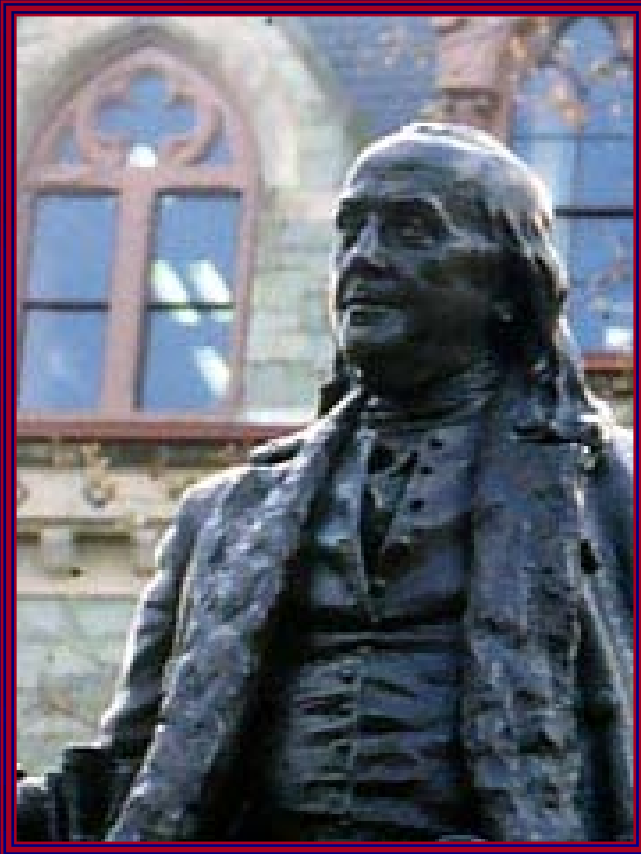


# Penn Nursing's LIFE Program: Integrating Practice and Scholarship in the Community

Eileen M. Sullivan-Marx, PhD, CRNP, FAAN  
Associate Professor  
Associate Dean for Practice & Community Affairs  
University of Pennsylvania  
School of Nursing



# University of Pennsylvania School of Nursing



# Penn Compact

- Local Engagement

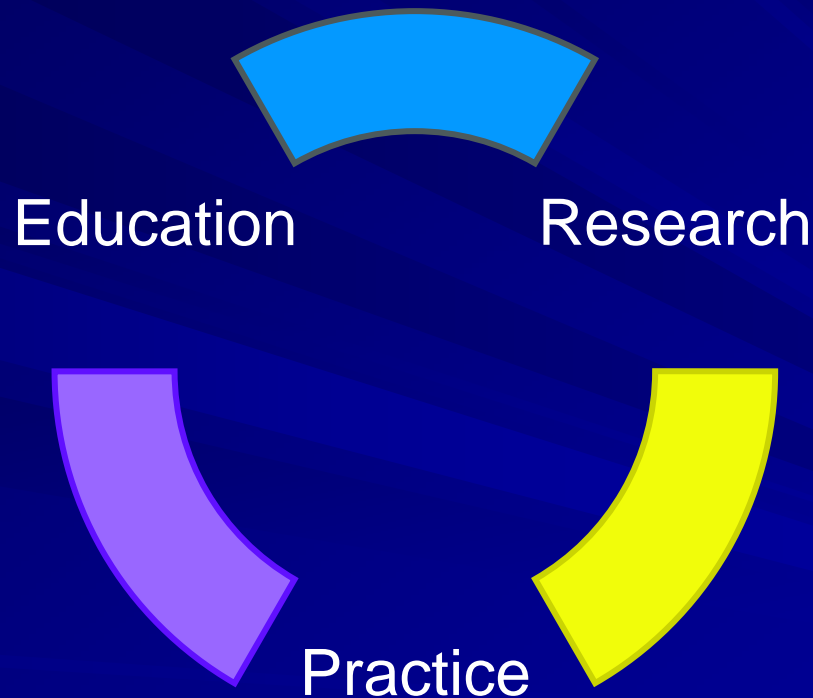
- Penn: Compact: Engaging Locally

# University of Pennsylvania

- School of Nursing
- School of Medicine
- School of Dentistry
- School of Veterinary Medicine



# Strategic Plan is to Advance Science of Practice



# SON Strategic Goal

- Advance the science and shape the structure and quality of health care by systematically integrating education, research, and clinical care to meet current and future health care needs.

