

The Right Track

Donor Spotlight: Boehringer Ingelheim's Elisabeth Whalen



Boehringer Ingelheim (BI) is a research-driven pharmaceutical company that concentrates on developing innovative therapies to improve the health and quality of life of patients. BI has been active with AMGA for more than 10 years, sponsoring quality improvement programs, exhibiting at key meetings, and participating in AMGA corporate events. Most recently, Elisabeth Whalen, senior associate director of health systems marketing, spearheaded

BI's sponsorship of the Together 2 Goal® Innovator Track CVD Cohort. *Group Practice Journal* recently interviewed Whalen about BI's involvement with AMGA and the Innovator Track project.

GPJ: Last year, you helped AMGA launch its initiative to improve cardiovascular care for patients with Type 2 diabetes, the Together 2 Goal® Innovator Track CVD Cohort. What impact do you hope this program will have on AMGA members?

Whalen: The Together to Goal® Innovator Track CVD Cohort is inspiring AMGA members to think outside of the box and tackle chronic healthcare issues in a more comprehensive way. The current healthcare landscape is complicated. Health systems must identify strategies that are clinically appropriate and fiscally responsible to improve the delivery of health care for large patient populations, while retaining a high level of patient engagement.

AMGA members are eager to learn from each other, implement best practices, and adhere to evidence-based guidelines, particularly in the area of managing patients with cardiovascular disease and Type 2 diabetes. Recent guidelines, such as the American Diabetes Association's *Standard of Care* and the American College of Cardiology's *Expert Consensus Decision Pathway*, support the impact of the program.

GPJ: How do you think the Together 2 Goal® Innovator Track CVD Cohort will ultimately impact health care in this country?

Whalen: Being at the forefront of resolving healthcare issues such as cardiovascular disease

management for patients with Type 2 diabetes is an important step in improving health outcomes in America. The Innovator Track will provide support to members with the information they need to not only recognize the correlation between Type 2 diabetes and atherosclerotic cardiovascular disease, but also to disseminate key learnings within their organizations. Additionally, the Innovator Track will provide members with the tools they need to directly affect how they deliver care in this country. With the statistics so staggering—two out of three adults with Type 2 diabetes will die of a cardiovascular event—the learnings from the Together 2 Goal® Innovator Track CVD Cohort are so important. Ultimately, saving patients' lives is the measure of success.

GPJ: BI has been involved with AMGA for over 10 years. What value do you feel AMGA has provided to you as a corporate partner during this time?

Whalen: As a corporate partner of AMGA, we have been given the opportunity to recognize the important role of the health system. AMGA allows us to learn directly from their member stakeholders and understand member's healthcare challenges in providing quality care to patients. A clearer understanding of these roadblocks enables BI's decision makers to better work toward solutions for population health.

GPJ: What do you think AMGA Foundation brings to the table in our dynamically changing healthcare environment?

Whalen: AMGA Foundation provides a platform for leaders in the healthcare space to share their learnings and improve care delivery across the country from a macro to micro level. Initiatives like the Innovator Track focus members on chronic, high-risk disease areas and create opportunities to identify evidence-based care-management processes. From the decision making C- and D-suite level, all the way to front-line providers who are delivering care, these initiatives can create best practices that can then be rolled out nationally.

GPJ: Why would you encourage others to get involved with the AMGA Foundation?

Whalen: The AMGA Foundation gives health system members the opportunity to connect on a common platform as they focus on improving healthcare delivery and health outcomes on a daily basis. It's an opportunity to learn together—as partners—to identify challenges, share and develop solutions, and ultimately improve population health. Speaking on behalf of BI, it is invaluable to be able to partner with the AMGA Foundation and to be part of such substantial, meaningful work that brings more health—and improved outcomes—to patients. [GPJ](#)

As Senior Associate Director of Payor and Health Systems Marketing at Boehringer Ingelheim Pharmaceuticals, Inc., Elisabeth Whalen leads market shaping programs that raise awareness of the connection between Type 2 diabetes and cardiovascular disease, and develops the health systems strategy for the Jardiance cardiovascular indication.



