

# SSBCI CONSIDERATIONS FOR 2020

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# WELCOME

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## PROGRAM DOMAINS TO CONSIDER FOR SSBCI IN 2020

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**PROVIDING NEW NON-MEDICAL BENEFITS TO YOUR MEMBERS THAT**  
ARE NOT PRIMARILY HEALTH RELATED,  
HAVE A REASONBALE EXPECTATION OF IMPROVING HEALTH/FUNCTION,  
CAN BE TARGETED TO CHRONICALLY ILL

### **BENEFIT CONSIDERATIONS**

Falls Prevention

Social Isolation & Loneliness

Food Security & Nutrition

Financial Wellbeing

Transportation

# BENEFITS THAT MEET SSBCI CRITERIA: **REDUCING THE RISK OF FALLS**

Fall risk reduction is one of 17 HEDIS measures that factor into the CMS Star rating system

FALLS ARE COMMON AND COSTLY

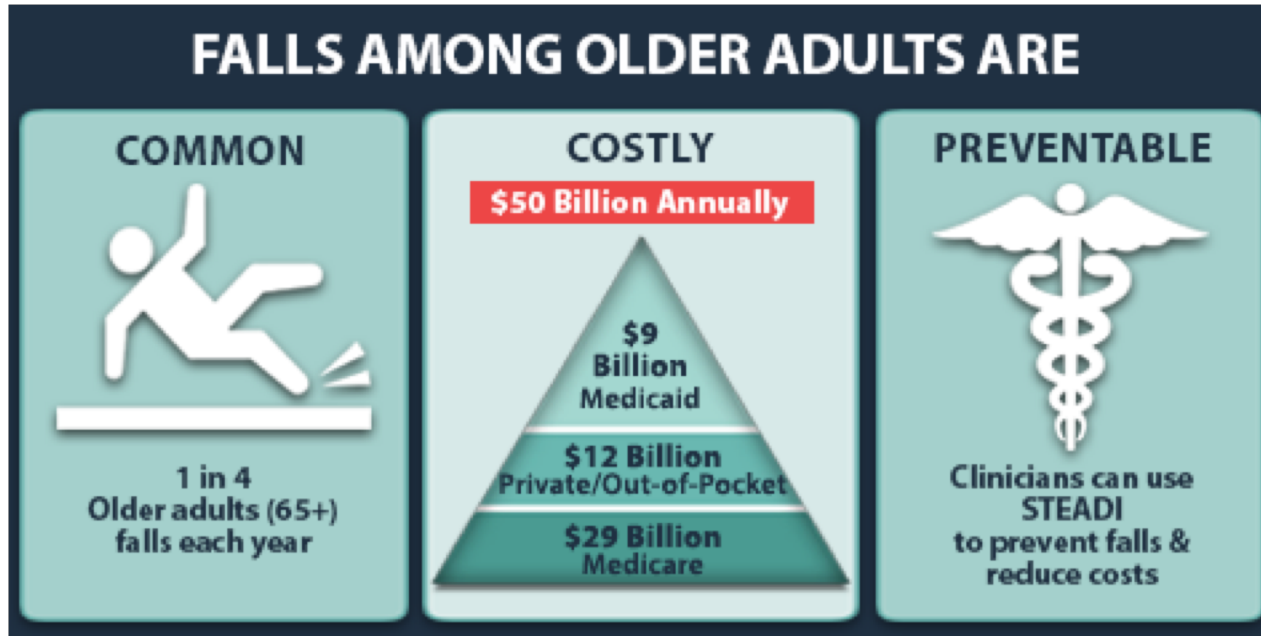


Image source: CDC, 2018

WE KNOW WHAT WORKS—BUT IT’S NOT WORKING

## USPSTF Grade B Evidence & **STARS** Rating

### Falls Prevention in Community-Dwelling Older Adults:

Release Date: April 2018

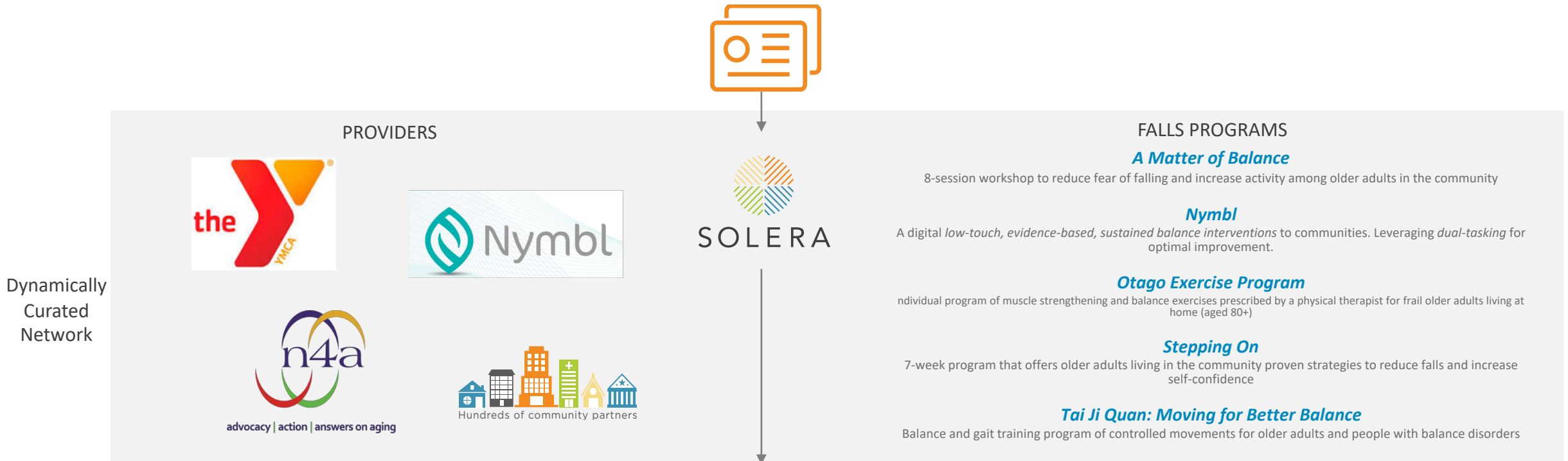
#### Recommendation Summary

Population	Recommendation	Grade (What's This?)
Adults 65 years or older	The USPSTF recommends exercise interventions to prevent falls in community-dwelling adults 65 years or older who are at increased risk for falls.	<b>B</b>
Adults 65 years or older	The USPSTF recommends that clinicians selectively offer multifactorial interventions to prevent falls to community-dwelling adults 65 years or older who are at increased risk for falls. Existing evidence indicates that the overall net benefit of routinely offering multifactorial interventions to prevent falls is small. When determining whether this service is appropriate for an individual, patients and clinicians should consider the balance of benefits and harms based on the circumstances of prior falls, presence of comorbid medical conditions, and the patient's values and preferences.  See the <a href="#">Clinical Considerations</a> section for information on risk assessment for falls.	<b>C</b>
Adults 65 years or older	The USPSTF recommends against vitamin D supplementation to prevent falls in community-dwelling adults 65 years or older.	<b>D</b>

# SOLERA CURATES FALLS PREVENTION PROGRAMS THAT **REDUCE FALLS RISK, IMPROVE FUNCTION AND CONTRIBUTE TO IMPROVED STARS RATING**

## ONE CONTRACT SUPPORTS BROAD MEMBER CHOICE

Members access a diverse set of evidence based programs with outcomes based payment



