

Is Shared Decision-Making Worth it?

Evidence of Impact on Cost and Utilization and Unintended Consequences

ISPOR, May 2020

Kimberly Westrich
National Pharmaceutical
Council

Karen Fields
Moffitt Cancer Center

Alan Balch
Patient Advocate
Foundation

Theresa Schmidt
Discern Health




1

Conflict of Interest Statements

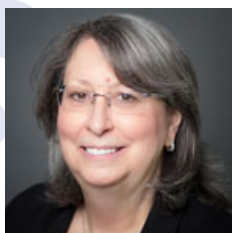
- Kimberly Westrich is an employee of the National Pharmaceutical Council, an industry funded health policy research group that is not involved in lobbying or advocacy.
- Theresa Schmidt is an employee of Discern Health, a consulting firm with many clients including government, life sciences, non-profit, and provider organizations. No life sciences companies provided direct funding for or were directly involved in this research.
- Drs. Karen Fields and Alan Balch do not have any conflicts of interest to declare with regards to this topic.

2



2

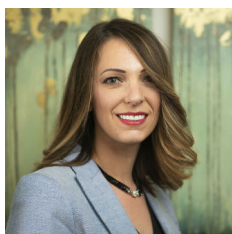
Meet the Panelists



Karen Fields
Moffitt Cancer Center
Provider Representative



Alan Balch
Patient Advocate Foundation
Patient Advocate Representative



Theresa Schmidt
Discern Health
Research Representative



Kimberly Westrich
National Pharmaceutical Council
Moderator



3

Agenda

Project Overview

Panelist Debate

Audience Q&A

Closing

Objective:

Debate the controversies around using shared decision-making (SDM) and patient decision aids (PtDAs) to ultimately answer the question,
is SDM worth it?



4

Poll: What Is Your Experience With Shared Decision- Making?



5

About the Project

Research Question
What are the impacts of SDM and PtDAs on
healthcare cost and utilization?

Methodology
Systematic reviews of SDM and PtDA studies
published between 2009 and 2019 that evaluated
cost and utilization outcomes.



6

SDM Project Takeaways

- Mixed evidence on the impact of SDM on cost and utilization
- Emerging controversies
 - Defining interventions
 - Patient preferences
 - Needed investment and resources
 - Unintended consequences



7

Poll:
Is Shared Decision-Making
Worth It?



8

Defining and Implementing SDM

Key features
and processes
of SDM

Patient
perception and
preferences

Physician
engagement

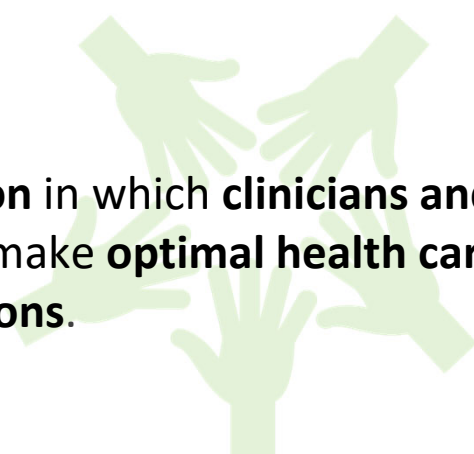


9

9

What Is Shared Decision-Making?

A process of **communication** in which **clinicians and patients work together** to make **optimal health care decisions**.



Source: National Quality Forum



10

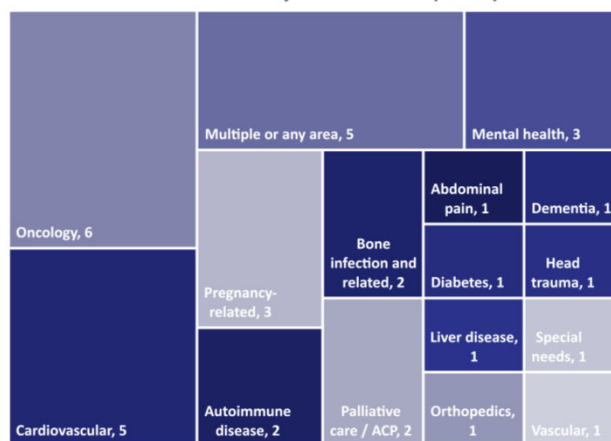
10

Diverse Implementation

SDM Interventions

- Techniques of communication, outreach, meetings, education
- Patient report of SDM
- Multi-part interventions with an SDM component, including patient decision aids

SDM Studies by Clinical Area (N=36)



11



Patient-Centered SDM



Driven by patient **preferences** and **goals**.



