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Conference abstract

## **Working on eye-level: The Kinzigtal-way to produce value and health gain—some insights into the cooperation of health, nursing and social services**

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### **Abstract**

Located in Southwest Germany, Gesundes Kinzigtal develops a fully integrated health care over all sectors of care for the population of the region on a shared gain contract with two statutory health insurers which cover nearly half of the population. It is run by a regional health management company in cooperation with a physicians' network and a health sciences based health care management company.

Having started in 2006 the more effective trans-sector organisation of the local health care system and increased investments in well-designed preventive and health promotion programmes have led to a reduction in morbidity and mortality. The results for one of the insurers show a substantial morbidity adjusted efficiency gain already for the years 2007–2010, rising to more than 16% of total costs. The workshop will share insights into some of the interventions, which were most effective, and discusses the challenges which had to be overcome. A key-word seems to be to produce an “eye-level paradigm of management” between doctors and patients as well as between all the health professions and between management and providers. More information can be found on [www.optimedis.de](http://www.optimedis.de) and [www.gesundes-kinzigtal.de](http://www.gesundes-kinzigtal.de) and on the evaluation (in German and English) [www.ekiv.org](http://www.ekiv.org)

### **Keywords**

**value, efficiency gain, outcome orientation, regional health management company, eye-level, health promotion, prevention**

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Powerpoint presentation available at <http://www.integratedcare.org> at congresses – San Marino – programme.