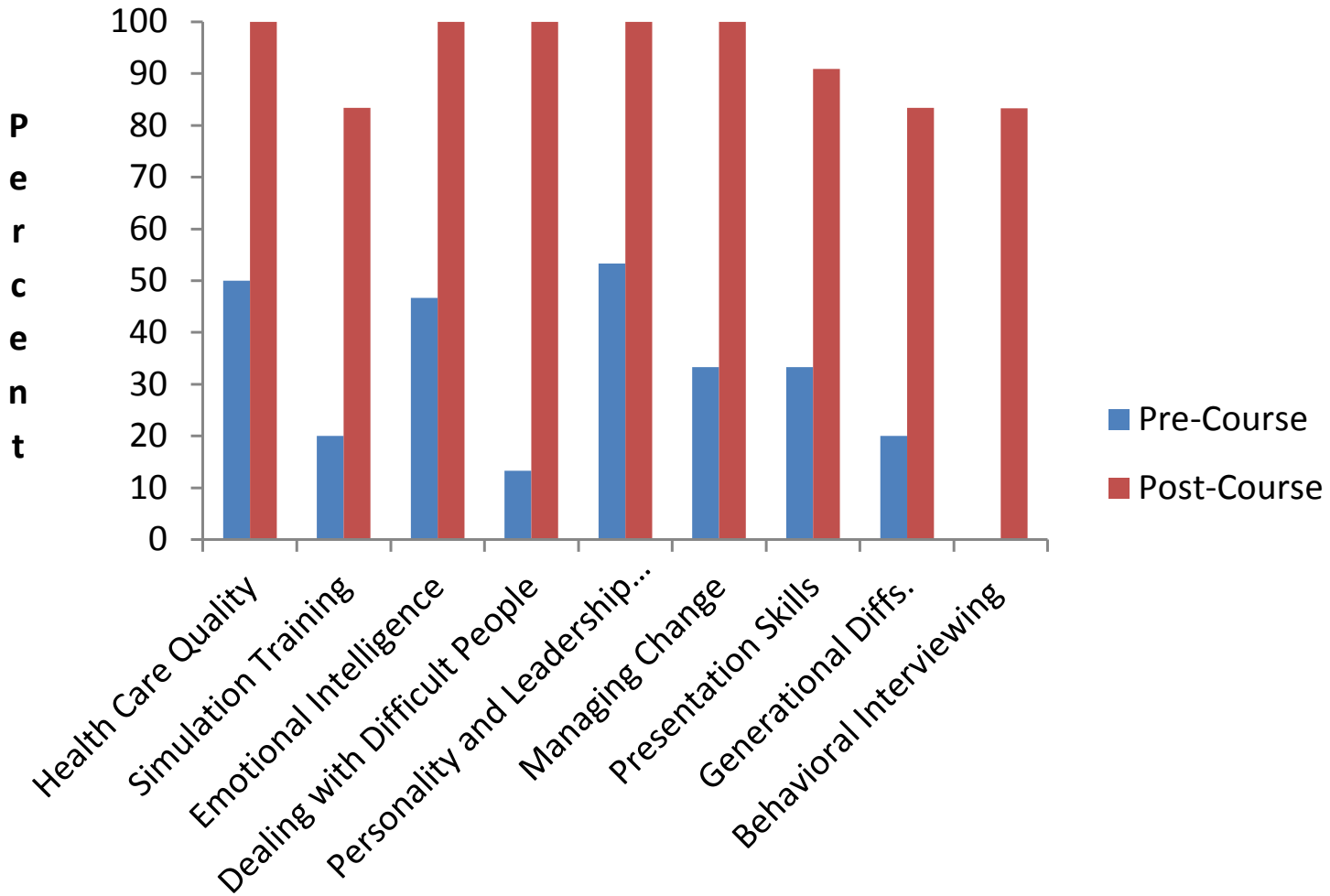
- “Excellent, eye opening.”
- “Covered many aspects of my administrative challenges that I have been learning to deal with on the job.”
- Organized, relevant, interactive which allows for learning from colleagues.”
- “Great – sparked a lot of discussion.”
- Excellent info that is crucial to development as leaders.”
- “Great talk and presentation which should be shared with all physician leaders.”
- “I love that these skills apply to both our professional and personal lives.”



Physician Leadership Program Rating of Level of Knowledge as Good or Excellent: Pre-Course vs Post-Course Evaluations



Physician Leadership Program Rating of Level of Knowledge as Good or Excellent: Pre-Course vs Post Course Evaluations



Physician Comments from Post-Course Assessment

- “I believe that I have made a ‘quantum leap’ in my understanding about what it means to be a leader and a better professional overall.”
- “The program provided practical knowledge and experience that I will always carry with me.”
- “I am sure that I will be a better physician and person as a result of this program.”
- “This program has impacted me more than the 18 months I spent working on my Masters in Business! Much more pertinent/relevant.”
- “I loved this opportunity. I have made some great new friends and I really feel so much more connected to HPH as a whole.”





The Hawai'i Pacific Health Physician Leadership Training Program

Program Video



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Summary

- Economic forces demand a cultural transformation of U.S. health care to Organized Systems of Care that value teamwork and collaboration.
- Future success for health care systems requires an organizational culture which values physician leadership and a physician/ administrative partnership.



Summary

- An effective Physician Leadership Training Program is therefore a strategic imperative.
- A Physician Leadership Training Program can help transform the culture of the organization.



“The best physician leaders always behave as if they have a patient at their elbow, and they bring the patient’s perspective into every conversation.”

James Reinertsen MD

Physicians as Leaders in the
Improvement of Health Care Systems



“Things do not get better
by being left alone”

– **Winston Churchill**



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Aloha!



Questions?

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