









**IMPACT Training Part 1**

**Evidence-based Integrated Mental Health Care**

**2011 CBHC Annual Conference**

**October 1, 2011**

**University of Washington**

**AIMS CENTER**

Advancing Integrated Mental Health Solutions



**Building on 25 years of Research and Practice in Integrated Mental Health Care**

**AIMS Center**  
<http://uwaims.org>



**Jürgen Unützer, MD, MPH, MA**  
**Disclosure**

**Employment:** University of Washington

- Professor & Vice Chair, Dept. of Psychiatry
- Adjunct Professor, Dept. of Health Services

**Grant funding**

- National Institute of Health (NIMH, NIDA)
- John A. Hartford Foundation
- American Federation for Aging Research (AFAR)
- Alaska Mental Health Trust Authority
- George Foundation
- American Red Cross (RAND)
- California HealthCare Foundation
- Robert Wood Johnson Foundation
- Hogg Foundation for Mental Health
- Henry M. Jackson Foundation / DOD

**Contracts**


- Community Health Plan of Washington
- Public Health of Seattle & King County

**Consultant**

- AARP Services Incorporated (ASI)
- National Council of Community Behavioral Health Care (NCCBH)
- RAND Corporation

**Advisor**

- Carter Center Mental Health Program
- Institute for Clinical Systems Improvement (ICS)
- World Health Organization



**IMPACT Training at 2011 CBHC Annual Conference**

Today

**8:00-9:30am: IMPACT Training Part 1**  
Overview of Evidence-based Integrated Mental Health Care

**10:00-11:30am: IMPACT Training Part 2**  
Population-based Stepped Care Approaches to Integrated Mental Health Care

**2:30-4:00pm: IMPACT Training Part 3**  
Implementing Evidence-based Integrated Mental Health Care

**IMPACT Training Materials**

**Available on the 2011 CBHC Annual Conference Website:**

<http://www.cbhc.org/annual-conference/>

**Or visit:**

<http://impact-uw.org/>

## Integrated Care: Improving Patient Outcomes with a Team Approach

AIMS center | [www.impact.wa.gov](#)

## Why Primary Care?

- Patient Centered Care
- Improved Access

AIMS center | [www.impact.wa.gov](#)

## Mental Disorders are Rarely the Only Health Problem

AIMS center | [www.impact.wa.gov](#)

## Health Care Reform will dramatically expand Medicaid coverage

**Tomorrow**  
n = 659,000/month

**Low-income expansion**  
Estimate based on 2008 State Population Survey (SPS)

**Today**  
n = 277,403/month  
Based on June 2009 caseload count

- Beginning January 2014, Medicaid coverage will be available to low-income adults without regard to pregnancy, disability status or the presence of children in the household
- The low-income expansion is likely to more than double the population of working-age adults receiving Medicaid

- SSI related adults n = 145,737
- TANF adult cash recipients n = 43,574
- Other family medical adults n = 62,504
- Pregnancy-related Medicaid n = 30,388

• Mental Health treatment will be a high-opportunity intervention area in the Medicaid Expansion population

David Mancuso, PhD  
Senior Research Supervisor  
WA DSHS Research and Data Analysis Division  
February 17, 2011

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## Dually Eligible in Washington State

- Behavioral health conditions are highly prevalent, especially among working-age disabled duals
- The prevalence of behavioral health conditions is likely to be underestimated because we have not yet integrated Medicare medical claims

	Aged		Working-Age Disabled	
	TOTAL	PERCENT	TOTAL	PERCENT
Alcohol/Drug Treatment Need (SFY 2008-2009)	1,464	2.2%	9,212	15.9%
Mental illness Diagnosis (SFY 2008-2009)	29,335	44.0%	38,379	66.0%
Psychotic	3,928	5.9%	10,090	17.4%
Depression	16,617	24.9%	19,779	34.0%
Delirium and Dementia	13,207	19.8%	2,271	3.9%
Mental Health Medication (SFY 2008-2009)	31,498	47.3%	39,028	67.1%
Antipsychotic	5,815	8.7%	15,094	26.0%
Antidepressant	18,169	27.3%	25,626	44.1%
Meets CCM medical risk threshold (SFY 2009)	13,900	20.9%	12,519	21.5%

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## Primary Care is the 'De Facto' Mental Health System

**National Comorbidity Survey Replication**  
Provision of Behavioral Health Care: Setting of Service

Wang P, et al., Twelve-Month Use of Mental Health Services in the United States, *Arch Gen Psychiatry*, 62, June 2005

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**66% of PCPs Report Poor Access to Mental Health Care for Their Patients**

*"We couldn't get a psychiatrist, but perhaps you'd like to talk about your skin. Dr. Perry here is a dermatologist."*

Cunningham PJ, *Health Affairs*, 2009;28(3):490-501

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## Life of a Busy PCP

- Large patient panels (1,500 – 2,000)
- 20-30 short (15-20 min) encounters / day
- "Everything comes at me."
- How to cope?
  - Need to focus
  - Diagnose and treat 'over time'
  - Need practical solutions, effective communication / help

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## Limits of our Current System

**Few clients with behavioral health problems receive effective treatment**

- ~ 25% are not recognized or effectively engaged in care
- ~ 25% drop out of treatment too early
- ~ 25% stay on ineffective treatments for too long

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## Patient-Centered Care?

*"Don't you guys talk to each other?"*  
Collaboration is NOT a natural state.



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## CMS: Driving Healthcare System Transformation

Un-managed	Coordinated Care	Patient Centered
<p><b>Fee for Service</b></p> <ul style="list-style-type: none"> <li>• Fee For Service                             <ul style="list-style-type: none"> <li>– Inpatient focus</li> <li>– QIP clinic care</li> <li>– Low Reimbursement</li> <li>– Poor Access and Quality</li> <li>– Little oversight</li> </ul> </li> <li>• No organized networks</li> <li>• Focus on paying claims</li> <li>• Little Medical Management</li> </ul>	<p><b>Accountable Care</b></p> <ul style="list-style-type: none"> <li>• Organized care delivery                             <ul style="list-style-type: none"> <li>– Aligned incentives</li> <li>– Linked by HIT</li> </ul> </li> <li>• Integrated Provider Networks</li> <li>• Focus on cost avoidance and quality performance                             <ul style="list-style-type: none"> <li>– PC Medical Home</li> <li>– Care management</li> <li>– Transparent Performance Management</li> </ul> </li> </ul>	<p><b>Integrated Health</b></p> <ul style="list-style-type: none"> <li>• Patient Care Centered                             <ul style="list-style-type: none"> <li>– Personalized Health Care</li> <li>– Productive and informed interactions between Patient and Provider</li> <li>– Cost and Quality Transparency</li> <li>– Accessible Health Care Choices</li> <li>– Aligned Incentives for wellness</li> </ul> </li> <li>• Multiple integrated network and community resources</li> <li>• Aligned reimbursement/care management outcomes</li> <li>• Rapid deployment of best practices</li> <li>• Patient and provider interaction                             <ul style="list-style-type: none"> <li>– Information focus</li> <li>– Aligned self care management</li> <li>– E-health capable</li> </ul> </li> </ul>

Paul McGann, MD, Acting CMO; CMS. 2/25/2011

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- Patient Centered Medical Homes
- Accountable Care Organizations
- Meaningful use of Health IT

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### We are beyond the 'tipping point' Select Integrated Care Initiatives

- 25 years of NIMH Research on Collaborative Care [www.nimh.nih.gov](http://www.nimh.nih.gov)
- John A. Hartford Foundation: IMPACT Program (<http://impact-uw.org>)
- AHRQ Integration Academy
- MacArthur Initiative on Depression and Primary Care: RESPECT study and 3CM Model [www.depression-primarycare.org/](http://www.depression-primarycare.org/)
- HRSA Bureau of Primary Care Health Disparities Collaboratives (over 100 FQHCs) <http://www.hrsa.gov/mentalhealth/>
- RWJ Program: Depression in Primary Care—Linking Clinical and System Strategies
- NCCBH Collaborative Care Learning Collaboratives <http://www.thenationalcouncil.org/>
- California Endowment: Integrated Behavioral Health Project (IBPH) <http://www.ibph.org/>
- CIMH <http://www.cimh.org/Initiatives/Primary-Care-BH-Integration.aspx>
- CAL MEND [www.calmend.org](http://www.calmend.org)
- Hogg Foundation for Mental Health Integrated Mental Health Initiative in Texas ([http://www.hogg.utexas.edu/programs\\_ihc.html](http://www.hogg.utexas.edu/programs_ihc.html))
- REACH-NOLA Project in New Orleans <http://reachnola.org/>
- VA, US Air Force, HMOs (Group Health, Kaiser Permanente), Cherokee, Washtenaw County (WCHC)
- Patient Centered Primary Care Collaborative: [www.pcpcc.net](http://www.pcpcc.net)
- Collaborative Family Healthcare Association: [www.CFHA.net](http://www.CFHA.net)
- AAFP's National Research Network [www.aafp.org/nrn/ccm](http://www.aafp.org/nrn/ccm)
- National Business Group on Health: "An Employer's Guide to Behavioral Health Services" [www.businessgrouphealth.org/benefitstools/topics/purchasers/fullguide.pdf](http://www.businessgrouphealth.org/benefitstools/topics/purchasers/fullguide.pdf)

## Evidence-based Solutions for Integrated Care

### The Evidence for Collaborative Care

Over 40 Randomized Controlled Trials for Depression: Gilbody S. et al., *Archives of Internal Medicine*; Dec 2006

- 37 trials of collaborative care for depression in primary care (US and Europe)
- CC consistently more effective than usual care

Since 2006, several additional RCTs in new populations and for other common mental disorders (e.g., CALM study for anxiety disorders, PTSD)

## The IMPACT Study

Funded by



John A. Hartford Foundation  
California Healthcare Foundation



## IMPACT Study

**1998 – 2003**  
**1,801 depressed adults**  
**18 primary care clinics –**  
**– 8 health care organizations in 5 states**

- Diverse health care systems
  - Urban & semi-rural settings
  - Capitated (HMO & VA) & fee-for-service
- 450 primary care providers

## IMPACT Study Methods

**Design:**

- 1,801 depressed adults randomly assigned to IMPACT or to Care as Usual

**Usual Care:**

- Primary care or referral to specialty mental health

**IMPACT Care:**

- Collaborative / stepped care disease management program for depression in primary care
  - Offered for up to 12 months

**Analyses:**

- Independent assessments of health outcomes and costs for 24 months. Intent to treat analyses

Unützer et al., Med Care, 2001; 39(8):785-99

## Case Example

‘Mr. T’

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## Team-based Care

**Patient**

- **Chooses treatment in consultation with provider(s):**
  - Antidepressant and / or brief psychotherapy

**Primary Care Provider (PCP)**

- **Refers; prescribes antidepressant medications**

**+ Depression Care Manager**

**+ Consulting Psychiatrist**

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## IMPACT Team Care Model

Effective Collaboration

↑

Practice Support

Prepared, Pro-active Practice Team      Informed, Activated Patient

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## IMPACT Treatment Protocol