# Academic Nursing Practice

- Intentional integration of education, research and clinical care in an academic setting for the purpose of advancing the science and shaping the structure and quality of health care
  - University of Pennsylvania School of Nursing, 2002

# Business Strategies



■ Business

■ Politics

■ Policy

# Penn Nursing Network 1990s

- Myers Health Annex
- LIFE – PACE Model
- C.A.R.E. –  
Comprehensive  
Assessment &  
Rehabilitation for  
Elders
- Penn Nursing  
Consultation Service
- Continance Service
- Women's Midwifery &  
Health Services
- Women's Health  
Service at Hamburg

# Good to Great

Jim Collins, 2002

- First Who...Then What
- Confront the Brutal Facts
- Three Circles
  - Passion, Best At, Economic Driver
- Culture of Discipline
- Technology Accelerators
- Keep the Flywheel Turning

# First Who, Then What

# Living Independently For Elders

## LIFE UPenn





# Living Independently For Elders LIFE at UPenn

- Served 500 members since 1998
- Currently serving 300 members
  - Eligible for nursing home care
  - 24 hours/7 days per week
  - Living at home with family

# Living Independently For Elders LIFE at UPenn

<http://www.lifeupenn.org>

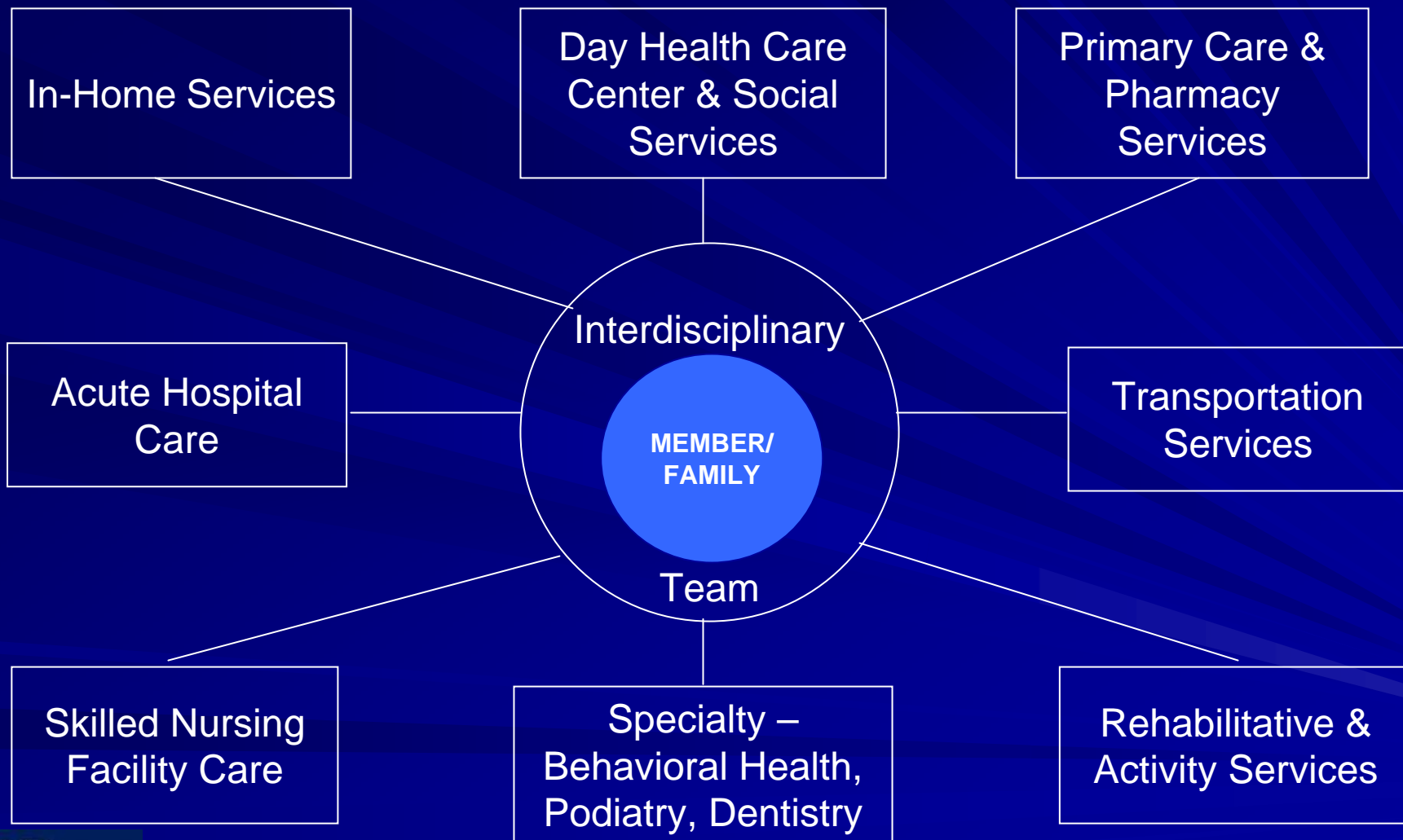
# Living Independently For Elders LIFE at UPenn

