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Objectives

- Discuss different approaches to expanding access to home-based palliative care among diverse patient populations being evaluated in PCORI-funded clinical trials.
- Discuss challenges and examine potential solutions for successfully conducting large scale, complex, multi-site palliative care clinical trials.

Patients with advanced illnesses and their caregivers have been shown to benefit significantly from palliative care services. However, access to comprehensive palliative care remains limited and in many communities is restricted to hospital consults or end-of-life hospice settings. Patients and caregivers report a significant unmet need for receiving palliative care where they live. In response to systematic reviews and priorities identified by a large multi-stakeholder group, the Patient-Centered Outcomes Research Institute (PCORI), in fiscal year 2017, invested over \$80 million to fund 9 large, multi-site clinical trials focused on the delivery of community-based palliative care.

In this session we will discuss four of these trials that are evaluating different approaches to delivering palliative care to patients in their homes. These include:

- A trial in 10 Accountable Care Organizations that is comparing the effectiveness of in-person home-based palliative care (HBPC) versus palliative care delivered in clinic by trained primary care providers.
- A trial in 15 clinical sites from an integrated healthcare system that is comparing the effectiveness of an efficient, technology-supported model versus a standard in-person model of HBPC.
- A trial enrolling patients discharged from 9 emergency departments that is comparing the effectiveness of a nurse-led, telephonic case management model of delivering HBPC versus in clinic visits with palliative care specialists.
- A trial in 20 cancer centers that is comparing the effectiveness of delivering HBPC utilizing telemedicine versus in clinic visits with palliative care specialists.

Following an overview of the four trials, we will engage in a moderated panel discussion among the PIs of the studies and with the session attendees on the opportunities for expanding access to HBPC to diverse patient populations and challenges in conducting such large and complex trials that have the potential to generate evidence needed to transform the delivery of palliative care in the US.

Straddling Fee-for-Service and Value-Based Payment: Eight Ways to Keep Your Palliative Care Program Funded and Growing (FR473)



Tom Gualtieri-Reed, MBA BA, Spragens & Associates LLC, Chapel Hill, NC. Donna Stevens, MHA, Lehigh Valley Health Network, Allentown, PA.

Objectives

- Describe common challenges and barriers to funding a palliative care program across different payment models and funding sources.
- Identify four actions that a program can take to improve the likelihood of adequate funding and growth.
- Describe the basic building blocks of the business case for palliative care programs.

Are you struggling to get adequate staffing for your palliative care program? Have you been asked to begin seeing patients in the home or expand into the cancer center? Is your organization considering reducing or eliminating your program? Building the business case for your palliative care program is a continuous process and is particularly challenging during this period of shifts in reimbursement from fee-for-service to value-based payment.

This session will provide participants with practical actions they can take to tell their “value story” and align with organizational, payer, or other funder’s goals. Using a palliative care program’s experience, this interactive session will walk participants through this program’s recent journey in going from being at risk of having their program funding reduced to a place where their organization has recognized its value and is growing its resources.

Through large group facilitated discussion this session will encourage participants to share their own experiences in building the business case for the resources they needed to sustain and grow their program, including what worked and what did not work.

Finally, the presenters will share business planning tools and practical steps for conducting a needs assessment and aligning the program’s goals with their organization’s or other funders’ goals.

Sojourn’s Scholars Present: In the Expert’s Studio (FR474)



Toby Campbell, MD MS MSC, University of Wisconsin, Madison, WI. Abraham Brody, PhD RN ACHPN FAAN FPCN, NYU Rory Meyers College of Nursing, New York, NY. Elizabeth Lindenberger, MD, Icahn School of Medicine at Mount Sinai, New York, NY. Caroline Hurd, MD, University of Washington, Seattle, WA.