1. Assessment and Education
2. Behavioral Activation / Pleasant Events Scheduling
- AND**
3. a) Antidepressant Medication
  - Usually an SSRI or other newer antidepressant
- OR**
- b) Problem-Solving Treatment in Primary Care (PST-PC)
  - 6-8 individual sessions followed by monthly group maintenance sessions
4. Maintenance and Relapse Prevention Plan for patients in remission

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## Stepped Care

**Systematic follow-up & outcomes tracking**

- **Patient Health Questionnaire (PHQ-9)**
  - The “cheap suit”

**Treatment adjustment as needed**

- **Based on clinical outcomes**
- **According to evidence-based algorithm**
- **In consultation with team psychiatrist**

**Relapse Prevention**

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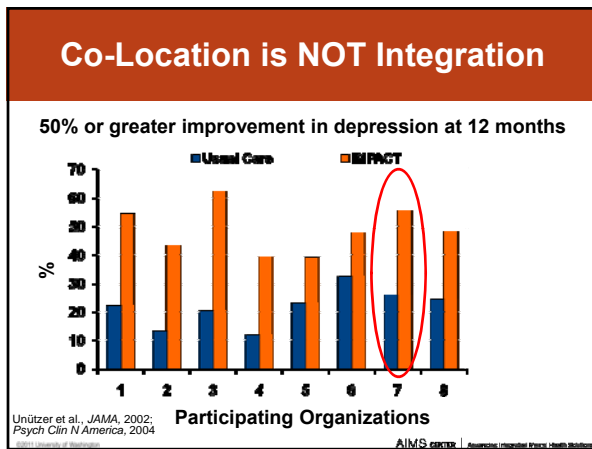
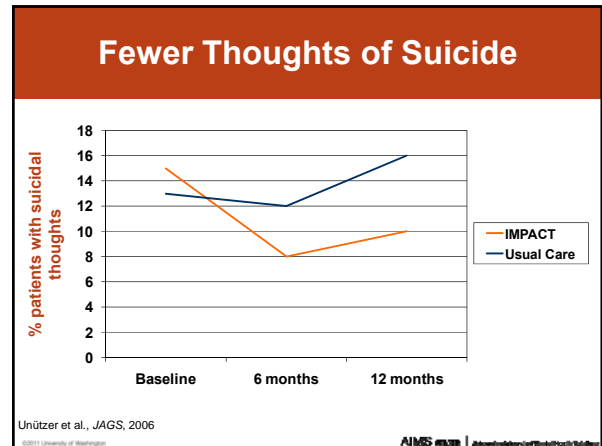
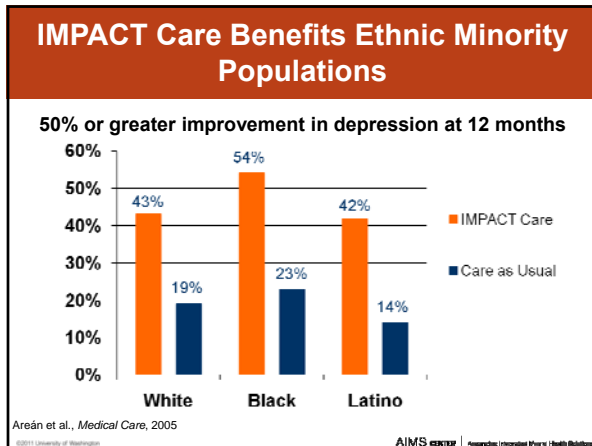
## IMPACT Findings Robust Across Diverse Organizations

50% or greater improvement in depression at 12 months

Participating Organization	Usual Care (%)	IMPACT (%)
1	~25	~55
2	~15	~45
3	~20	~65
4	~15	~40
5	~25	~40
6	~35	~50
7	~25	~55
8	~25	~50

Participating Organizations

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### IMPACT Summary

- Less depression (IMPACT doubles effectiveness of usual care)
- Less physical pain
- Better functioning
- Higher quality of life
- Greater patient and provider satisfaction
- Effective with minorities
- Cost effective

Photo credit: J. Lott, Seattle Times

**"I got my life back"**

### Case Example

**'Mr. T' - II**

### The Value of a Team Approach

**“None of us is as smart as all of us”**

**Effective teamwork is key to success**

- Different professionals (nurses, social workers, psychologists, licensed counselors, and medical assistants) work together to support primary care providers with evidence-based care
- Psychiatric caseload review / consultation provides important back-up to primary care based care management programs

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**Primary Care Provider – I**

- Oversees all aspects of patient’s care
- Diagnoses common mental disorders
  - Brief screeners: (e.g., PHQ-9, MDQ, GAD-7)
- Starts & prescribes pharmacotherapy
- Introduces collaborative care team and care manager
- Consults with care manager and team psychiatrists and makes treatment adjustments as needed.

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**Care Manager – I**

- Supports and collaborates closely with PCPs managing patients in primary care
- Facilitates patient engagement and education
- Performs systematic initial and follow-up assessments. Systematically tracks treatment response
- Supports medication management by PCPs

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**Care Manager – II**

- Provides brief, evidence-based counseling (e.g., behavioral activation, PST-PC) or refers to other providers for counseling services
- Reviews challenging patients with the consulting psychiatrist weekly
- Facilitates referrals to other services (e.g., substance abuse treatment, specialty care and community resources) as needed
- Prepares client for relapse prevention

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**Psychiatric Consultant**

Supports care managers and PCPs

- Provides regular (weekly) and as needed caseload review and consultation on a caseload of patients in primary care,
  - focusing on patients who are not improving clinically
- In person or telemedicine consultation or referral for complex patients
- Provides education and training for primary care-based providers

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**Other Mental Health Professionals**

**Available in some clinics**

- behavioral health specialists / psychotherapists / CD counselors / clinical social workers / clinical psychologists
- Incorporated in team care model and ‘shared clinical workflow’

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## Some Lessons

- 1) **'None of us are as smart as all of us'**  
PCP, Care Manager, Consulting Psychiatrist
- 2) **Co-location is NOT sufficient**  
**Successful integration requires**
  - Clinical, operational, and financial integration
  - A shared workflow and shared, measurable goals
- 3) **Initial treatments are rarely sufficient. Several changes in treatment are often necessary**
  - » Outcomes tracking.
  - » Measurement based stepped care
  - » Consultation for clients who are not improving as expected.

## IMPACT Training at 2011 CBHC Annual Conference

**Today**

**8:00-9:30am: IMPACT Training Part 1**  
Overview of Evidence-based Integrated Mental Health Care

**10:00-11:30am: IMPACT Training Part 2**  
Population-based Stepped Care Approaches to Integrated Mental Health Care

**2:30-4:00pm: IMPACT Training Part 3**  
Implementing Evidence-based Integrated Mental Health Care

## IMPACT Training Part 2

### Population-based Stepped Care Approaches to Integrated Mental Health Care

## IMPACT Team Care Model

## Tasks for patient-centered integrated behavioral health care

**Specific Tasks:**

1. Patient Identification and Diagnosis
2. Treatment Engagement and Initiation
3. Follow-up and Treatment Adjustment
4. Communication and care coordination
5. Systematic case review and psychiatric consultation
6. Referrals
7. Relapse prevention
8. Administrative support
9. Clinical support
10. Quality improvement

## Effective Integrated Care

**Team Approach**

- Medical and mental health providers
- Real team collaboration: not co-location / 'parallel play'

**Population-focused**

- Registry to make sure patients don't fall through the cracks

**Stepped Care**

- Treatment to target
- Stepped care

### Population-focused

Public health approach; making sure no one 'falls through the cracks'

Assume responsibility for an entire population of clients

Pro-active vs. Re-active

The clients who no-show may need the most attention

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### Measurement-based Stepped Care

Core symptoms can be measured

- Like blood pressure

Measurement gives information to clients and providers

- Offers a target for treatment
- How will we know if we are getting there?
- Treatment changes more proactive, frequent

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### Care Manager: Core Skills

Actively engages the patient in therapeutic alliance

Conducts initial assessment and follow-up visits using standard assessments and symptom scales (e.g., PHQ-9)

Provides patient education and reviews goals and expectations of treatment

Elicits treatment preferences

Encourages treatment adherence

Supports medication management by Primary Care Provider

Provides brief, structured counseling / psychotherapy (behavioral activation, PST-PC) or referral for psychotherapy

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### Care Manager: Core Skills

Coordinates care

- Consults with team psychiatrist
- Collaborates closely with patient's primary care provider (PCP)
- Facilitates referrals to specialty care community resources

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### Care Managers Support the Patient's PCP

Few PCPs have the time & support necessary to:

- Fully educate and support patients in treatment
- Closely monitor treatment & make adjustments in treatment when needed

Care Managers:

- Support treatments initiated by PCP
- Provide education and brief, structured counseling
- Refer to other resources (e.g., substance abuse counseling, psychotherapy, social work)
- Facilitate consultation by a mental health specialist (e.g., psychiatrist) as needed

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### Communication with PCPs

Clarify preferred method of communication

- In person
- Phone
- Fax
- Email (*careful with confidential information*)

Communicate changes in patient's clinical and functional status

- Prioritize which changes need to be brought to the attention of the PCP
- Maintain enough contact so that they remember who you are, but not so much that they see you as a pest

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### Key Elements to Include When Talking to PCP

- Baseline Clinical measures**
  - e.g., PHQ-9 Score
- Current Symptoms**
  - Symptoms that aren't improving
- Length of time on current treatments**
- Problematic side effects**

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The screenshot shows a webpage titled 'Care Manager Forms and Resources' from the AIMS center. It lists several resources:
 

- 1) Template for Discussion with PCP
- 2) Template for Discussion with Psychiatrist
- 3) Initial Assessment Form
- 4) Follow-up Contact Form
- 5) Relapse Prevention Plan
- 6) Care Manager Resources for Supporting Medication Therapy
- 7) Behavioral Activation Cycle of Depression

 There is also a section for 'Template for discussion with primary care physician' with sub-sections for 'Baseline Clinical Measures', 'Current Symptoms', 'Length of time on current treatment', and 'Other treatments tried and why they did not help'.

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### Care Manager: The Facilitating Presence

**Actively engages the patient in a therapeutic alliance by:**

- Eliciting concerns
- Providing information
- Clarifying preferences
- Encouraging informed decision-making
- Conveying hopefulness
- Teaching skills
- Monitoring progress
- Reinforcing self-management

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## Screening and Symptom Tracking

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### Depression: Patient Health Questionnaire (PHQ-9)

- Assists with depression diagnosis**
- Tracks 9 core symptoms of depression over time**
- Easy to use**
- Patients become familiar with it**
- Can be done over the phone**
- A good teaching tool**

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The screenshot shows the 'PATIENT HEALTH QUESTIONNAIRE-9 (PHQ-9)' form. It includes a header with the title and a table with columns for 'Over the last 2 weeks, how often have you been bothered by any of the following problems?'. The table has rows for 9 symptoms and columns for 'Not at all', 'Several days', and 'Nearly every day'. Below the table is a section for 'How difficult is it for you to do your work, take care of household or errands, or get along with other people?' with a scale from 'Not difficult at all' to 'Extremely difficult'. At the bottom, there is a section for 'How difficult is it for you to do your work, take care of household or errands, or get along with other people?' with a scale from 'Not difficult at all' to 'Extremely difficult'.