[www.npaonline.org](http://www.npaonline.org)

# PACE Definition

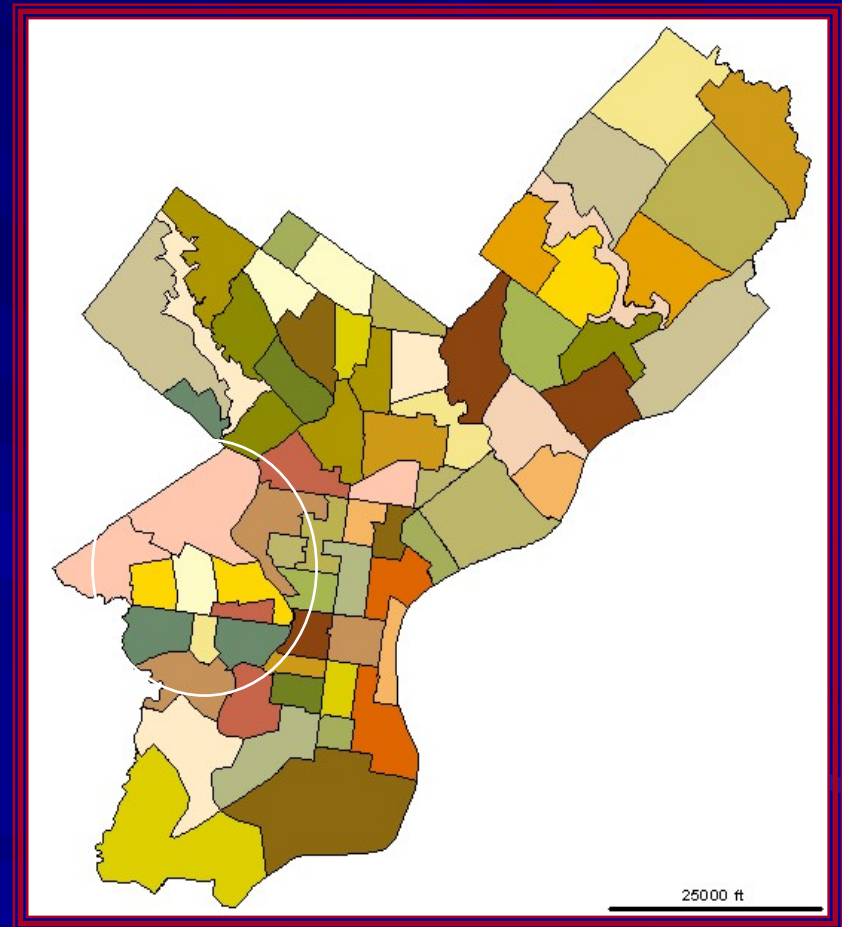
- Program for All Inclusive Care of the Elderly (PACE)
- Medicare capitated benefit authorized by the Balanced Budget Act of 1997 (BBA)
- Medicaid capitated plan (DPW in PA)
- Interdisciplinary comprehensive health and social service delivery system
- Integrated Medicare and Medicaid financing