Addresses:

“What do patients need to consider to choose the **right treatment** for them?”

“How do providers **communicate complex information** and **engage patients** effectively?”



Requires and supports **meaningful relationships** between providers and patients.

12



COVID-19 Impact



Highlights need for advance care planning before crisis occurs



Adds health and financial risks to consider in SDM discussions



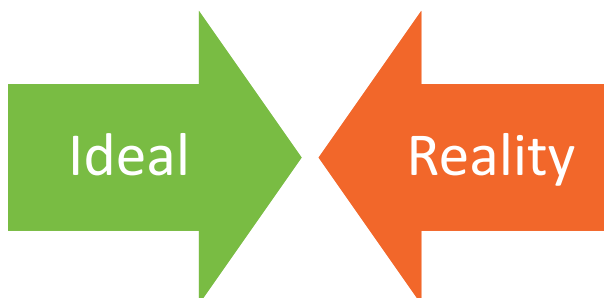
Creates communication barriers and need for virtual options

13



13

Practice of SDM



Do the expectations and the established definition of SDM match its current practice?

14



14

Patient Decision Aids (PtDAs)

Evidence-based tools designed to **educate patients and their caregivers or surrogates** about their options, such as benefits, risks, and costs, and help them to **actively participate in making informed, deliberate choices** about their healthcare

PtDAs ≠ collaborative SDM

Source: National Quality Forum and the Medicare Payment Advisory Commission



15

Gaps in SDM Ideal vs. Reality

Physician Perspective

- Knowledge about optimal engagement methods
- Rapidly evolving information related to risks, benefits, and costs

Patient Perspective

- Alignment on definition, goals, and role of patients
- Systematic/standardized delivery and tools
- Care team knowledge



16

Outcomes of SDM – Key Questions



Does SDM result in decreased healthcare costs and utilization?



How does cost play into patient decision-making?



What are other impacts of SDM not related to cost and utilization?

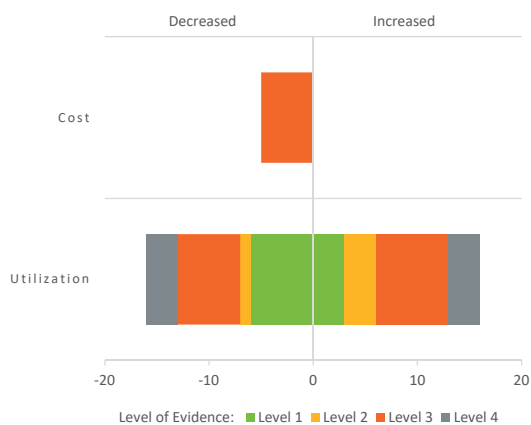
17



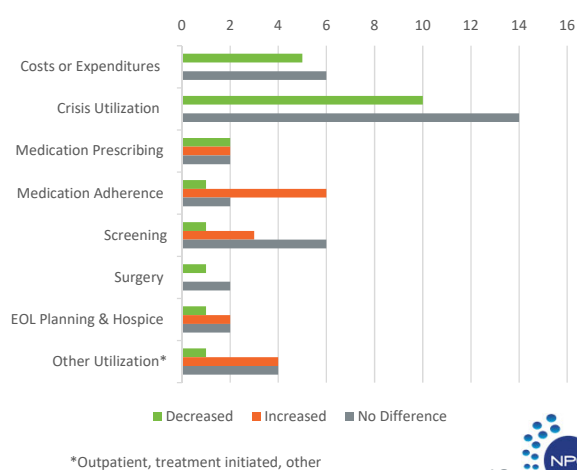
17

Systematic Review Shows Favorable, but Mixed Results

Studies with Cost & Utilization Outcomes



Studies by Outcome



18



18

Physician-Patient Communication on Cost of Care

Challenges Around Cost Discussions



Physician discomfort and challenges in communicating cost information to patients



Greater focus on presenting outcomes information and downplaying costs



Lack of understanding regarding the total cost of care vs. one component of cost

“An aggregate of factors affect patient choice, often resulting in a decision favoring a less aggressive and expensive treatment option”



19

Unintended Consequences of SDM



Rising costs of care



Variation in provider delivery of information



Patient discomfort with the level of engagement



Implementing a “check the box” process without impacting outcomes



20

Questions and Discussion



21

Poll: Is Shared Decision-Making Worth It?



22

One More Question...

Is SDM “worth it”?



23

23

Thank you!

For questions about this material, please contact
Theresa Schmidt at tschmidt@discernhealth.com



24