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## PHQ-9: How to Administer

**In-Person**

- Especially initially
- Facilitates assessment AND teaching about depression

**Self-administered**

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### PHQ-9: How to Score

Over the last 2 weeks, how often have you been bothered by any of the following problems? (Use "N/A" to indicate your answer)	Not at all	Several days	More than half the days	Nearly every day
1. Little interest or pleasure in doing things	0	1	2	3
2. Feeling down, depressed, or hopeless	0	1	2	3
3. Trouble falling or staying asleep, or sleeping too much	0	1	2	3
4. Feeling tired or having little energy	0	1	2	3
5. Poor appetite or overeating	0	1	2	3
6. Feeling bad about yourself — or that you are a failure or have let yourself or your family down	0	1	2	3
7. Trouble concentrating on things, such as reading the newspaper or watching television	0	1	2	3
8. Moving or speaking so slowly that other people could have noticed? Or the opposite — being so fidgety or restless that you have been moving around a lot more than usual	0	1	2	3
9. Thoughts that you would be better off dead or of hurting yourself in some way	0	1	2	3

For office coding: 0 + 3 + 4 + 6 = Total Score: 13

Adapted from Kroenke K, Spitzer RL, Williams JB. The PHQ-9: Validity of a brief depression severity measure. *Journal of General Internal Medicine*. 16:606-13, 2001

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## Understanding the PHQ-9 Score

Score	Severity
0 – 4	No Depression
5 – 9	Mild Depression
10 – 14	Moderate Depression
≥ 15	Severe Depression

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## Screening for Anxiety Disorders: “Have you had...”

- Sudden unexpected anxiety or physical symptoms when no one around (PD)
- Worry, tense, anxious more days than not for 6 months (GAD)
- Anxiety and avoidance in social situations (SAD)
- Recurrent intrusive recollections of trauma or avoidance of trauma reminders (PTSD)

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## The Generalized Anxiety Disorder (GAD)-7 Scale

Over the last 2 weeks, how often have you been bothered by the following problems?	Not at all	Several days	More than half the days	Nearly every day
Feeling nervous, anxious, or on edge	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Not being able to stop or control worrying	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Worrying too much about different things	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Having trouble relaxing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Being so restless that it is hard to sit still	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Becoming easily annoyed or irritable	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Feeling afraid as if something awful might happen	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Total Score = Add Columns

Kroenke K et al., *Ann Intern Med*, 2007;146:317-325

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## Scoring the GAD-7

Score	Severity
0-5	Mild Anxiety
6-10	Moderate Anxiety
11-15	Moderately Severe Anxiety
16-21	Severe Anxiety

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## Initial Visit

**Assessment**  
**Education**  
**Discuss treatment options / plans**  
**Coordinate care with PCP**  
**Start initial treatment plan**  
**Arrange follow-up contact**  
 – In person or by phone  
 – In one week or earlier  
**Document initial visit**

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The image shows two overlapping documents from the AIMS center. The background document is titled "Care Manager Forms and Resources" and lists seven items: 1) Template for Discussion with PCP, 2) Template for Discussion with Psychiatrist, 3) Initial Assessment Form, 4) Follow-up Contact Form, 5) Relapse Prevention Plan, 6) Care Manager Resources for Supporting Medication Therapy, and 7) Behavioral Activation Cycle of Depression. The foreground document is the "Initial Assessment" form, which includes a header with "Patient Name" and "Today's Date", a table for "Initial Assessment" with columns for "Age", "Sex", "Race", "Ethnicity", "Religion", "Education", "Marital Status", "Employment", "Insurance", "Medication", "Substance Use", "Mental Health History", "Physical Health History", "Social History", "Family History", "Patient's Understanding of Depression", "Patient's Attitudes and Beliefs", "Patient's Expectations", "Patient's Goals", and "Patient's Needs". Below the table are sections for "Other Indicators of Depression Severity" and "Other Information".

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## Patient Engagement

**PCP introduction**  
**Warm handoff**  
**Call immediately**  
**Flyers**  
**Not “program”**  
**More work than patient**  
**Don’t give up**  
**Tracking**

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## Video Clip: Initial Visit

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## Discussing Mental Health Diagnosis with Patient

**“Don’t argue” about whether or not patient has mental illness → focus on symptoms and symptom resolution**  
 – Give hope!  
 – “You don’t have to feel this way”  
 – “This can be treated”  
**Educate patient about treatment in primary care**  
 – To reduce resistance from stigma  
 – Depression as a medical condition  
 – We have effective treatments for this

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## Address Attitudes & Beliefs About Depression

**Patients often know little about depression or anxiety disorders**  
**Many may feel like they should “handle it themselves”**  
 – About 60% of people aged 65 and older believe it is “normal” for people to get depressed as they age

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## Patient Education – Depression

**Depression affects the body, behavior, and thinking**  
*Physical symptoms may be the most apparent*

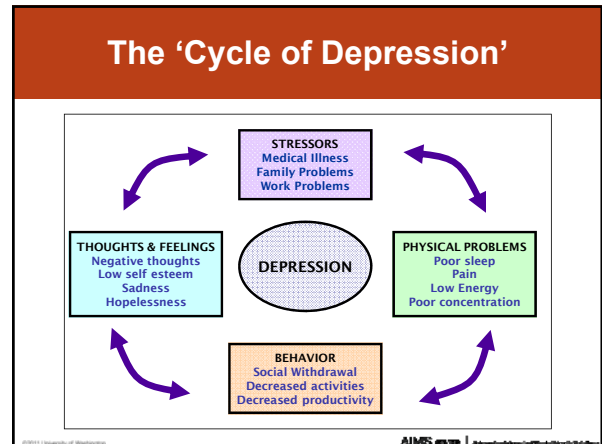
**The ‘cycle of depression model’**

**Depression can almost always be treated with antidepressant medications or psychotherapy**

**Recovery from depression is the rule, not the exception**  
*...but relapse is common if treatment discontinued*

**Minor tranquilizers, drugs, and alcohol can make depression worse, not better**

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## Talking with Caregivers About Depression

**Patient education materials (booklets, videos) can aid caregivers in recognizing depression symptoms**

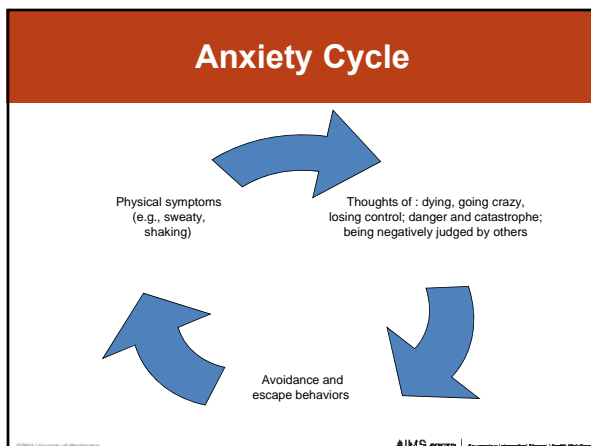
**Caregivers may have a better view of the patient’s mood and behavior *changes* over time**

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## Anxiety

- Stress responses are ‘normal’ reactions
- Anxiety is often ‘experienced’ in your body
- Anxiety can be a normal reaction that has become too intense or is triggered at times when it is not really needed

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## Treatment Planning

**Patient, PCP & Care Manager all involved in making the treatment plan**

**Treatment plans are ‘individualized’ because patients differ in**

- Medical comorbidity
- Psychiatric comorbidity
- Prior history of depression and treatment
- Current treatments
- Treatment preferences
- Treatment response

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## Treatment Expectancies?

**OUTCOME EXPECTANCY:**  
is treatment going to work?

**SELF-EFFICACY EXPECTANCY:**  
can I help myself get better?

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## Follow-Up Contacts

**Weekly or every other week during acute treatment phase**

- In person or by telephone to evaluate depression severity (PHQ-9) / treatment response

**Initial focus on**

- Adherence to medications
- Discuss side effects
- Follow-up on activation and PST plans

**Later focus on**

- Complete resolution of symptoms and restoration of functioning
- Long term treatment adherence

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**Care Manager Forms and Resources**

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**Follow-Up Contact**

PHQ-9 (Over the past 2 weeks, how often have you been bothered by any of the following problems?)

Problem	Not at all	A few days	More than a few days	Nearly every day
Little interest or pleasure in doing things	0	1	2	3
Feeling tired, having little energy	0	1	2	3
Difficulty concentrating	0	1	2	3
Moving or speaking slowly	0	1	2	3
Feeling restless or fidgety	0	1	2	3
Being so sad or hopeless almost every day of most days that you stop doing what you usually do	0	1	2	3
Thoughts of harming yourself or others	0	1	2	3

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## Using the Telephone

**Under utilized tool**

- Check up on adherence to medications
- Check in about side effects to medications
- Check in on behavioral activation
- Check in on symptoms after in remission

**Client-centered approach**

- Convenient
- Pro-active

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## Systematic Outcome Tracking

Systematic Outcome Tracking

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## Why Track Outcomes

**Facilitate treatment planning and adjustment (know when it's time to change)**

- Avoid Patients staying on ineffective treatments for too long

**Know when to refer for consultation / get help**

- Example: Blood Pressure

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### Remember: Most Patients Will Need Treatment Adjustments

Over 30 – 50% of patients will have a complete response to initial treatment

50 – 70% will require at least one change in treatment to get better

### Video Clip: Treatment Monitoring with PHQ-9

### Tracking Systems

Tracking is an essential function of IMPACT ... and all effective chronic care programs

- Can be accomplished in many different ways
- Each has pros/cons

### Paper Tracking

### Excel® Tracking

### Electronic Medical Records

Can track 'key information'

- Visits
- Medications
- Consultations
- Outcome measures (e.g., PHQ-9)

EMR example from Institute for Family Health (Virna Little, PsyD, LCSW-R, SAP)



### Seek Consultation with Psychiatrist when Patient...

- Is severely depression (PHQ-9 score  $\geq 20$ )**
- Fails to respond to treatment**
- Has complicating mental health diagnosis, such as personality disorder or substance abuse**
- Is bipolar or psychotic**
- Has current substance dependence**
- Is suicidal or homicidal**

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The screenshot shows a mood chart with 'Mood' on the y-axis (ranging from 0 to 20) and 'Weeks in Treatment (at a Clinical appointment)' on the x-axis (ranging from 1 to 14). The chart shows a red line starting at approximately 18, dropping to 10 by week 2, and then fluctuating between 8 and 10 for the remainder of the 14 weeks. Below the chart is a 'Psychiatrist Note' dated 10/1/11. The note includes a 'Current Medication' section listing 'Sertraline (Zoloft)' and 'Comp. L. NIMH 2010 8 04'. The 'History' section describes the patient's symptoms, including 'Anxiety disorder', 'Personality disorder', and 'Substance abuse'. The 'Assessment' section notes 'Severe depression' and 'Suicidal ideation'. The 'Plan' section includes 'Continue with current medication' and 'Refer to psychiatrist for further evaluation and treatment'. The note is signed by 'Dr. [Redacted]'.

