

MINUTES
Cheshire County Commissioners Meeting
Wednesday January 30, 2019 09:30AM
County Hall Building
Stillman Rogers Conference Room
12 Court Street, Keene, NH 03431

Present: Commissioners, Charles (Chuck) Weed, John (Jack) Wozmak (Absent with notice Robert (Bob) Englund)

Staff: County Administrator Coates, Finance Director Trombly, Grants Manager Bansley, and Assistant County Administrator Bouchard

Guest(s): Mike Charley, SVP, Client & Member Services, Senscio Systems, Staff from Home Healthcare, Hospice & Community Services (HCS) and Service Link.

At 9:30AM The Chairman opened the meeting and took-up Master Agenda Item #646: Senscio Presentation - A Home-Based Chronic Care System Optimized by Artificial Intelligence.

Mike Charley provided a background introduction of the programs that are currently in service and he spoke to PowerPoint slide deck. (See excerpts below)

Senscio Systems, Inc. develops health management solutions that provide information and support for consumers and clinicians. The company focuses on intelligence management for the U.S. government and personal healthcare management for consumers. It offers Ibis, a healthcare software that helps users to follow their daily care plan at home and manage chronic illnesses; and Warbler, a device that learns an individual's movement patterns associated with activities of daily living. The company also offers Kiwi that monitors an individual's gait and stance for indicators of risk of falling. Its core technologies are used to build decision support systems for government, commercial, and consumer.

Source: Bloomberg research. www.bloomberg.com

An in-depth discussion concerning the use of the Senscio tablet device for in-home healthcare began and a number of topics were covered including; ease-of-use, costs, data recording, monitoring, and the use of human interaction as a motivator to keep clients engaged.

A number of questions were asked by the Commissioners, staff and guests. Some of the data that Charley presented follows:

Ibis is Designed to Optimally Deliver Care in the Home for those with the most Complex Health

Built on a solid infrastructure consisting of:

- Artificially intelligent care management platform, built upon Senscio's patented AI framework
- Patient centered workflow,
- Network of providers, incentivized to manage chronic health in the home

A network of non-clinical and clinical care providers who act when cued

Efficient workflow orchestrated by the AI through timely notifications and concise reports

Artificially Intelligent (AI) platform cueing everyone for timely actions

 Senscio Systems
See what's ahead

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AI Orchestrated
Care is the Ibis
Difference



AI platform in the home

- Cueing for self-management
- Early identification of declining health followed by guidance for self-recovery

AI platform for our provider network

- Cueing for intervention

Proven results

- 73% reduction in hospitalizations
- 36% reduction in nursing home transitions
- 30%+ net savings per patient per year

Scalable business model

- Technology leveraged Medicare covered services
- Value based compensation opportunities

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Dramatic Clinical
Improvement
and Cost
Reduction



- 73% fewer hospitalizations (all causes) and 78% lower COPD related hospitalizations per patient per year, no readmissions
- Mean time between hospitalization increased from 209 to 1003 days
- 81% increase in end-of-life happening in community dwelling
- Median age of ALF residents increased from 84 to 86 years over a 3 year period
- 36% fewer transitions to nursing home

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Charley said that a new device would be available shortly that is less costly and even easier to use and it will have enhanced features and functions not currently available on the present device. He said it is based on commercially available android tablets and will eliminate the need for specialized hardware.

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Master Agenda Item #647: 2019 Audit Engagement Letter was then taken-up for discussion and Trombly presented the engagement letter for the Commissioners to review and sign. Following a short discussion, the letter was signed and returned to Trombly.

Master Agenda Item #648: Grants Policy Update was then discussed. Bansley presented her request to update the grants policy to incorporate language that she feels is missing in the current document. One of the items that drew the Commissioner attention was a change to the process of having the Commissioners not accept grants for the County but the grants could still be accepted by some elected officials for their departments. A discussion of what the NH State Statutes allow and require began and it was determined that a better understanding of the law was needed before implementing the requested change is approved.

The staff will research the issue and the topic will be discussed at next week's meeting.

Administrator Coates recognized and presented the Weekly Operations Report

- A letter that was presented to the Fitzwilliam Select Board during a meeting on Monday night was reviewed and Coates discussed the meeting in detail. The towns tax payments and economic development were discussed with the Board. He said that it is important that the Commissioners and Senior Staff stay in communication with the town select boards and offer assistance and information especially immediately after elections.
- He reminded the Commissioners that next Monday at 9:00am the Executive Committee will review the Outside Agencies request for the 2019 budget.
- A date for Senator Sheehan to announce the addition of Cheshire County to the Northern Borders Regional Commission is expected to occur on or about February 21st or 22nd.
- Coates met with the Keene Career Center's Director and discussed a number of programs and initiatives including reestablishing the clinical portion of the LNA program at the Maplewood Nursing Home and a possible solution to the transportation problem to and from Keene High School. He said the lack of transportation prevented some participants in the LNA training program from being able to attend the clinical's at Maplewood.
- A meeting with the Executive Director of Mutual Aid was recently held and a contact list for all local Fire Departments and Ambulance personnel will be sent to Coates. He said the list will be used to establish meetings with them to begin dialogue on the idea of joint local service points to serve the needs of the two to three towns from the same facility.
- Attorney Bonsignore will present at next week's Commissioners meeting on the status of the state-wide Opiate lawsuit.
- Coates reminded the Commissioners that the Integrated Delivery Network (IDN) meeting will be held at the Common Man in Claremont tomorrow.
- Coates then said that the monthly Association of Counties meeting will be held in Concord on Friday and that he and Trombly will attend.

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- An extended review, discussion and prioritization of the pending State legislative service request (LSR's) began and a short list of items that need to be followed was created.

Old Business:

New Business:

The Weekly Census was then reviewed.

The Weekly Manifest was then reviewed, and **Commissioner Wozmak moved to accept the Manifest as presented and was seconded by Commissioner Weed, upon vote the motion passed unanimously.**

The minutes of January 23, 2018 were then reviewed Commissioner Wozmak moved to accept the minutes as amended and was seconded by Commissioner Weed. Upon vote the motion passed unanimously.

The calendar was then reviewed.

General Discussion: None

At 12:11PM there being no further business to discuss, Commissioner Englund moved to adjourn the meeting. The motion to adjourn was seconded by Commissioner Wozmak and upon vote the motion passed unanimously.

Respectfully Submitted,

R. Bouchard
Clerk Pro Tempore