# Integrated PACE Model of Care at LIFE UPenn



# Philadelphia Catchment Area

- 8 zip codes assigned to LIFE U Penn in West Philadelphia, exclusive service rights to serve **250 members – 1998**
- DPW raised cap to **400 members – 2004**
- 19103, 19104, 19121, 19131, 19143, 19142, 19139, 19151 & 19153



# Confront the Facts

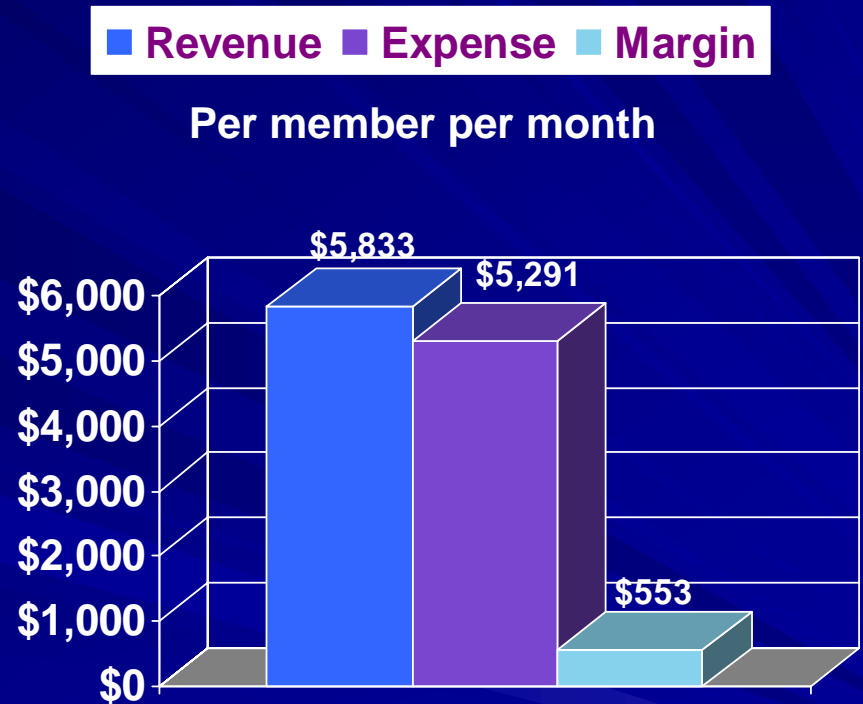
# PACE Payment

- Fixed monthly payment per enrollee from Medicaid.
- Risk Adjusted Medicare
- Monthly Premium if ineligible



# The LIFE Program

- A managed care delivery model funded by capitation payments from Medicare (MC) & Medicaid (MA)



# Living Independently For Elders (1998)



Opening of LIFE at first site in 1998  
300 members currently: 492 overall

150 students per year

On going research

[www.lifeupenn.org](http://www.lifeupenn.org)