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### Discussing Treatment Adjustment with the PCP

**PCPs may be more receptive to suggested treatment adjustments if you can say:**

*– “the consulting psychiatrist, Dr. \_\_\_\_\_, suggests that we consider...”*

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## Key Principles of Medication Therapy

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### Most Patients Need Treatment Adjustments

- Over 30 – 50% of patients will have a complete response to initial treatment**
- 50 – 70% will require at least one change in treatment to get better**

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## Using Antidepressants

### Key principles

- Use antidepressants, not minor tranquilizers / benzodiazepine for depression and most anxiety disorders
- Use adequate doses for an adequate amount of time
- Start slow and work with side effects but titrate to an effective dose as needed
- **Change medication if not effective**
  - Usually after 8 – 10 weeks

## FDA-Approved Antidepressants

### Serotonin Reuptake Inhibitors (SSRIs)

fluoxetine (Prozac), paroxetine (Paxil), citalopram (Celexa), escitalopram (Lexapro), sertraline (Zoloft), fluvoxamine (Luvox)

### Newer Antidepressants (atypical)

bupropion SR (Wellbutrin), mirtazapine (Remeron), venlafaxine XR (Effexor), desvenlafaxine (Pristiq), duloxetine (Cymbalta)

### Tricyclics (TCAs)

secondary amines: nortriptyline, desipramine  
 tertiary amines: imipramine, doxepin, amitriptyline  
 Not recommended for older adults

Generic Name	Trade Name	Class	Key Clinical Information
Amitriptyline	Elavil	Tricyclic Antidepressant	... (text continues with clinical details)
... (rows for other antidepressants)	...	...	...

## Serotonin Reuptake Inhibitors (SSRIs)

*Common side effects in all SSRIs (>10%): GI distress (nausea, diarrhea), insomnia, restlessness, agitation, fine tremor, headache, dizziness, sexual dysfunction.*

Drug name	Unit doses avail.*	Therapeutic dose*	Usual dose*	Starting dose*	Comments
Fluoxetine	10, 20	10-60	20	10 daily	Long half-life
Sertraline	50, 100	25-200	50-100	25 daily	
Citalopram	20, 40	10-40	20	10 daily	Few drug interactions
Escitalopram	5, 10, 20	10-20	10	10 daily	Few drug interactions
Paroxetine	10, 20, 30, 40	10-50	20-30	10 daily	Dry mouth, constipation

## New Antidepressants: SNRIs

*SNRI side effects: GI distress (NAUSEA, diarrhea), insomnia, restlessness, agitation, fine tremor, headache, dizziness, constipation, decreased appetite, sexual dysfunction. Small risk of elevation of blood pressure at higher doses => check BP.*

Drug name	Unit doses avail.*	Therapeutic dose*	Usual dose*	Starting dose*
Venlafaxine	25, 37.5, 50, 75, 100	12.5-150 bid	25-100 bid	25 daily
Desvenlafaxine (no generic)	50, 100	50 – 100	50 daily	50 daily

Comments: Once daily dosing with XR preparation. Active metabolite of venlafaxine; similar side effect profile.

## New Antidepressants: SNRIs – II

*SNRI side effects: GI distress (NAUSEA, diarrhea), insomnia, restlessness, agitation, fine tremor, headache, dizziness, constipation, decreased appetite, sexual dysfunction. Small risk of elevation of blood pressure at higher doses => check BP.*

Drug name	Unit doses avail.*	Therapeutic dose*	Usual dose*	Starting dose*
Duloxetine	20, 30, 60	40 – 60 daily	40 – 60 daily	30 daily

Comments: Nausea, dry mouth, constipation, decreased appetite, fatigue, sweating, sexual dysfunction. Enteric coated. **DO NOT break tablets!**

### Mirtazapine

Drug name	Unit doses avail.*	Therapeutic dose*	Usual dose*	Starting dose*
Mirtazapine	15, 30	15-45 qhs	15-30 qhs	7.5 -15 qhs

Comments Sedation, weight gain.  
Minimal sexual side effects.  
May help with anxiety / nausea.

\*mg

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### Bupropion

Drug name	Unit doses avail.*	Therapeutic dose*	Usual dose*	Starting dose*
Bupropion	75, 100, 150, 300	75-150 tid 100-200 bid (SR) 150-450 daily (XL)	75-150 tid 100-200 bid (SR) 150-300 daily (XL)	75 daily 100 daily (SR) 150 daily (XL)

Comments TID dosing with regular preparation.  
BID dosing with SR. Daily dosing with XL.  
Insomnia, agitation, tremor.  
Anorexia; no weight gain.  
Risk of seizures at high doses.  
Minimal sexual side effects.  
Perhaps less mania induction in bipolars  
Not good for anxiety.

\*mg

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### Secondary Amine Tricyclics (TCAs)

*Common side effects in all TCAs (>10 %): arrhythmias (particularly with pre-existing conduction defects), dry mouth, constipation, blurry vision, orthostatic hypotension, and weight gain.*

\*mg

Drug name	Unit doses avail.*	Therap dose*	Usual dose*	Starting dose*	Side effects
Nortriptyline	10, 25, 50, 75	40-150	50-100	10 qhs	Weakness/fatigue
Desipramine	10, 25, 50, 75, 100, 150	75-200	100-200	25 daily	Tachycardia, insomnia, agitation

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### Choosing Antidepressants

- Prior treatment history in patient/family members
- Patient preferences
- Expertise of prescribing provider
- Side effect profile
- Safety in overdose
  - 10 days of a TCA can be a lethal overdose
- Availability and costs
- Drug-drug interactions

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### When and How to Stop Antidepressants?

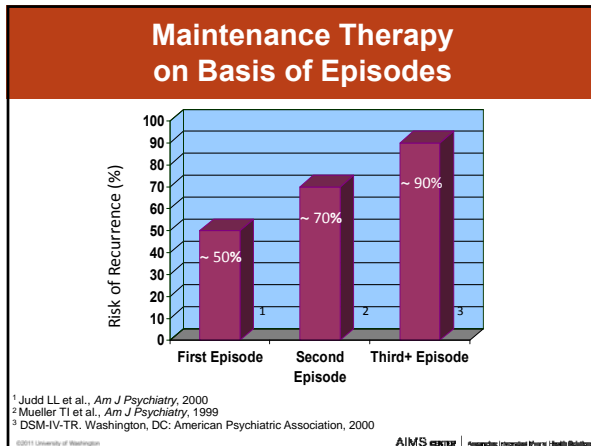
- Treat all adults for 4-9 months after initial response
- Treat those at high risk for relapse for 2 years or longer. Some may need lifetime treatment
- Maintenance treatment should be at full dose
- Make a relapse prevention plan
- Taper antidepressants slowly to avoid discontinuation syndrome

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### Depression is a Chronic Disease

15 years after recovery, \*85% of patients have experienced a recurrence<sup>1,2</sup>

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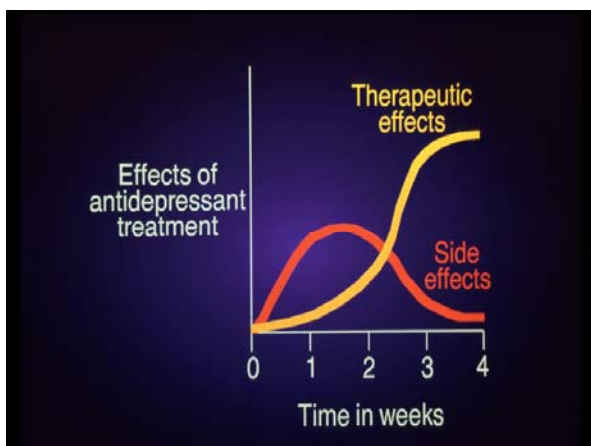
- ### Problems Early in Treatment
- Nonadherence
  - Medical and psychiatric comorbidity
  - Side effects
  - Unmasking bipolar disorder
  - Activation and suicidal ideation
  - Incomplete response

- ### General Office Strategies for Optimizing Adherence
- Provide rationale for use
  - Careful attention to side-effects (see below)
  - Counter demoralization
  - Address fear of dependence and loss of control
  - Enlist family/spousal support
  - Address concerns in relation to patient's or significant other's prior experience with medication
  - Increase contact with brief phone check-ins
  - Specific instructions (take regardless of symptom change, don't stop on own)
  - Use symptom scale (e.g., PHQ-9)

### Is Patient at Maximum Therapeutic Dosage?\*

Fluoxetine	60mg
Paroxetine	60mg
Escitalopram	20mg
Citalopram	60mg
Sertraline	200mg
Venlafaxine	300mg
Desvenlafaxine	100mg
Duloxetine	60mg
Bupropion SR	450mg
Mirtazapine	60mg
Nortriptyline	150mg (check serum level)
Desipramine	300mg (check serum level)

\*Consider titrating to these doses unless patient does not tolerate them 'maximum doses' due to side effects.



- ### Managing Side Effects
- Consult with pharmacist / team psychiatrist
    - Are side effects 'physical' or 'psychological'?
  - Short term strategies
    - Wait and support (e.g., GI side effects of SSRIs)
    - Adjust medication timing (e.g., take sedating meds at bedtime)
    - Consider temporary dose reduction
    - Treat side effects (if drug effective)
  - Change to a different antidepressant
  - Change to or add PST-PC

### Common Side Effects

**Short term:**

- GI upset / nausea
- Jitteriness / restlessness / insomnia
- Sedation / fatigue

**Long term:**

- Sexual dysfunction (up to 33%)
- Weight gain (5 to 10%)

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### Orgasmic Dysfunction

**25 – 33% of SSRI-treated patients**

**Change to**

- Bupropion
- Mirtazapine

**Augment**

- Bupropion SR 100mg PO BID
- Buspirone 15mg PO BID to 30mg PO BID

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### Weight Gain

**5 to 10% of SSRI treated patients**

**Rx – Bupropion, Fluoxetine**

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### Drug-Drug Interactions

Antidepressants are metabolized by the P450 isoenzyme system in the liver. They can

- change blood levels of other drugs that are metabolized by the same hepatic enzymes
- displace other protein-bound drugs

**Rule of thumb:** if a patient is on a drug with a narrow therapeutic window (e.g., digoxin, warfarin, theophylline, antiarrhythmics, lithium, TCAs, anticonvulsants), check a serum level of that drug when a steady state of the antidepressant is reached or if there are side effects

**Consult pharmacist**

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### Good Reasons to Stop a Medication

**Intolerable side effects**

**Dangerous interactions with necessary medications**

**The medication was not indicated to start with (e.g., bipolar depression)**

**Medication has been at maximum therapeutic dose without improvement for 4-8 weeks**

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### What if Patients Don't Improve?