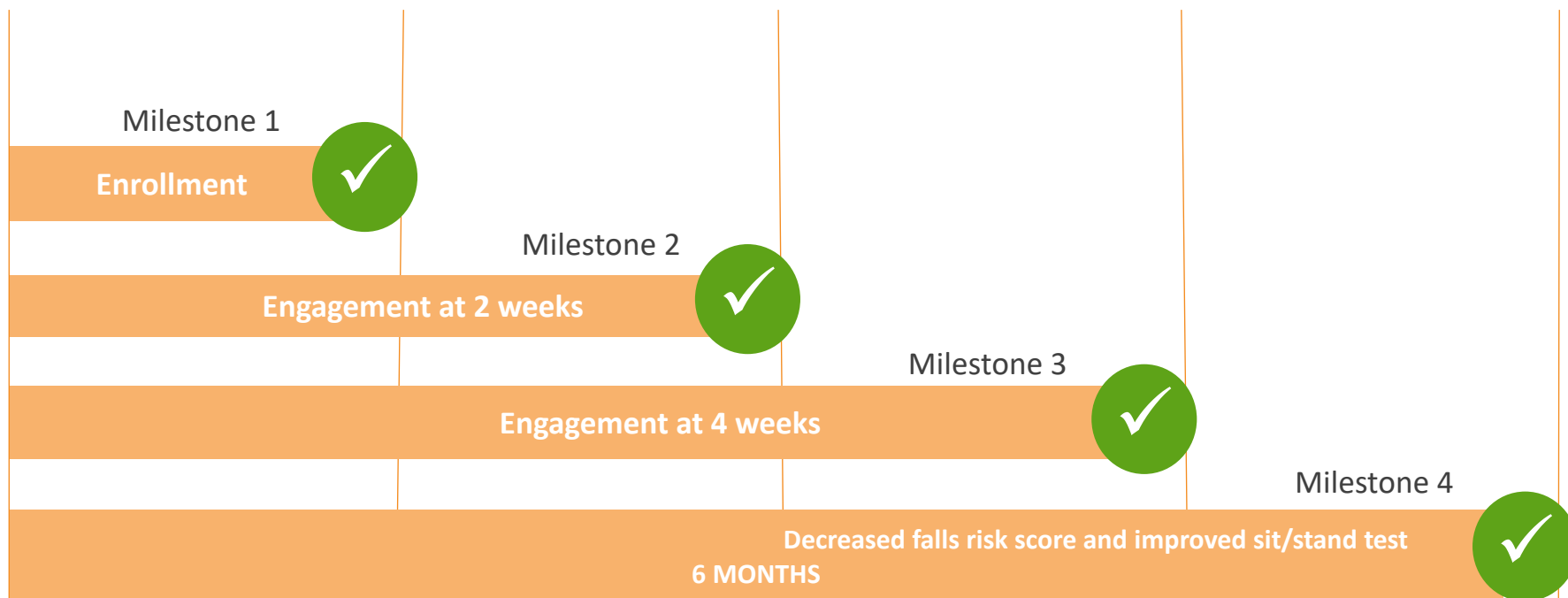
## WITH ONE PLATFORM

Members are matched to the **best fit** program provider from a **variety of solutions and delivery options** (community, online, smart phone)

# PERFORMANCE-BASED PAYMENT TO INTEGRATE INTO PMPM/PUPM SUPPLEMENTAL BENEFIT COSTS

*Solera maintains consistent milestone and payment terms for each program / service category across the network.  
Pay for performance and transparency aligns incentives with payers.*

## EXAMPLE PAYMENT STRUCTURE FOR 8 WEEK FALLS PREVENTION PROGRAM



## BENEFITS THAT MEET SSBCI CRITERIA: **REDUCING SOCIAL ISOLATION & LONELINESS**

### CHRONIC DISEASE AND A DECLINE IN PHYSICAL HEALTH CAN BE A TRIGGER FOR SOCIAL ISOLATION AND LONELINESS

**1 IN 5 FEELS LONELY**

and the negative effects of loneliness on health are similar to smoking up to 15 cigarettes a day



Among seniors, the healthcare costs associated with isolation are equal to the same costs associated with having high blood pressure

*Images Source: Meals on Wheels America, 2018*

If you are lonely or socially isolated and an older adult, you are:

**26%**

More likely to die prematurely

**3.4x**

More likely to suffer depression

**2x**

The risk of Alzheimer's disease

# SOLERA CURATES INTERVENTIONS & PROGRAMS TO ADDRESS REDUCE LONELINESS & IMPROVE SOCIAL CONNECTIONS

	Most prevalent causes of isolation	Common responses that may prevent or reduce isolation
Transportation Challenges	Lack of accessible and affordable transportation options Driving retirement	Volunteer-based ride programs Livable/age-friendly community initiatives
Poor Health and Well-being	Untreated hearing loss Mobility impairments Frailty Poor mental health	Falls prevention programs Chronic disease self-management
Life Transitions, Role Loss or Change	Leaving the workforce Loss of a partner or friends Becoming a caregiver	Support groups Lifelong learning Senior centers Creative/artful aging
Societal Barriers	Ageism Lack of opportunities for older adults to engage and contribute	Intergenerational programs Lifelong learning Policies to support an older workforce
Lack of Access and Inequality	Poverty Rural living Marginalized groups (racial/ethnic minorities, LGBT, etc)	Resiliency and empowerment models Home-sharing models Technology training

