



## Organized Providers

### Integrated Delivery Networks: Quality and Population Health Management Goals and Initiatives

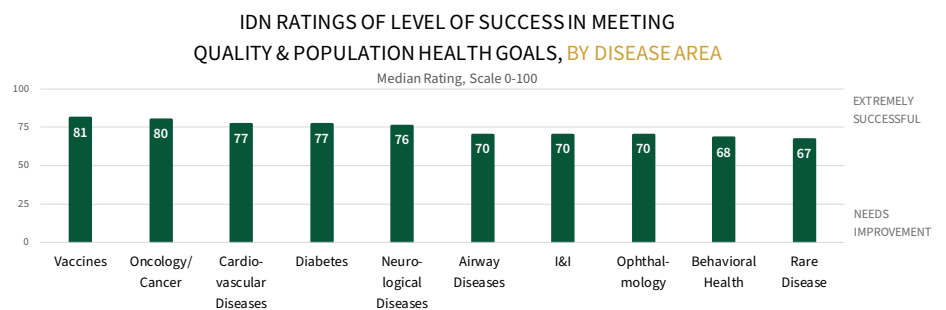
There are many opportunities for manufacturers to align resources and offerings to the quality and population health objectives of Integrated Delivery Network (IDN) customers. HIRC's report, *Integrated Delivery Networks: Quality and Population Health Management Goals and Initiatives*, reviews the benchmark systems IDNs utilize to measure quality, IDNs' disease-specific priorities and challenges, and IDNs' population health management capabilities. The report addresses the following questions:

- Which quality benchmark systems are most often utilized by IDNs, and what specific measures are driving their quality and population health goals and initiatives?
- Which measurement systems and specific metrics continue to be most challenging for IDNs to improve upon?
- What are IDNs' quality goals across select priority disease states?
- Which capabilities do IDNs utilize to enhance overall population health? Which capabilities have the most opportunity for improvement?
- How are pharmaceutical manufacturers engaging IDN customers in quality improvement and population health?

**Key Finding:** IDNs report improvement in a number of disease-specific goals and population health initiatives, but challenges still remain; data collection, reporting, & analytics, patient engagement, and addressing social determinants of health are among the top opportunities for partnership in 2023.

### IDNs Report Lower Success in Meeting Quality Objectives in Behavioral Health & Areas with Higher Drug Costs

IDNs' quality goals vary by disease category; for example, reducing the total cost of care is most critical across several disease states, especially diabetes, whereas reducing hospital readmissions is the top goal in cardiovascular and airway diseases. Despite continued challenges with vaccine compliance overall, IDN respondents rate highest levels of success in meeting quality goals for vaccines, followed by oncology.

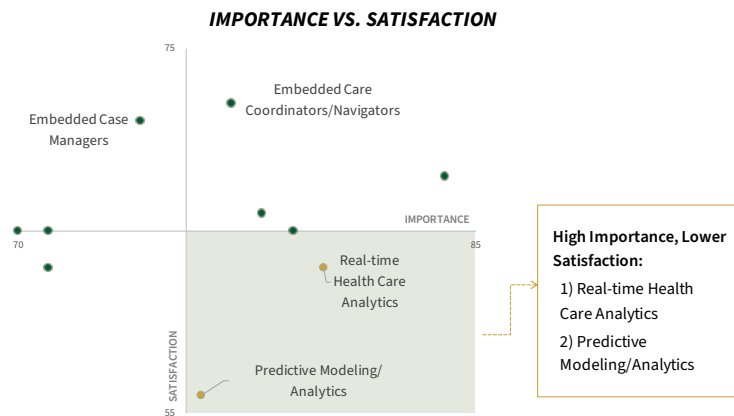


Lower levels of success are observed in rare disease and behavioral health. In behavioral health, for example, IDNs report a lack of resources and providers. The complete report delves into IDNs' disease-specific challenges in 10 broad areas.

## IDNs' Data Analytics Capabilities Remain a Key Opportunity for Improvement

A variety of population health management capabilities and tools are used to drive quality metric performance, ranging from staff and education to data analytics/reporting. HIRC examines IDNs' self evaluation of 10 unique capabilities in importance & satisfaction, finding that IDN satisfaction is highest with population health staff (e.g., care coordinators and case managers). However, there are still opportunities for improvement in real-time data & analytics reporting and predictive analytics.

IDN EVALUATION OF POPULATION HEALTH MANAGEMENT CAPABILITIES:



The **Organized Providers Service** examines the environmental trends impacting health care delivery, focusing on how increased provider accountability and value-based reimbursement will impact pharmaceutical market access. HIRC's research with integrated delivery networks (IDNs) provides market insights and metrics to assist pharmaceutical firms in developing access strategies and quality value-added programs. For subscription information please contact:

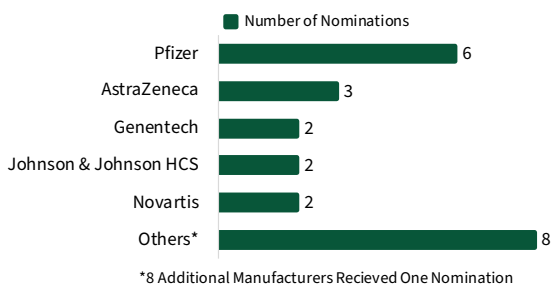


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## Pfizer & AstraZeneca Recognized by IDNs for Quality and Population Health Engagement

IDNs were asked to nominate a pharmaceutical manufacturer that stands out in most meaningfully supporting quality/population health management goals in 2022/2023. Pfizer

NOMINATIONS FOR MOST MEANINGFUL QUALITY/POPULATION HEALTH ENGAGEMENT/SUPPORT



receives the most nominations, followed by AstraZeneca.

Manufacturers nominated are engaging IDNs in a range of educational, adherence, and preventative care initiatives.

The complete report reviews example collaborations and recommendations for future support.



HEALTH INDUSTRIES RESEARCH CENTER (HIRC) is an independent, nonpartisan organization that conducts strategic market research on trends in health care, pharmaceuticals and managed care businesses. HIRC's benchmark studies focus on the marketing needs of pharmaceutical companies by providing research critical to the development of successful customer-focused marketing strategies.

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## Research Methodology and Report Availability

In August, HIRC surveyed 56 pharmacy directors, medical directors, and quality/population health personnel from IDNs ranging in size and geographic location. The full report, *Integrated Delivery Networks: Quality and Population Health Management Goals and Initiatives*, is part of the Organized Providers Service, and is now available to subscribers at [www.hirc.com](http://www.hirc.com).