# LIFE

## 38<sup>th</sup> & Market Street (2003)



Opened in September, 2003

# Success Factors for Penn Academic Nursing Practice

- Meets University Mission
- Structures
- “One Campus” in Dense Urban Setting
- Innovation is Supported
- Community Partners

# Challenges to Academic Practice

- Small Faculty with “Big” Mission
- Growing Admissions
- Fewer Research Dollars
- Serving Two Plus+ Masters

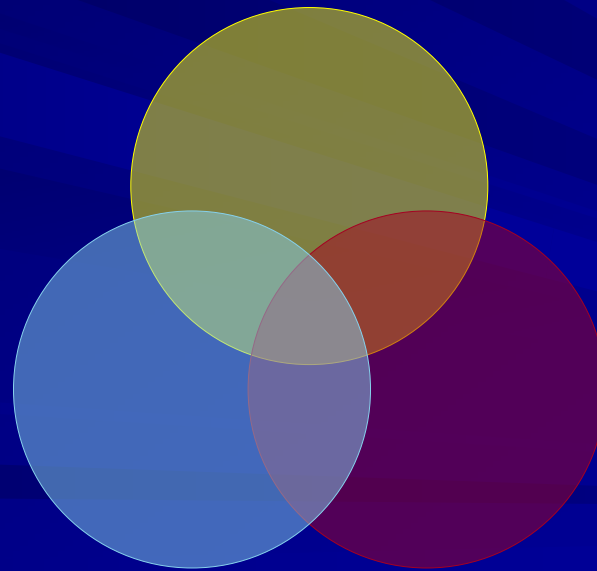
# Strengths in Partnership

- University of Pennsylvania Health System – HUP, Presbyterian Medical Center
- Community
- Government Agencies \* State \*

# Hedgehog Concept: What is Your Passion, Economic Drivers, Best At?

Jim Collins

Know Your Passion



Economic  
Drivers

Know What Your  
Best At

# LIFE Nursing Professional Model

- Owned and operated – Penn School of Nursing
- Director of Clinical Services
- Director of Nursing Practice
- Primary Care – Nurse Practitioners
- Geropsychiatric APN
- Home Health Nurse Practitioner



# Highlights – 2005 Annual Report

- Quality Management
- Integrated Electronic Data Base & Health Record
- Web site:  
[www.lifeupenn.org](http://www.lifeupenn.org)
- Space Capacity
- 300 Members!



# LIFE/Penn Nursing Network Mission

- Mission Integration
- Knowledge Development
- Translation of Research



# Educational Experiences at LIFE

July-Jan 2005

- 103 Nursing Students in Total
- Sophomore Clinical in N104/106
- Seniors in Leadership & Community Health
- Adult Gerontology NP Students
- Bridging the Gap
- Nursing students in palliative care