**Is the patient adhering to treatment?**

**Is the dose high enough?**

- See max dose guidelines

**Is the diagnosis correct?**

- ? Bipolar depression
- ? Medical conditions (hypothyroidism, sleep apnea, pain)
- ? Meds: steroids, interferon, hormones
- ? Withdrawal: stimulants, anxiolytics

**Are there untreated comorbid conditions / life stressors?**

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## Antidepressant Summary

**There are over 30 FDA-approved antidepressants**

- Each is effective in ~ 40 – 50% of patients
- It may take several trials until an effective medication is identified
- Patients need support during this time (work with care manager)

**If medications are not effective after 8 – 10 weeks at a therapeutic dose**

- Is patient taking medication as prescribed?
- Consider substance abuse, bipolar disorder, anxiety disorders, cognitive impairment. Ask every patient about suicidal ideation
- Consult with team psychiatrist and change treatment (medications, other somatic treatments, psychotherapy)

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## Care Manager Role in Supporting Medication Therapy

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## Supporting Medication Therapy

**Become familiar with commonly used antidepressant and other psychotropic medications and medication doses**

**Provide basic patient education about medications commonly prescribed in primary care**

**Support medication adherence**

**Know when treatment is 'not working' and alert the rest of the team to facilitate a change**

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## Supporting Medication Therapy

**Help patients and providers identify...**

- Potentially inadequate doses
- Ineffective treatment (e.g., persistent symptoms after adequate duration of medication trial)
- Side effects

**Facilitate patient-provider (e.g., PCP) communication about medications**

**Consult with PCP and team psychiatrist about medication questions**

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## Patient Education About Antidepressants

**Key messages**

**How do these medications work?**  
By restoring a chemical imbalance in the brain

**There are many options (over 30 available medications)**

**Anticipate**

- Patient concerns about medications
- Side effects (these can be managed)
- Problems with adherence

**Reinforce**

**Need for continuation or maintenance treatment to prevent relapse even after the patient feels better**

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## Antidepressant Adherence

Weeks	Adherence (%)
0	100
4	75
8	65
12	55
16	50

**Key messages:**

- Take medication daily
- Wait 2-4 weeks for effect
- Side effects can occur, but often resolve in 1-2 weeks
- Keep taking medication even if better
- Check with MD before stopping
- Not addicting

Lin EH., Med Care 1995;33:67

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**Care Manager Resources**

**Common Questions & Answers about Treatments for Depression**

**Identify your antidepressant concerns:**

1. How do antidepressants work?
  - Antidepressants help restore the normal balance of certain chemicals called neurotransmitters in the brain.
2. My problem is trouble to sleep. How can an antidepressant help with this?
  - Some antidepressant drugs help to regulate or regulate depression. Once the depression lifts, sleep often improves as well.
  - Antidepressants can help restore normal sleep, even in people who do not have major depression. They are antidepressants and other medications that have an antidepressant effect, and they usually do not require continuation or continuation.
3. I have a problem with pain. How can an antidepressant help with that?
  - Some antidepressants have been shown to be beneficial in the treatment of major depression in a number of pain syndromes such as chronic, neuropathic, and health care-related pain and pain.
  - Tricyclic antidepressants, such as amitriptyline, nortriptyline, and doxepin.
  - Antidepressants may also help restore normal sleep and increase a vicious cycle of pain and poor sleep.
4. I have low energy and feel tired a lot of the time. How can an antidepressant help with this?
  - Some antidepressants help restore energy in people who are depressed. Once the depression improves, that energy starts to return as well.
  - Antidepressants can help restore energy in people who are depressed. With successful treatment, patients will feel less tired and may be able to do their usual activities.
5. I have a lot of stress in my life. How can an antidepressant help with this?
  - An antidepressant can be used to help with depression. The antidepressant can help restore the normal balance of neurotransmitters in the brain and a number of other things.
  - Restoring the balance to a more normal balance usually helps the depression under control.
  - Some antidepressants have been shown to be beneficial in the treatment of major depression in a number of pain syndromes such as chronic, neuropathic, and health care-related pain and pain.
6. An antidepressant is addictive?
  - No, antidepressants are not addictive or addictive. They do not produce a "high" feeling, but they do help restore the normal balance of neurotransmitters in the brain and a number of other things.
  - Restoring the balance to a more normal balance usually helps the depression under control.
  - Some antidepressants have been shown to be beneficial in the treatment of major depression in a number of pain syndromes such as chronic, neuropathic, and health care-related pain and pain.
7. My problem is anxiety or panic attacks. How can an antidepressant help?
  - In many cases, anxiety is a by-product of depression. Once the depression lifts, the anxiety improves as well.
  - Some antidepressant medications are also among the most effective medical treatments for anxiety disorders, including panic disorder and generalized anxiety disorder.

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**Evidence-based Non-medication Treatments**

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**Psychotherapy for Depression in Primary Care**

- CBT, IPT, Psychodynamic
- Behavioral Activation / Activity Scheduling
- Problem Solving Treatment

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**Behavioral Activation**

**Objectives:**

- Reduce depression by gradually increasing engagement in pleasant and enjoyable activities that are patient / client identified
- Help patients re-engage pleasant activities and learn new ways of dealing with distress

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**Behavioral Activation**

*Physical Activity*

*Social Interaction*

*Pleasant Events*

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**Behavioral Activation**

Depression → inactivity and withdrawal

=

Downward cycle of doing less and feeling worse

- Awareness of this pattern can help some patients understand the purpose and benefit of behavioral activation

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### Activity Scheduling

Feel Bad

Do Less

Social / physical activities tend to be most potent mood boosters  
Treatment will also focus on increasing daily pleasant events

### Reasons for Change in Activity

**Some additional reasons:**

- Inactivity due to loss of function, i.e. vision problems, mobility problems
- Loss of partner
- Pain
- Lack of interest
- Move to new facility or location
- *YOUR ideas?*

### Behavioral Activation

**Goals:**

- Re-establish routines
- Distract from problems or unpleasant events
- Increase positively reinforcing experiences
- Reduce avoidant patterns
- Increase critical thinking
- Decrease negative emotional response

### Behavioral Activation

**Some strategies:**

- Review pleasant activities for ideas
  - Things that used to be 'pleasant' in the past
  - Consider new activities
- List activities and rate them for mastery and pleasure
- Choose and schedule a daily pleasant activity
- Mentally rehearse the selected activity
- Identify potential barriers (feasibility, realistic activities)

### Make a Specific Plan with Patient

**The more detailed the plan the more likely it is to be followed**

**In the plan consider:**

- Date or days of the week
- What time of day
- How long
- With whom
- Other aspects that need to be planned

### Follow-up

**Normalize that this is a self experiment – learn from any results**

**Review all tasks**

**Praise success – ask about how the activity effects their mood**

**Discuss things that didn't work**

- *What obstacles got in the way?*
- *Maybe we picked the wrong activity?*
- *What might work better?*

**Set new goals and continue successful ones**

**Video Clip:  
Behavioral Activation**

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**Scheduling Activities**  
*Pleasant – Social – Physical*

Plan at least one activity each day. It is an important way to deal with stress and depression. Schedule out a week's worth of daily activities.

Each day should contain at least one activity. These can be pleasant, social, or physical activities. For example, a pleasant activity might be putting together a puzzle or some hobby, a social activity might be having tea with a neighbor, and a physical activity might be going for a walk.

Rate how satisfied you felt after doing the activity

Day	Date	Activity (what? where? with whom?)	How satisfied did you feel? 0 = Not Satisfied 10 = Super
Mon			
Tue			
Wed			
Thu			
Fri			
Sat			
Sun			

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**Relapse Prevention & Maintenance Treatment**

**After patient is 'in remission' from acute episode**  
**Make a relapse prevention plan**  
**Follow the patient with monthly contacts**

- Usually by telephone calls
- Individual OR in a maintenance group

**Bring patient back in for further evaluation if symptoms recur**

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**Relapse Prevention Plan**

Address Name: \_\_\_\_\_ Today's Date: \_\_\_\_\_

1. **Identify Warning Signs**

2. **Identify Triggers**

3. **Identify Coping Strategies**

4. **Identify Support System**

5. **Identify When to Contact Support System**

6. **Identify When to Contact Support System**

7. **Identify When to Contact Support System**

8. **Identify When to Contact Support System**

9. **Identify When to Contact Support System**

10. **Identify When to Contact Support System**

11. **Identify When to Contact Support System**

12. **Identify When to Contact Support System**

13. **Identify When to Contact Support System**

14. **Identify When to Contact Support System**

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**IMPACT Training  
Part 3**

**Implementing  
Evidence-based  
Integrated Mental  
Health Care**

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**The Evidence for Collaborative Care**

Over 40 Randomized Controlled Trials for Depression: Gilbody S. et al., *Archives of Internal Medicine*; Dec 2006

- 37 trials of collaborative care for depression in primary care (US and Europe)
- CC consistently more effective than usual care

Since 2006, several additional RCTs in new populations and for other common mental disorders (e.g., CALM study for anxiety disorders, PTSD)

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### Research Evidence is Not Enough

Over 50 peer reviewed publications... but

Publications in JAMA, BMJ, and NEJM do not guarantee uptake and practice change in the real world.

Implementers need a lot more...

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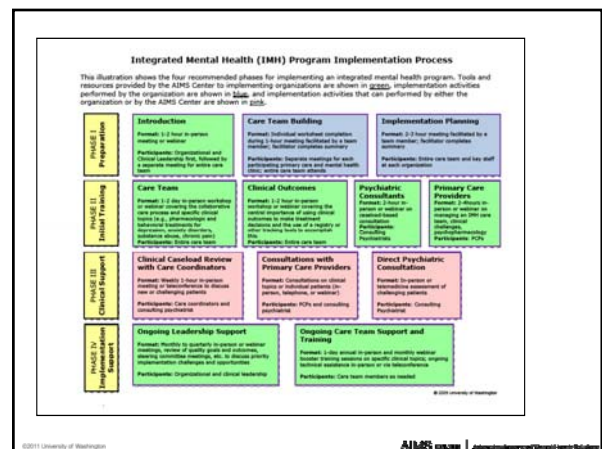
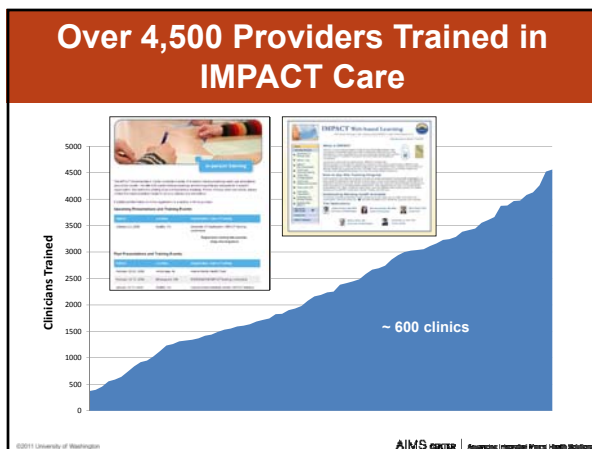
**“It is one thing to say with the prophet Amos, ‘Let justice roll down like mighty waters,’ and quite another to work out the irrigation system.”**

**William Sloane Coffin, Social activist and clergyman**

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### From Research to Practice: Implementation Experience

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## Building the IMPACT Team

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## Tasks for patient-centered integrated behavioral health care

