

About Starling Advisors



- Starling Advisors is a national consulting firm that helps Safety Net providers strengthen the role they can play within their communities thanks to Health Reform initiatives.
- Our primary area of focus is helping Safety Net providers capitalize on Health Reform to create more value for patients, their families, and payers of healthcare.
- Andrew Principe, President, andy@starlingadvisors.com

Safety Net Challenges

- Historical payment models that heavily reward volume over value.
- Difficulty competing for top talent despite serving patients with the most complex needs.
- Insufficient scale to engage in many payment pilots and demonstrations.
- Local, volunteer Boards that require greater education on payment reform concepts.
- An entire “insurance” ecosystem that lacks information on unmet social needs / social determinants of health.

Safety Net Opportunities

- No segment of Health Care is better equipped to address complex health needs in conjunction with poor social determinants of health.
- The Safety Net is physically located in the communities of greatest interest to National health reform initiatives.
- The Safety Net has a legacy of being pioneers in Health IT use and Patient Centered Medical Home concepts.
- Cultural competence. Language accessible. A part of the community.

Realizing our potential

- We have to work together as a Safety Net. Formal network structures provide opportunities to capitalize on our legacy.
- Change requires investment, but our traditional payment models do not create much opportunity for investment.
- We cannot allow poor social determinants of health to be an excuse for poor outcomes – we must get MUCH better at telling our story and the story of our patients.
- We must find ways to be more outward facing, less reactive to demand, and better equipped to use technology to do more with less. True population health management is our new business model.