

The Center of Excellence for Geriatric Care:
Enhancing the Care of Older Adults through Innovation and Quality Improvement
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A major challenge for sustaining hospital based geriatric clinical programs and services is demonstrating financial viability and value. However, geriatric medicine programs can benefit integrated health care systems by decreasing health care utilization, improving capacity, and improving quality and cost-effectiveness of care.

Phase I of this project will focus on the creation of a new health system business entity, **The Center of Excellence for Geriatric Care (COEGC)**, which will align incentives for the geriatric medicine program (hospital based) , the health system (hospitals), providers (independent contracted geriatricians), and health plan (system owned) . The new **COEGC** will be a joint venture limited liability company whose partners will include but are not limited to Summa Health System and Summit County Geriatricians (SCG). At-risk older adults enrolled in the Medicare Advantage health plan of SummaCare (SC), a provider-sponsored health plan of Summa Health System (SHS), will be the target population for the proposed project. As an example of realigned incentives, SC will contract the **COEGC** for the geriatric medicine program and geriatricians to “engineer” a comprehensive care management program (house calls, geriatric rehabilitation units, and transitional care coordination) impacting capacity management for the hospitals and improving utilization for the health plan. The geriatricians and geriatric program can be reimbursed for their program development (“engineering”) and clinical care. Creation of these programs through **COEGC** should increase capacity and cost effectiveness for the hospital, enhance market share, while generating SC savings. Being a not-for-profit system, any profitability created for SC returns as dividends and value to the **system**.

Phase II and III of this project will be development of a **Geriatric and Senior Services Consultation Program** within the **COEGC** which will disseminate the knowledge, skills, methods, and processes to other geriatric leaders to develop similar programs in any community hospital and/or Medicare Advantage plans. This phase will need initial capital investment by the health system or other investors (health plan?) and will generate revenues through consultation services, licensing fees, and program development services. Examples include but are not limited to consultative services for Acute Care for Elders Unit, Senior Service Line development and operations, and Care Management. Within 5 years we plan to obtain external funding to establish the “**Summa Health System Institute of Geriatrics and Palliative Care**”. This institute will re-organize and house all Senior Services clinical and education programs as well as the commercialization entity, the **COEGC** The goal of the institute would be to be a national site to educate, research, mentor, and disseminate how to create successful and financially viable geriatric medicine programs and services models for community hospitals.

Please [email Kyle](#) with any questions or comments regarding this project.