



What's in an Aim?

**USING YOUR PACE 2.0 GROWTH AIM
TOOLKIT TO ACCELERATE GROWTH**

February 19, 2019

AGENDA



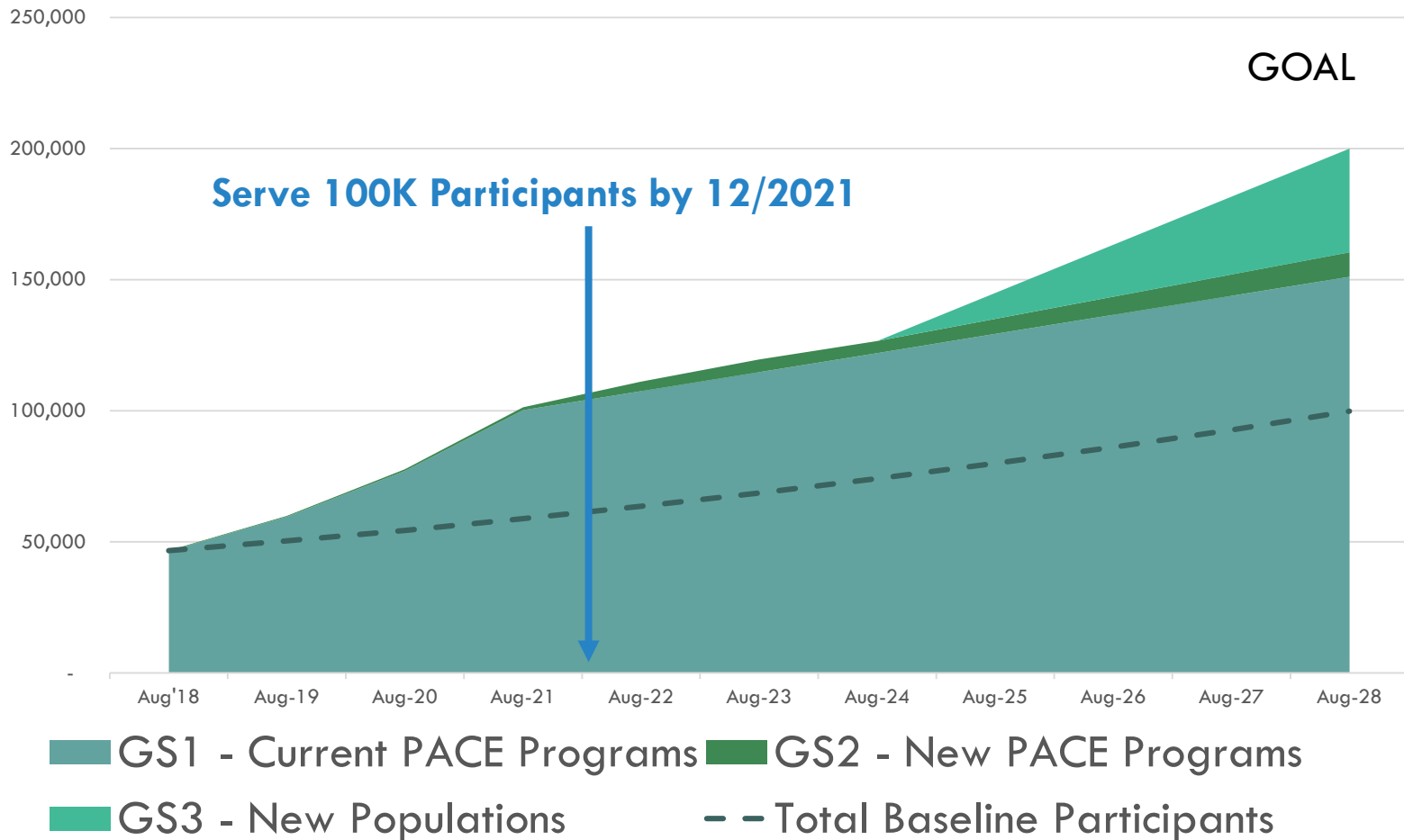
PACE 2.0: SCALE AND SPREAD

Scale – serving more people through the growth of currently operating PACE organizations, serving our current target population (Growth Stream 1)

Spread – serving more people through current and new PACE organizations expanding into new service areas, serving our current target population (Growth Stream 2)

New Populations – serving new eligible populations e.g. under age 55, at-risk of nursing home level of care, Medicare-only (Growth Stream 3)

PACE 2.0 GOAL: 200K PARTICIPANTS BY 2028



WAIT BUT WHY



WHY GROW?