**Specific Tasks:**

1. Patient Identification and Diagnosis
2. Treatment Engagement and Initiation
3. Follow-up and Treatment Adjustment
4. Communication and care coordination
5. Systematic case review and psychiatric consultation
6. Referrals
7. Relapse prevention
8. Administrative support
9. Clinical support
10. Quality improvement

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## Evidence-Based 'Team Care' for Depression

TWO PROCESSES	TWO NEW 'TEAM MEMBERS'	
	Care Manager	Consulting Psychiatrist
<b>1. Systematic diagnosis and outcomes tracking</b> e.g., PHQ-9 to facilitate diagnosis and track depression outcomes	- Patient education / self management support - Close follow-up to make sure pts don't fall through the cracks	- Caseload consultation for care manager and PCP (population-based) - Diagnostic consultation on difficult cases
<b>2. Stepped Care</b> a) Change treatment according to evidence-based algorithm if patient is not improving b) Relapse prevention once patient is improved	- Support anti-depressant Rx by PCP - Brief counseling (behavioral activation, PST-PC, CBT, IPT) - Facilitate treatment change / referral to mental health - Relapse prevention	- Consultation focused on patients not improving as expected - Recommendations for additional treatment / referral according to evidence-based guidelines

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## Building the Collaborative Care Team

**Six steps in team building process:**

1. Assessment with Individual Staff Members
2. Identify Gaps, Duplicate Services & Training Needs
3. Create Customized Integrated Behavioral Health Care Work-Flow
4. Generate Implementation Plan & Timeline
5. Train Staff
6. Track program Outcomes & Adjust as necessary

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## Building the Collaborative Care Team

**Three worksheets to support team building process:**

1. Staff Self-Assessment
2. Task Summary by Staff Member
3. Team Building Summary & Change Plan

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### BEHAVIORAL HEALTH STAFF SELF-ASSESSMENT

AIMS CENTER

Integrated Care Tasks	In This A. Priority Task?	In This B. Role Row?	If So, Whose Role?	Your Organization's Capacity with This Task?	Your Level of Comfort with This Task?	Would You Like Training to Perform This Task?
<b>Identify and Engage</b>						
Identify People Who May Need Help	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Screen for Behavioral Health Problems Using Valid Measures	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Diagnose Behavioral Health Disorders	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Engage Patient in Integrated Care Program	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Deliver and Monitor</b>						
Perform Behavioral Health Assessment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Develop and Update Behavioral Health Treatment Plan	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Patient Education about Symptoms & Treatment Options	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Provide Psychotropic Medications	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Patient Education about Medications & Side Effects	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Brief Counseling, Activity Scheduling, Behavioral Activation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Evidence-based Psychotherapy (e.g. CBT, IPT)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Identify and Treat Coexisting Medical Conditions	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Facilitate Patient to Specialty Care or Social Services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Close and Update Patient's Treatment Plan	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Track and Evaluate</b>						
Track Treatment Engagement and Adherence using Registry	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reach out to Patients who are Non-adherent or Disengaged	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Track Patient's Symptoms with Measurement Tool (e.g., PHQ-9)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Track Medication Side Effects & Concerns	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Track Outcomes of Behavioral and Other Treatments	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Assess Need for Changes in Treatment</b>						
Establish Changes in Treatment / Treatment Plan	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Provide Continued Personal Psychiatric Consultation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Develop an Ongoing Psychiatric Assessment of Challenging Patients	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Other Tasks Important to Our Work and Work in Progress</b>						
Coordinate Communication Among Team Members / Providers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Administrative Support for Program (e.g., Scheduling, Reception)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Clinical Supervision for Program	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Training of Team Members in Behavioral Health	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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AIMS TEAM BUILDING – TASK SUMMARY BY STAFF												
Integrated Care Tasks <small>Please mark an X below where appropriate</small>	STEP 2								Patient Agency	Referral Agency	Total #	Outcome Reached
	Staff 1	Staff 2	Staff 3	Staff 4	Staff 5	Staff 6	Staff 7	Staff 8				
Identify and Engage Patients												
Identify People Who May Need Help												
Screen for Behavioral Health Problems												
Diagnose Behavioral Health Problems												
Engage Patient in Integrated Care Program												
Initiate and Provide Treatment												
Perform Behavioral Health Assessment												
Develop and Initiate Behavioral Health Treatment Plan												
Patient Education about Symptoms & Treatment Options												
Provide Psychotropic Medications												
Patient Education about Medications & Side Effects												
Self Counseling, Activity Scheduling, Behavioral Activation												
Evidence-based Psychotherapy (e.g. PBO, CBT, IPT)												
Identify and Treat Coexisting Medical Conditions												
Facilitate Referral to Specialty Care or Social Services												
Create and Support Recovery Promotion Plan												
Track Treatment Outcomes												
Track Treatment Engagement and Adherence using Registry												
Reach out to Patients who are Non-adherent or Disengaged												
Track Patient Symptoms with Measurement Tool (e.g. PHQ-9)												
Track Medication Side Effects & Concerns												
Track Outcomes of Subsequent and Other Treatments												
Adjust Treatment if Patients are Not Responding												
Assess Need for Changes in Treatment												
Facilitate Changes in Treatment / Treatment Plan												
Provide Continued / Revised Psychiatric Consultation												
Provide in Person Psychiatric Assessment of Challenging Patients												
Other tasks important for our program (add tasks as needed)												
Coordinate Communication Among Team Members / Providers												
Administrative Support for Program (e.g., Scheduling, Resources)												
Clinical Supervision for Program												
Training of Team Members in Behavioral Health												
1.												
2.												
3.												

AIMS TEAM BUILDING – SUMMARY & CHANGE PLAN				
STEP 3				
IDENTIFY AND ENGAGE PATIENTS				
Integrated Care Tasks	Who Name / Discipline	How Process (including Hand-offs & Communication Methods (e.g. telephone, mail)	When	Where
Identify People Who May Need Help				
Screen for Behavioral Health Problems				
Diagnose Behavioral Health Problems				
Engage Patient in Integrated Care Program				
Needs for Implementation	<input type="checkbox"/> Staff time <input type="checkbox"/> Staff Training <input type="checkbox"/> Clinical Supervision <input type="checkbox"/> Administrative Supervision <input type="checkbox"/> Other Resources needed			
Timeline				

### IMPACT Team: Care Manager

- Hire new staff vs. re-deploy existing staff
- Split duties between higher and lower skilled staff?
  - e.g., psychologist and medical assistant
- Types of behavioral health care managers: nurses, social workers, counselors, ARNPs, psychologists, etc.
- Caseload / number of care managers needed

### IMPACT Team: Psychiatric Consultant

- Hire new vs. re-deploy
- In-house vs. external consultant
- In-person or telemedicine
- Responsibility for caseload of patients
- Approximately 0.1 FTE psychiatric consultant time for each 1 FTE care manager

### IMPACT Team: PCP


- How will PCP work with care manager?
- How will PCP 'sell' the team approach to patients?
- Access to consulting psychiatrist?
- How will PCP work with psychiatric consultant and other mental health staff?

### IMPACT Team: Manager

- Keep track of outcomes and adjust program as needed
  - Patient engagement and clinical outcomes
- Integrate care manager and consulting psychiatrist into existing clinic staff, space, and 'flow'
  - 'Private' space to see patients
  - Time ("this is a real job")
  - Access to computer, EMR, charts




## Training



**In-person training**

**Trained over 4,500 providers in nearly 600 clinics**



**IMPACT Web-based Learning**

The IMPACT Implementation Center provides a variety of options being designed each year at around the country. The offer both in-person training meetings and training that are designed for a self-organized. For more information on training meetings, please refer to the IMPACT Center for Research, Practice and Education website.

Additional information or online registration is available, a link is provided.

**Upcoming Presentations and Training Events:**

Date	Location	Organization / Type of Training
September 22-24, 2011	Seattle, WA	University of Washington (IMPACT Training)
October 18-19, 2011	Merced County, CA	Merced County Training
November 9, 2011	Houston, TX	George Foundation (Integrated Care Model Training)

**Past Presentations and Training Events:**

Date	Location	Organization / Type of Training
May 15-16, 2011	Portland, OR	Carthage Training
September 28-30, 2010	Seattle, WA	University of Washington (IMPACT Training)

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## Practice Change is Hard

“You are asking me to  
...change the oil while driving the car.”  
... rebuild the airplane in mid-air.”



**Need Effective Implementation Support**

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## Implementing Collaborative Care

**Shared Vision**

- How will we know success?
- Shared, measurable outcomes
  - e.g., # and % of populations screened, treated, improved

**Engaged leaders & stakeholders**

- Clinic leaders & administration
- PCPs, care managers, psychiatry, other mental health providers

**Clinical & operational integration**

- Functioning teams, communication, and handoffs
- Clear about 'shared workflow' & roles of various team members

**Adequate resources**

- Personnel, IT support, funding

**Proactive problem solving re-barriers & competing demands**

- Minimize complexity, PDCA

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### Integrated Mental Health (IMH) Program Implementation Process

This illustration shows the four recommended phases for implementing an integrated mental health program. Tools and resources provided by the AIMS Center to implementing organizations are shown in **green**, implementation activities performed by the organization are shown in **blue**, and implementation activities that can be performed by either the organization or by the AIMS Center are shown in **red**.

Phase	Activity	Participant
PHASE I: Preparation	<b>Introduction</b>	AIMS Center (Green)
	<b>Care Team Building</b>	Organization (Blue)
PHASE II: Initial Training	<b>Care Teams</b>	Organization (Blue)
	<b>Clinical Outcomes</b>	Organization (Blue)
PHASE III: Clinical Support	<b>Clinical Casehold Review with Care Coordinators</b>	Organization (Blue)
	<b>Consultations with Primary Care Providers</b>	Organization (Blue)
PHASE IV: Implementation Support	<b>Ongoing Leadership Support</b>	Organization (Blue)
	<b>Ongoing Care Team Support and Training</b>	Organization (Blue)

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## Examples of large-scale Implementations

- Kaiser Permanente
- DOD (RESPECT-MIL)
- VA
- DIAMOND
- Washington State MHIP

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## Kaiser Permanente San Diego, California

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### IMPACT Dissemination at Kaiser Permanente