## Programs & Interventions Support

- Transportation
- Falls Prevention
- Social Groups
- Learning & Volunteerism
- Companionship
- Learning and volunteerism
- Chronic Disease Management

## ELEMENT3™ HEALTH

Uses Activity Groups to increase activity in seniors, Groups provide increased physical, mental, and social activity. Groups allow seniors to do what they are already passionate about, without being told to "exercise"



Grandkids on Demand. Papa Pals are our friendly, trusted college students that create incredible social experiences for our members. and companionship.



advocacy | action | answers on aging

Senior center, clubs, meals, volunteer experiences, help support line and more.



Senior groups, physical activity and peer support



Image Source: AARP Foundation Connect2Affect

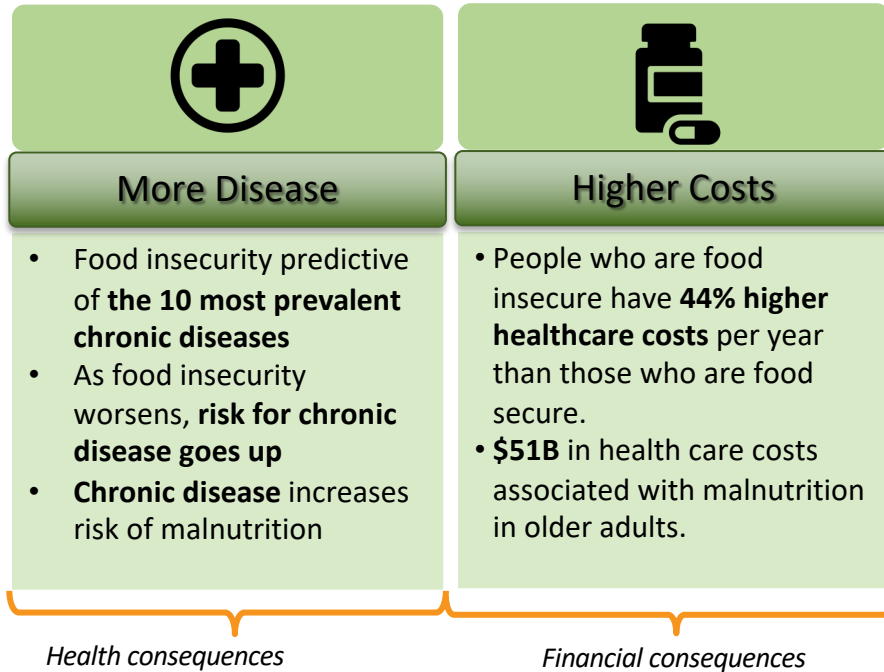


\*Current or prospect Solera Providers, not exhaustive or definitive

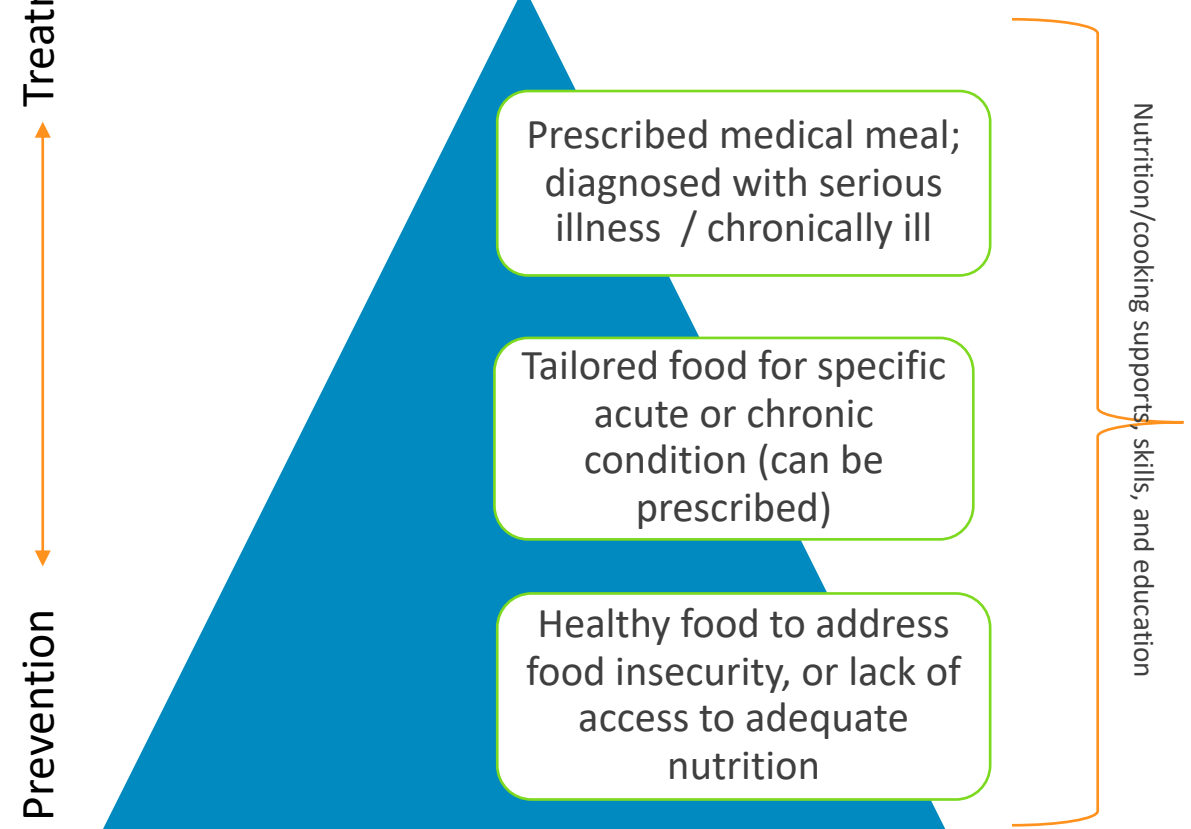


# BENEFITS THAT MEET SSBCI CRITERIA: IMPROVING FOOD SECURITY & NUTRITION

## WHY



## STRONG EVIDENCE TO SUPPORT A RANGE OF INTERVENTIONS



SOLERA OFFERS A CURATED NETWORK OF NUTRITION AND FOOD SOLUTIONS TO MEET THE DIVERSE NEEDS OF YOUR MEMBERS

DIVERSE SET OF NUTRITION PROVIDERS

PROGRAM OFFERINGS

	Home delivered meal provider (community based)	In Person Community Food Security or Nutrition Partner	National and Local Grocers & Retailers	Nutrition Digital App	Healthy Food Voucher & Incentives