Before
I Found
PACE



<https://www.npaonline.org/pace-you/i-found-pace> to view video interview series

WITHOUT PACE, OLDER ADULTS AND THEIR FAMILIES ARE STRUGGLING

Older Adults

Isolated

Bored

Dependent

Difficulty accessing care

Uncoordinated care

Fear of nursing home placement

Family Caregivers

Worried

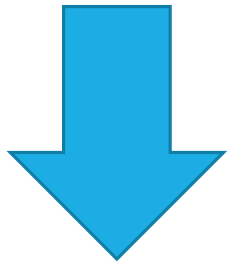
Tired

Running around (to get to care)

Hard to maintain work schedule

Source: NPA review of PACE participant and caregiver interviews

PACE QUALITY



Fewer

- Hospitalizations
- Emergency Room Visits
- Unmet Needs

Better and More

- Years of Life
- Quality of Life



WHY SET AN AIM?

1. to guide your work:

- how much
- how fast
- by when

2. to plan ahead

3. to motivate and engage

Clear Aims Increase Your Odds of Success



WHAT IS YOUR AIM?

Total Census

Average Net
Monthly
Enrollment

Market
Penetration



GROWTH AIM TOOLKIT – BASELINE AND BENCHMARKS

- ❑ Total Census
- ❑ Average Net Monthly Enrollment
- ❑ Market Penetration



GROWTH AIM TOOLKIT - ESTIMATED ELIGIBLE POPULATION

Current Service Area

Statewide

Criteria

- ✓ 55+
- ✓ NH Level of Care
- ✓ Medicaid Eligible



NH: Nursing Home

GROWTH AIM TOOLKIT – EXTERNAL FACTORS

Other Health Plans

State Policy

- ✓ State Growth Factors Checklist
- ✓ State Almanac
- ✓ State Scorecard



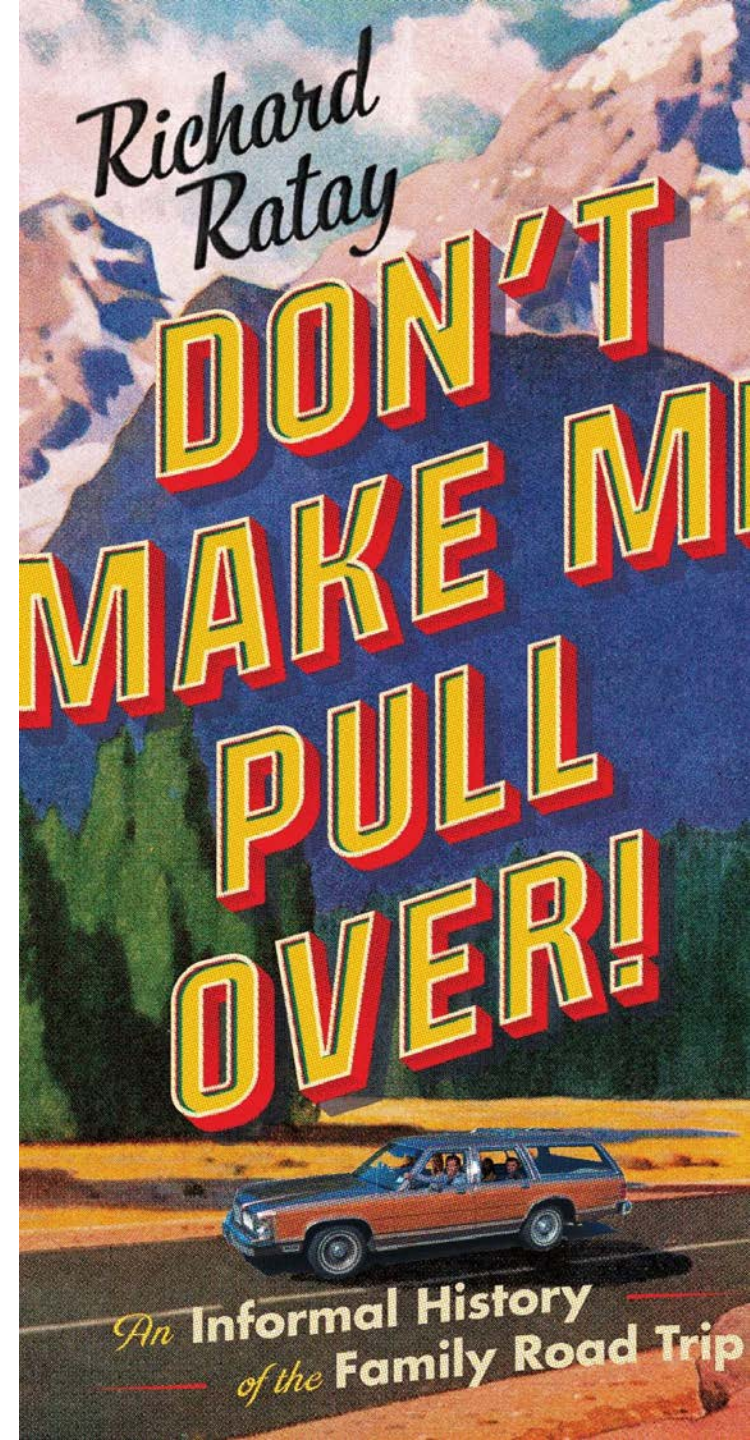
GROWTH AIM TOOLKIT – INTERNAL FACTORS

- ❑ Leadership and Key Staff
- ❑ Infrastructure – Space, Systems
- ❑ Community Relationships
- ❑ Financial Capacity
- ❑ Strategic Fit

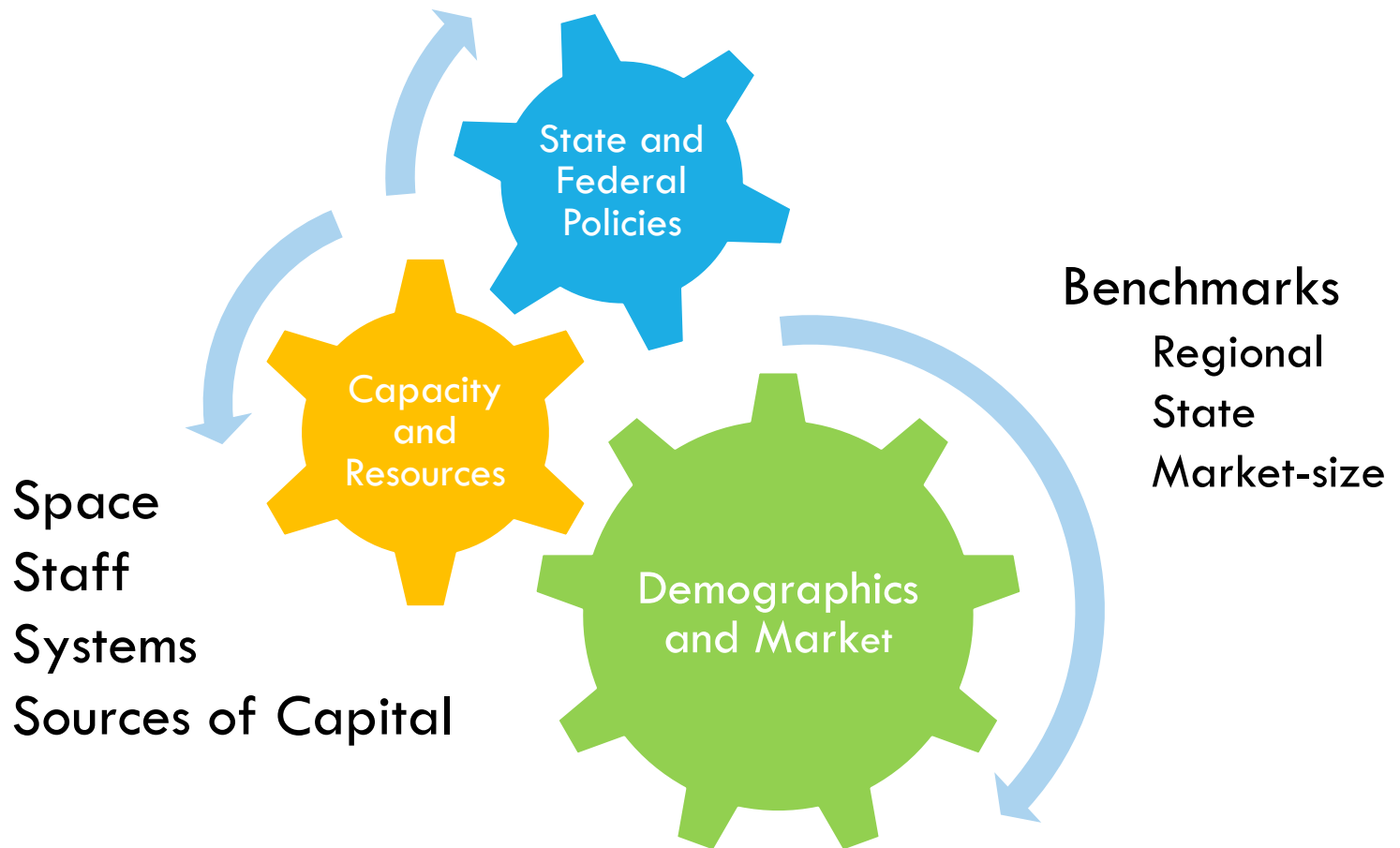


KNOW BEFORE YOU GO

- ? Right zip codes for your service area
- ? Right baseline: enrollment, net enrollment, market penetration
- ? State policy constraints (e.g. enrollment cap)
- ? Resources: Space (PACE Center, Alternative Care Sites), Systems, Staff
- ? Internal Support: leadership, financing