**KPSC in IMPACT Study**  
 – (~ 280 participants in 1 clinic)

**KPSC in San Diego after IMPACT**  
 – (2 clinics; Grypma et al, 2005)

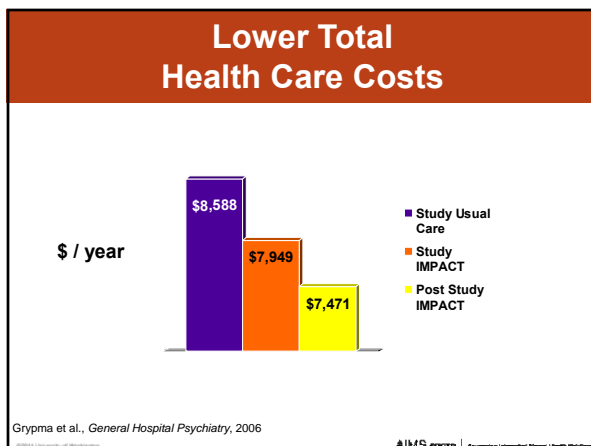
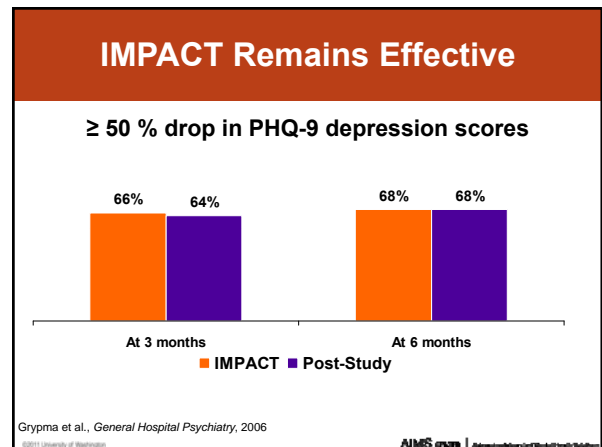
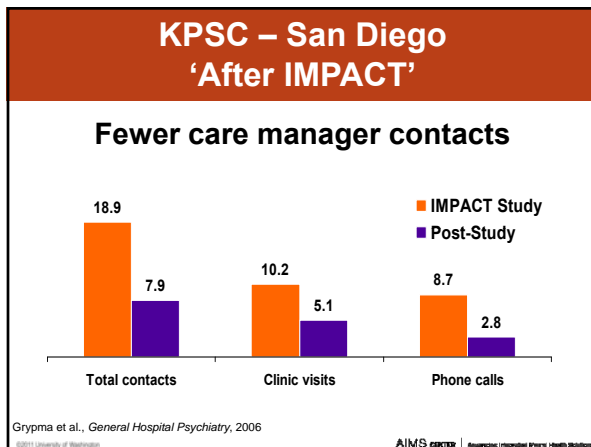
**KPSC Depression Initiative (Dreskin)**  
 – 12 regional medical centers serving 3 million members – over 40,000 in depression care management

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### Kaiser Permanente of Southern California

- **Pilot Study**
  - Compare 284 clients in ‘adapted program’ with 140 usual care patients and 140 intervention patients in the IMPACT study (Grypma et al, 2006)
- **Dissemination**
  - Implemented core components of program in 10 regional medical centers

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### Case Study -II: Mental Health Integration Program (MHIP)

- Funded by State of Washington and Seattle King County Public Health (SKCPH)
- Administered by Community Health Plan of Washington and SKCPH in partnership with over 100 Community Health Centers and UW AIMS Center
- Initiated in 2008 in Western WA; expanded state-wide in 2009

<http://integratedcare-nw.org>

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More than 20,000 patients served in over 100 Community Health Centers in WA.

## MHIP Target Populations

**State-wide: unemployed adults with short term disability due to mental health / substance abuse problems (Disability Lifeline Program)**

**King County: high risk mothers and their children, uninsured adults, older adults, Veterans and their family members**

## Program Staffing in Diverse Clinic Settings

Clinic Population (mental health needs)	% of clinic population with need for care management	Typical caseload size for 1 FTE Care Manager	# of unique primary care clinic patients to justify 1 FTE CM	Typical personnel requirement for 1,000 unique primary care patients	
				FTE Care Manager	FTE Psychiatrist**
Low need (e.g., insured, employed)	2%	100	5000	0.2	0.05 (2 hrs / week)
Medium need (e.g., comorbid medical needs / chronic pain / substance abuse)	5%	75	1500	0.7	0.07 (3 hrs / week)
High need (e.g. safety-net population)*	15%	50	333	3	0.3 (12 hrs / week)

## Job Description: University of Washington Consulting Psychiatric Clinician Mental Health Integration Program (MHIP)

**JOB SUMMARY**

The consulting psychiatrist is responsible for supporting mental health care provided by primary care coordinators treating MHIP patients in participating community health centers (CHCs) care clinics.

**DUTIES AND RESPONSIBILITIES**

1. Provide regularly scheduled (usually weekly) caseload consultation to assigned care coordinators. These consultations will primarily focus on patients who are new to treatment or who are expected.
2. Provide telephonic consultation to primary care physicians (PCPs) as requested, focusing on CHCs caseload.
3. Work with the assigned CCs to track and oversee their patient panels and clinical outcome based MHITS care management tracking system.

## Care Management Tracking System (CMTS)

**Web-based.**  
**In use in MHIP program and several other collaborative care programs in Minnesota, Texas, and Alberta, Canada.**

**Registry function**  
 > Prevents patients from 'falling through the cracks'

**Care management functions**  
 > Structured templates facilitate efficient / effective clinical encounters  
 > Individual and caseload summaries facilitate  
     > measurement-based practice / treatment to target  
     > efficient psychiatric consultation on challenging patients  
     > systematic quality improvement

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**CLINICAL DASHBOARD**

Member Information: TD 5 800114

Working Diagnoses: MDD

Assessment: [Text]

Safety Concerns: [Text]

Medications: [List]

Activity Goals: [List]

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**TREATMENT HISTORY**

Professional diagnosis impression

DATE	TIME	MHP	MHP (1-7)	MHP (8-14)	Pcp	Goal	REMARKS	MOOD
11/24/08	11:00	0	0	0	11	14	Initial (General)	0/10
12/23/08	11:00	0	0	0	11	14	Follow-up (General)	0/10
1/23/09	11:00	0	0	0	11	14	Follow-up (General)	0/10
4/24/09	11:00	0	0	0	11	14	Follow-up (General)	0/10
7/21/09	11:00	0	0	0	11	14	Follow-up (General)	0/10
9/22/09	11:00	0	0	0	11	14	Follow-up (General)	0/10
9/23/09	11:00	0	0	0	11	14	Follow-up (General)	0/10
12/24/09	11:00	0	0	0	11	14	Follow-up (General)	0/10

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**CASELOAD STATISTICS L1**

CD	Pcp	CLINICAL ACCOUNT	Pcp	MOOD	MHP	MHP (1-7)	MHP (8-14)	Pcp	MOOD	MHP	MHP (1-7)	MHP (8-14)	Pcp	MOOD	MHP	MHP (1-7)	MHP (8-14)
10	14	10	14	10	14	10	14	10	14	10	14	10	14	10	14	10	14

Caseload summaries help manage  
 -Clinical productivity  
 -Quality improvement

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**PCP SUMMARY**

Line graph showing Mood and MHP over 14 weeks. Legend: MHP (1-7), MHP (8-14).

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**Safety Concerns**

Line graph showing Mood and MHP over 14 weeks. Legend: MHP (1-7), MHP (8-14).

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### MHIP client Demographics

	Mean or %	Range across clinics
Men	52 %	
Women	48 %	
Mean Age	40	1-100
Challenge with Housing	29 %	3% - 52 %
Challenge with Transportation	21 %	10 %- 50 %

### Clinical Diagnoses

Diagnoses	%
Depression	71 %
Anxiety (GAD, Panic)	48 %
Posttraumatic Stress Disorder (PTSD)	17 %
Alcohol / Substance Abuse	17 %*
Bipolar Disorder	15 %
Thoughts of Suicide	45 %

... plus acute and chronic medical problems, chronic pain, substance use, prescription narcotic misuse, homelessness, unemployment, poverty, ....

### Sample Community Health Center (6 clinics; over 2,000 clients served)

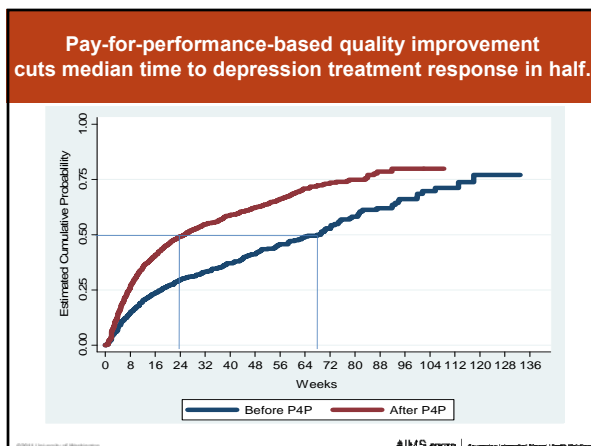
Population	Mean baseline PHQ-9 depression score (0-27)	Follow-up (%)	Mean number of care coordinator contacts	% with psych consultation	% with significant clinical improvement
Disability Lifeline	16.7	92 %	8	69 %	43 %
Uninsured	15.8	83 %	8	59 %	50 %
Older Adults	15.3	92 %	8	55 %	43 %
Vets & Family	15.5	92 %	7	54 %	53 %
High risk Mothers	15.4	81 %	7	50 %	60 %

Data from Care Management Tracking System (CMRS) [www.aims.org](http://www.aims.org)

### Systematic Quality Improvement

**Team building and implementation support**  
**Provider training and ongoing support**  
**Weekly caseload-based psychiatric review**  
**Outcomes-based Feedback and QI**  
**Pay-for-performance program (P4P)**

- Initiated in 2009
- 25 % of payment depends on meeting quality indicators

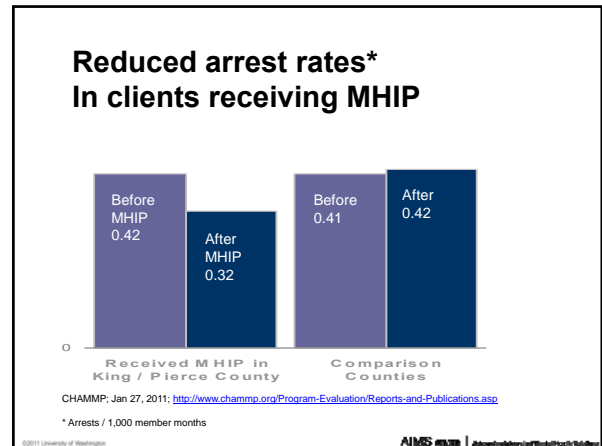
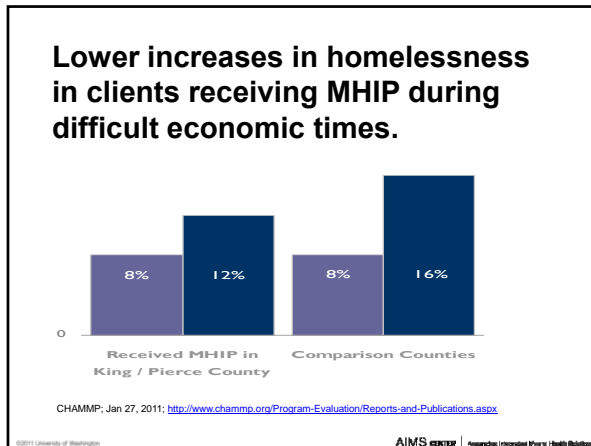


### Other policy relevant outcomes

**Comparison of DL clients with mental health needs in counties with and without the MHIP program in 2008 and 2009.**  
**Outcomes examined:**

- homelessness
- arrest rates

**CHAMMP; Jan 27, 2011;**  
<http://www.chammp.org/Program-Evaluation/Reports-and-Publications.aspx>



**MHIP for Behavioral Health**  
Mental Health Integration Program

**Over 20,000 safety-net clients served**

- Large, 'real world' implementation of collaborative care
- When well implemented, clinical outcomes can match those in RCTs with safety net populations
- Safer communities and less homelessness