# Knowledge Development

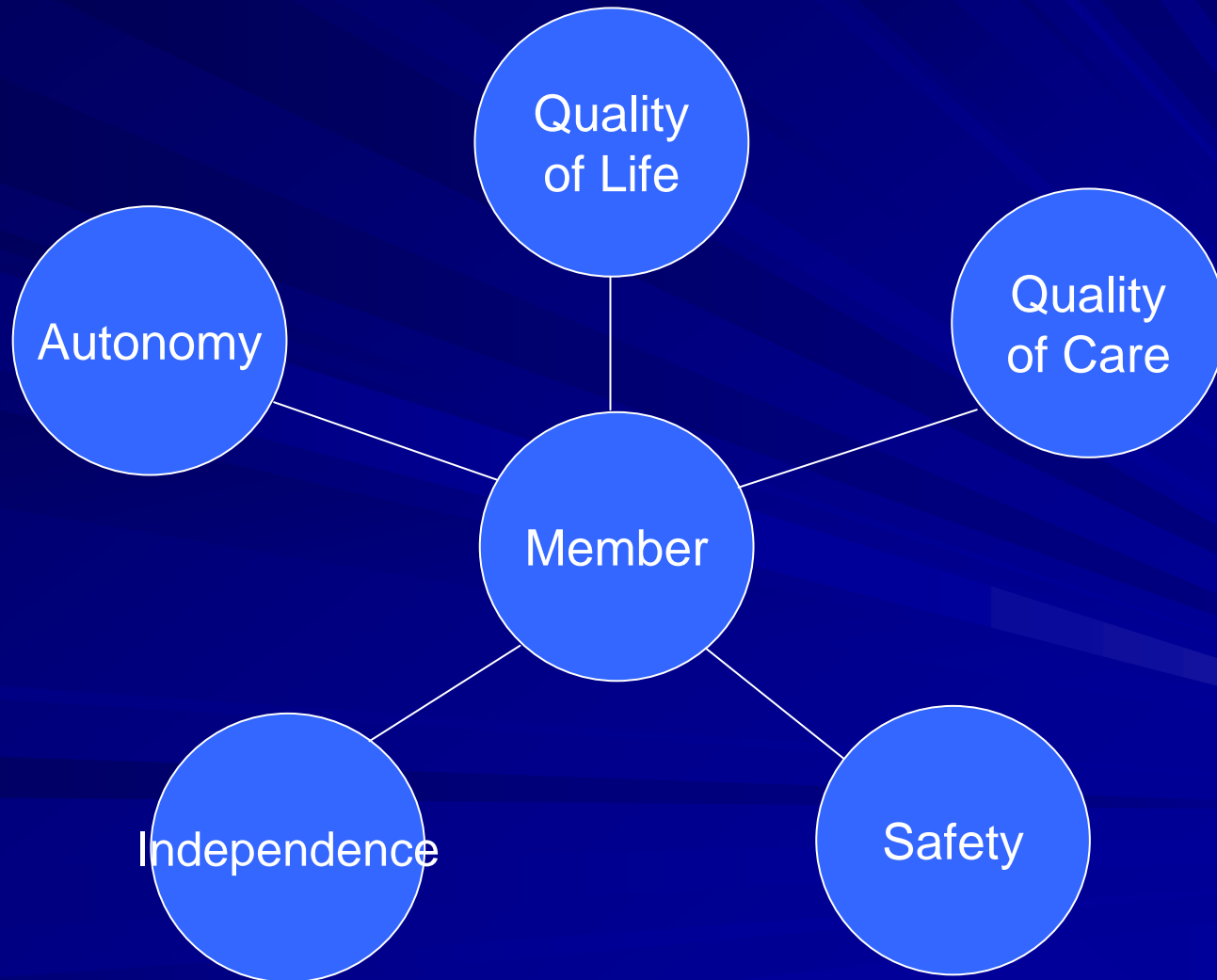
- Test Model of Care and Outcomes
- Palliative Care
- Family Choice in Long Term Care
- Caregiver Stress
- Vascular Wound Care
- Hypertension among Older African-Americans
- Quality of Life Indicators
- Exercise Outcomes

# Economic Drivers

- School's Strategic Plan
- University Financial Oversight Group
- Market Analysis
- PA Long Term Care Goals
- PA Budget Goals

# Culture of Discipline

# LIFE/UPenn- The Circle of Quality



# Technology Acceleration

- Electronic Health Record
- Nursing Informatics
- Telehealth
- Distance Learning

# Keep the Flywheel Turning

- Quality
- Financial & Business Rigor
- Partnerships – University, Community, Corporate, Foundations
- Faculty & Staff Reinvestment

# Outcomes of LIFE UPenn Nov 2005-Jan 2006 N=297

- In patient Admissions = 7.6%
- ER Visits = 2.1%
- Nursing Home = 11.7%
  
- Save Commonwealth 15-20% on Medicaid reimbursement

# Good to Great

J. Collins (2001) Harper Press

- First Who...Then What
- Confront the Brutal Facts
- Three Circles
  - Passion, Best At, Economic Driver
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# Circle of Care National Art Therapy Award