SETTING YOUR AIM – AMBITIOUS AND ACHIEVABLE



SHARING YOUR AIM

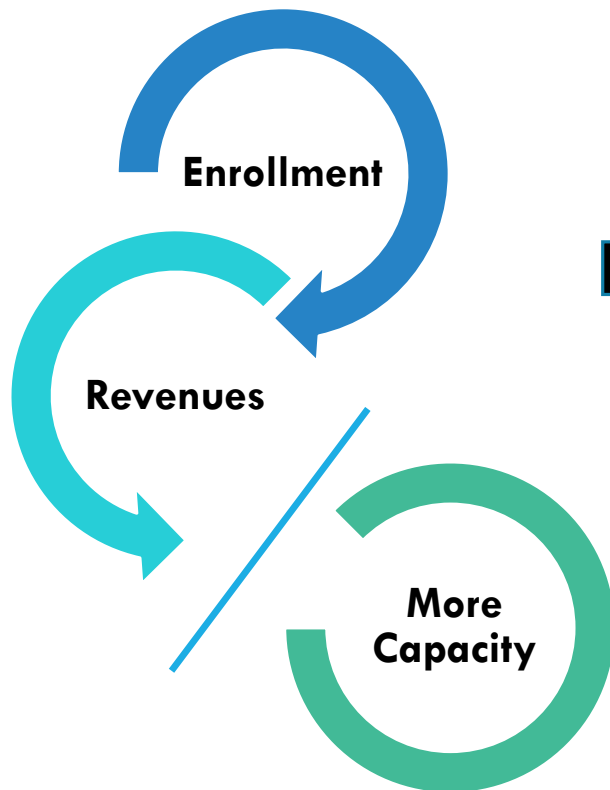
By December 31, 2021, [My PACE Organization] will serve a total of [X number] participants, enabling them to live their highest quality of life; this will require an average net monthly enrollment between March 31, 2019 and December 31, 2021 of [Y number] participants and will result in a market penetration of [Z percent].

Please email your aim to: AnitaG@npaonline.org by **March 31, 2019**

ACHIEVING YOUR AIM: PACE GROWTH MINDSET

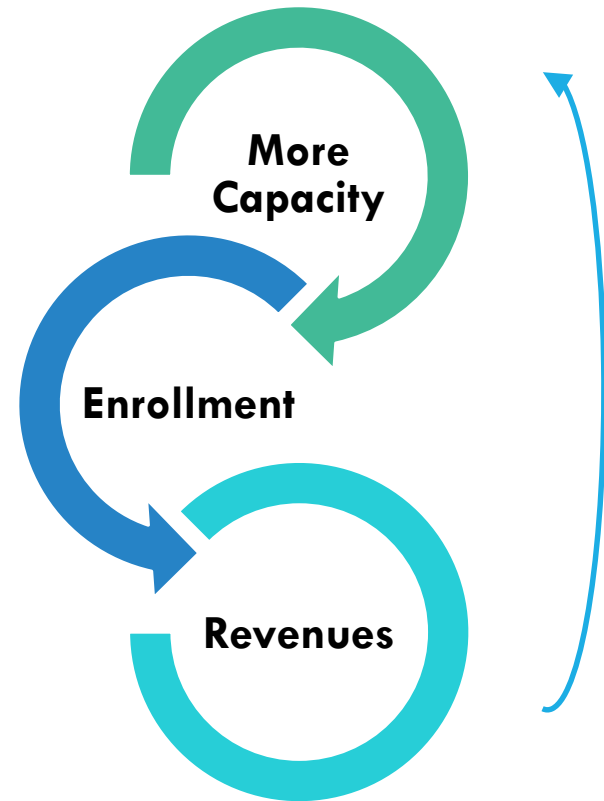
If they come, we'll Build it!

Incremental Growth



If we Build it, they'll come

Exponential Growth



ACHIEVING YOUR AIM: TOOLS

1. Use the PACE 2.0 Growth Model
2. Consider joining or forming a PACE 2.0 Learning Collaborative
3. Participate in PACE 2.0 Webinars
4. Access PACE 2.0 resources on the NPA website: www.npaonline.org



PACE2.0

DISCUSSION