**Systematic quality improvement with a P4P component can**

- Improve health outcomes
- Close the gap between research and practice

## IMPACT-DP

### Care Management for Depression and Pain

## Chronic Pain

**20 – 30% of younger and 60 – 80% of older adults report pain on a daily basis**

**Chronic pain involves:**

- Suffering: physical and emotional
- Disability, activity & work limitations
- Lower quality of life

**15% of those with chronic pain say they cannot work because of it**

**Pain ↔ Depression**

**Bidirectional Relationship**

### Depression and Pain Have Combined Effects

**Depression with pain causes more functional limitations and economic burden than depression alone**

**Pain with depression predicts greater functional impairment than pain alone**

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### Treatment of Depression Improves Pain Outcomes in Patients with Arthritis and Depression

**Arthritis Interference With Daily Activities (0-10)**

Time Point	Usual Care	Intervention
Baseline	~5.3	~5.1
3 months F/U	~5.0	~4.3
6 months F/U	~4.7	~4.1
12 months F/U	~5.0	~4.3

Lin et al., JAMA, 2003

### But: Pain Impedes Improvements in Depression

Baseline Pain Interference	Usual Care	Intervention
Not at all	~0.20	~0.52
Slight	~0.18	~0.45
Moderate	~0.20	~0.40
Quite a bit	~0.18	~0.38
Extreme	~0.15	~0.30

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### Managing Persistent Pain

- Establish a diagnosis**
- Educate patient**
  - All pain is 'real'
- Focus on functional impairment**
  - What does the pain keep you from doing?
  - How do you cope with this?
- Encourage**
  - Regular physical activity
  - Adequate trials of analgesic medications
    - "How bad does the pain need to be?"
- Consult**
  - Orthopedics, Rheumatology, PT/OT
- Coordinate care with all providers**

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### IMPACT DP: Treatment Protocol

- 1) Education
- 2) Behavioral Activation / Pleasant events scheduling
- 3) (a) Antidepressant medication  
Usually an SNRI or other newer antidepressant
- (b) Analgesic medications  
Acetaminophen, NSAIDs, opioids
- 4) Problem-Solving Treatment in Primary Care (PST-PC) 6 to 8 sessions

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### Stepped Care

- Systematic outcomes tracking**
  - Patient Health Questionnaire (PHQ-9)
  - Brief Pain Inventory
- Treatment adjustment as needed**
  - Based on clinical outcomes
  - According to evidence-based algorithm
  - In consultation with psychiatrist and PCP

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## Pain Medications

**Acetaminophen**  
**Non-steroidal anti-inflammatory drugs (NSAIDs)**  
 – Aspirin, NSAIDs  
**Antidepressants**  
**Opioids**  
**Adjuvant medications**  
 – Anticonvulsants  
 – Stimulants  
 – Antidepressants

## How to Use Pain Medications

Use / change one drug at a time  
 Careful with total daily dose  
 – Acetaminophen or ibuprofen may be taken OTC but also contained in many prescription drugs  
 Start low but go to target doses  
 Give adequate trial  
 Scheduled rather than PRN (“as needed”) dosing. Take medications before pain gets bad.  
 Manage side effects  
 Change treatment if no effect after 10 to 14 days at target dose  
 Combine medications and other treatments if only partial response

## Referral to Physical Therapy

Assess current activity level, gait, strength, fitness, preferences  
 Create individualized physical activity plans  
 – Preserve or restore range of motion / flexibility  
 – Increase aerobic conditioning  
 – Increase muscle strength / endurance  
 – Include physical activities into daily life  
 Be aware of physical deconditioning  
 – > gradual increase in frequency and intensity (pacing)  
 Pay attention to rewards and positive reinforcers  
 Address fears and concerns about physical activity  
**Osteoarthritis**  
 – Non weight-bearing exercise: walking, warm-water pool exercise

## Other Treatments to Consider

Relaxation / Meditation / Guided Imagery  
 Electrical counter-stimulation (TENS)  
 Acupuncture  
 Nerve blocks or infiltrations  
 Neurosurgical procedures  
 Orthopedic (e.g., hip, knee, or shoulder replacement)

## Clinical Outcomes

Variables	IMPACT-OP (N=13)		
	Baseline Mean(SD)	6 Month Mean(SD)	Standardized Effect Size
Depression Severity: HSCL-20 (0-4)	1.78 (0.66)	1.06 (0.59)	1.27
Depression Severity: PHQ-9 (0-27)	13.46 (5.09)	6.31 (5.39)	1.40
Depression Self Efficacy (0-10)	5.28 (2.16)	6.95 (2.13)	-0.77
Pain Intensity (0-10)	5.67 (1.69)	4.18 (1.98)	0.88
Total body areas with pain (0-10)	5.46 (1.98)	3.62 (2.40)	0.93
Pain Interference (0-10)	4.91 (1.75)	3.49 (2.14)	0.81
8 meter walk test (seconds)	12.07 (2.65)	10.34 (1.87)	0.66
Transfer test (seconds)	11.93 (4.66)	9.81 (3.02)	0.46

## Patient Comments

“I thought I was going to have to live with this for the rest of my life,” **“this program helped me get my life back on track,”** and “this program saved my life.”

CM described as “helpful” and “easy to talk to.” “It was so good to talk with someone who knows what you are struggling with,” “[The CM] knew what she was talking about.” “Pain is one thing but depression is a personal matter and [the CM] was easier to talk to than my doctor.” **“[The CM] took the time to listen to my problems,”** “had more time to talk about how to use the medicines than the doctors do,” and “stuck with me through several medications until we found one that worked for my pain.” “[The CM] helped me negotiate with my surgeon about my knee replacement.”

“[The CM] got very concrete and practical with me about what I should try between now and next time I saw her sort of like giving me homework and checking up on it the next time I would see her.” “It’s one thing to say ‘get some exercise’ and another thing to get specific about what to do, where, with whom, how often, and for how long.” **“[The CM] made me focus and keep on track.”** “More doctors should be aware of these small helpful things.”

### Clinical Outcomes - II

**Pain-related interference reduced in all areas examined including:**

- General activity
- Mood
- Walking ability
- Work
- Relationships with others
- Sleep
- Enjoyment in life

### IMPACT Value Proposition

**Improved care for depression can**

- **Lower depression**
  - Twice as effective as care as usual
- **Improve physical & social functioning**
- **Improve patient and provider satisfaction**
- **Improve cost-effectiveness of care**
- **Reduce overall health care costs long-term**
- **Improved total revenue under certain circumstances**
  - (e.g., under HCC coding in Medicare Advantage)

### Financing IMPACT Care

**No One Size Fits All...**

- Different Settings
- Different Payment Mechanisms
- Different Opportunities, Challenges, Questions

### IMPACT Program Costs

**Cost components**

- **Care manager time and salary**
  - 75 - 100 active cases for each FTE CM
- **Consulting psychiatrist time**
  - 0.1 FTE for each FTE CM
- **Program materials**
  - Educational video / brochure
- **+30% overhead**

**\$ 750 per participant for 12 months of care\***

\*(IMPACT costs adjusted to 2010 dollars)

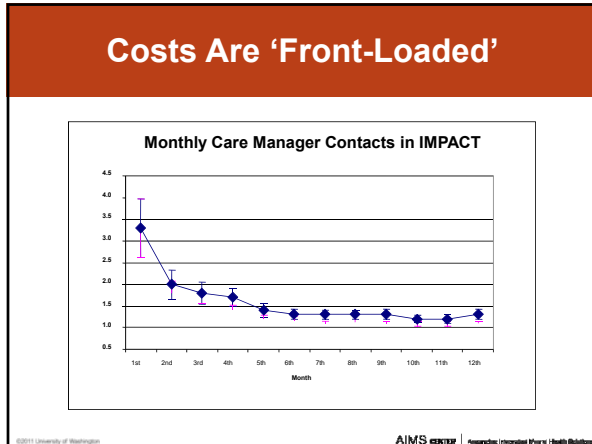
### IMPACT Costs Per Insured Beneficiary (PMPM)

% of patient population using depression care management	Approximate clinic population / FTE care manager	Cost per participant (12 months)	PMPM (cost per member per month)
3 %	5,000	\$ 750	\$ 1.88

### Program Staffing in Diverse Clinic Settings

Population (severity of mental health needs)	% of clinic population with need for mental health care management	Typical caseload size for 1 FTE Care Manager	# of unique primary care clinic patients to justify 1 FTE CM	Typical Personnel Requirement for 1,000 unique primary care patients	
				FTE Care Manager	FTE Psychiatrist**
<b>Low need</b> (e.g., insured, employed)	2%	100	5000	0.2	0.05 (2 hrs / week)
<b>Medium need</b> (e.g., medically ill, elderly, some comorbid chronic pain / substance abuse)	5%	75	1500	0.7	0.07 (3 hrs / week)
<b>High need</b> (e.g. safety-net population with high mental health, substance abuse, and social service needs)*	15%	50	333	3	0.3 (12 hrs / week)

\* Needs can be approximated by # and % of clinic population with ICD diagnoses of mental disorders and / or prescription of psychotropic medications.  
\*\* Usually, 0.1 FTE psychiatric consultant time is required for 1 FTE care manager. If clinics or populations covered are small, a minimum of 2 hours / week is needed.



### http://impact-uw.org

**IMPACT** Advancing Integrated Mental Health Solutions

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**Billing and Reimbursement**

**Cost of IMPACT**

In the implementation phase, the cost of providing IMPACT services to a practice is significantly higher than the cost of providing care in a traditional primary care setting. The cost of providing IMPACT services is broken down into three main categories:

1. Staffing (care manager and care coordinator)
2. Training (initial and ongoing)
3. Support (technology, space, and other resources)

**Billing & Reimbursement**

IMPACT services are billed to the primary care provider (PCP) and are reimbursed through the PCP's existing billing system. The reimbursement rate is based on the PCP's contracted rate with the payer.

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## Integrated Mental Health Roadmap

**Home** | Work Groups | Summit | Background | News

*A select group of national thought leaders participated in a summit meeting to bill off development of a roadmap for patient-centered integrated mental health solutions in the area of health care reform.*

**SUMMIT MEETING**

The two day Summit held on May 2-3, 2011 began development of a roadmap for ensuring all Americans have access to patient centered, evidence-based integrated mental health care in the context of a patient centered medical home (PCMH). Summit participants included policy makers, leaders, national experts, leaders of health plans and health care organizations, and researchers. Meeting participants:

- Examined the state of the art of Patient Centered Medical Homes and Integrated Mental Health programs
- Reviewed examples of transformational change, taking evidence-based programs from research to clinical practice
- Discussed opportunities to advance integrated care programs in the context of Health Care Reform and the Medical Home

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## Thank you!

UW AMS Center:  
Diane Powers, Manager  
[powersd@uw.edu](mailto:powersd@uw.edu)

IMPACT Implementation Center:  
Kitty Christensen, Manager  
[kchriste@uw.edu](mailto:kchriste@uw.edu)

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