Home delivered prepared meals	x				
Meal box/kits option	x	x	x	x	
Produce box		x	x		
Benefit assistance (e.g. SNAP, WIC)		x			x
Food purchasing incentives			x	x	x
Nutrition education & meal planning		x	x	x	
Broad geographic reach	x*	x	x*	x	x
Human point of contact for member	x	x	x		x



\*Current or prospect Solera Providers ,not exhaustive or definitive

# WORKING TOGETHER TO PROVIDE SSBCI IN 2020

## HOW IT WORKS



1. We align with your strategic goals



2. You identify the geographies



3. We curate your digital and in-person network



4. Your members are matched to the curated network



5. We manage the performance and outcomes of the network



6. Our clearinghouse function leverages your claims or payment system of your choice

## NEXT STEPS

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- ✓ Please reach out! We want to hear from you.
  - [Michelle.marshall@soleranetwork.com](mailto:Michelle.marshall@soleranetwork.com)
  - [Sandeep.wadhwa@soleranetwork.com](mailto:Sandeep.wadhwa@soleranetwork.com)
- ✓ Look for an email or call form Solera team to schedule
- ✓ Before June 3<sup>rd</sup> submission, Solera can support you to:
  - Define scope of benefits and price
  - Provide data, relevant evidence and sources to support actuarial process
  - Support process to document eligibility (not due with bids)
  - Curate hyperlocal and digital network programs and providers



We've love the opportunity to co-create new SSBCI with you!