Presenting the 2019 Acclaim Awardee and Honoree

In January 2019, AMGA officially announced UW Medicine as the recipient of its 2019 Acclaim Award. The Acclaim Award, supported by AMGA Foundation, rewards the nation's premier healthcare delivery organizations that are high-performing and that are bringing their organization closer to the ideal delivery model—one that

is measurably improving the quality and value of care, improving patient experience and outcomes, continuously learning and innovating, and improving population health. Lexington Clinic was also announced as this year's Acclaim Award honoree. Don't miss the official presentation at the AMGA 2019 Annual Conference (AC19), March 27–30, 2019.

Together 2 Goal® Top Performers to Be Honored at AC19

The Together 2 Goal® campaign is pleased to announce the recipients of the 2019 Together 2 Goal® awards:

- ▶ **Best Performance—Basic Track:** Inova/Signature Partners
- ▶ **Best Performance—Core Track (Small Group):** Coastal Carolina Health Care, P.A.
- ▶ **Best Performance—Core Track (Medium Group):** USMD Health System
- ▶ **Best Performance—Core Track (Large Group):** Scripps Medical Foundation

The Best Performance—Basic Track category recognizes the highest performer whose self-reported data to the campaign is limited to blood sugar control rates. The Best Performance—Core Track categories recognize the highest performers across different group sizes who self-report data to the campaign on the diabetes bundle measure. This measure includes blood sugar and blood pressure control rates, statin management, and medical attention for kidney disease.

FOUNDATION FAN

“AMGA Foundation has offered the nation's healthcare community succinct data and focused research to improve the lives of our patients.”

—Scott D. Hayworth, M.D., FACOG, President and Chief Executive Officer, CareMount Medical, P.C.

Sponsor of The Dr. Scott Hayworth and the Honorable Dr. Nan Hayworth Lecture Series

Collaborative Action

AMGA Foundation's Best Practices Learning Collaboratives provide a forum for medical groups and expert advisors to identify and elevate solutions for patients with chronic and preventable conditions, as well as for operational challenges. Our Collaboratives have touched on numerous chronic care issues ranging from adult immunizations to obesity. We're proud to announce two new Collaboratives in 2019:

► **T2G Bundle Collaborative:** In January 2019, 10 organizations were selected to participate in the T2G Bundle Collaborative. The Collaborative is an expansion of AMGA's recent six-month pilot initiative to improve the diabetes bundle measure and offers AMGA member organizations enrolled in the Together 2 Goal® campaign the opportunity to augment and accelerate the pace of their quality improvement work. It will utilize the proven, successful framework of AMGA Foundation's

Best Practices Learning Collaboratives with an intensive focus over a 12-month period.

► **Medicare Advantage Collaborative:** AMGA is launching an 18-month collaborative opportunity for up to 20 AMGA member organizations to participate in shared-learning, facilitated by AMGA, with hands-on support and education from thought leaders on how to succeed in a Medicare Advantage payment model. AMGA will recruit multispecialty medical groups and integrated health systems that currently have an MA payment model program and are looking to understand more about the program (strengths and weaknesses) and more effectively participate in it—recruiting patients, marketing, contracting and coding, and improving quality. To learn more, visit www.amga.org/ma.

Stay tuned—more Collaborative updates to come!

Thank You to Our Donors!

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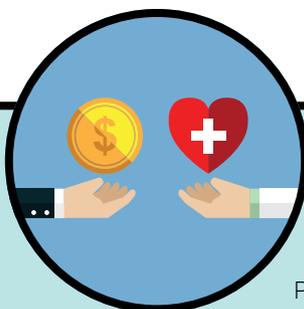
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For the full listing of our donors as of January 31, 2019, please visit amga.org/2019donors.

Your Contribution Matters

AMGA Foundation, participating medical groups, and our donors collaborate and innovate to provide the highest standard of care, ensuring that patients throughout the U.S. are given every opportunity for good health. Our programs are having great results:

- More than 750,000 people with improved care for Type 2 diabetes to date
- Over 4 million vaccinations administered to patients at AMGA member groups so far



- Decreased readmission rates for patients with heart failure from 27% to 15% over the course of the Best Practices in Managing Patients with Heart Failure Collaborative
- Better blood pressure management for more than 540,000 patients

Will you join us? Already, we've created positive outcomes for **26 million patients** with chronic conditions. Please make a gift today at amga.org/donate to help us reach our goal of 100 million healthier patients by 2025.