

CASE STUDY:

Improving Quality and Reducing Costs for a Large Georgia Safety-Net Hospital Georgia Advancing Innovations to Deliver Equity (GA AIDE)



Sellers Dorsey worked with a large Georgia safety-net hospital that consistently struggled with managing the cost of care for its uninsured population. Through philanthropic funding, the hospital developed population health initiatives as a **transformative solution to lower costs for Medicaid and uninsured populations**. The goal of this project is to help the hospital continue its investment in population health programs and services for the community. This goal was met as AIDE, an ongoing initiative, provided viable funding for the hospital in its first program year.

PROGRAM FOCUS

Sellers Dorsey partnered with the hospital to secure funding that is anticipated to **improve access to care and quality outcomes**. Through the delivery of value-based care initiatives, these improvements are designed to **transform the healthcare delivery system** for vulnerable, at-risk patients, **scale existing programs**, and **drive systemic change**. This program is **critical** to the health of Georgia’s future generations, as it is expected to **ensure the sustainability and financial health** of the hospital.

INTENDED IMPACTS

Outcome data on the hospital’s investments is expected to indicate:

- Increased access to subsidized health services.
- Improved maternal and child health, access to screening and prevention services, as well as better care coordination.
- Preventing and reducing the impact of chronic conditions.

Increased funding to:

- Support health professional education and community health improvement activities.
- Address health related social needs by improving access to housing, food, and transportation.
- Mitigate workforce shortages.
- Invest in four new primary care access sites in underserved primary care deserts and mobile care clinics.

PROGRAM CREATION

In developing the program, the Sellers Dorsey team collaborated to:

- Design a transformative, value-based program.
- Educate key leaders on innovative methodologies and approaches.

The Sellers Dorsey team collaborated closely to:



Support the Medicaid Agency, Georgia Department of Community Health (DCH), in seeking and securing CMS approval for the program.



Develop relationships with key stakeholders, state officials, and vendors and facilitate program implementation.