



# Essential Strategies to Engage Emerging Payment Models & Accountable Care

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- **Healthcare Reform/Transformation**

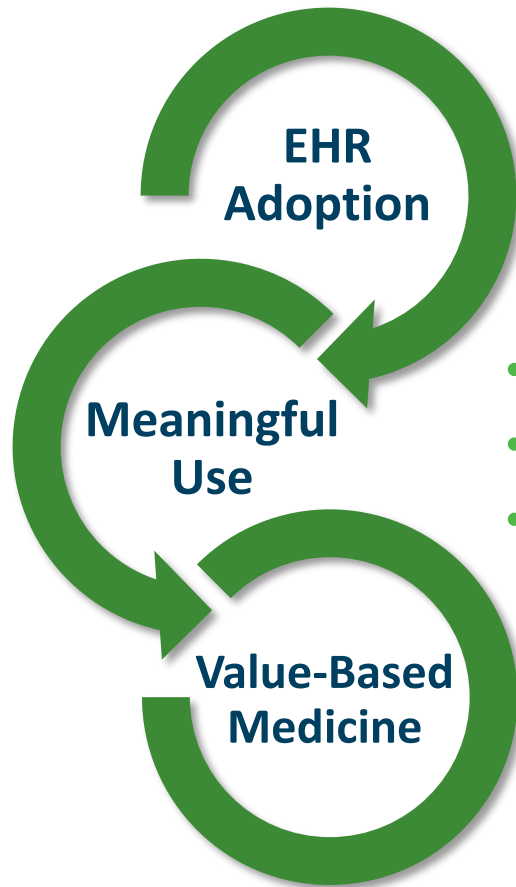
- MedPAC recommendations to realign fee schedules to support primary care, ACOs, bundled payments, capitated models & shared savings programs
- One year SGR patch, replaced the bipartisan SGR Repeal Act
  - Provides a 0.5% Medicare pay increase; averted 24% cut
  - ICD-10 delayed
- Stark exemption extended through 2021; labs no longer donors
- As of February, 458,000+ care providers have registered for Meaningful Use & received over \$21B in incentives
  - Attest by 2015 to avoid payment adjustments ~ <http://tinyurl.com/lc8oj75>

- **Care Delivery Evolutions**

- Reduction in readmission rates
- Pushing care to ambulatory & home care settings
- Team-based care
- Community-wide patient record



# The Evolution



- Over 45% of providers have comprehensive EHRs
- Training and usability are key
- Established data liquidity
  
- 355,000+ providers have achieved incentives
- If you don't qualify, use criteria as a "playbook"
- MU Stage 2 = PCMH/ACO foundation
  
- Quality reporting
- Outcomes-based payments
- ACO/APM/VBM

*These are essential building blocks for a sustainable healthcare system*



# Navigating Value-based Models

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- **Protect your investment**
- **Continue conversion plan**
  - Education & training
- **Watch CMS signals**
- **Reassess health IT platform**
- **Keep focus on long-term success**
- **Continue to expand clinical documentation**
  - Documenting toward quality reporting is a foundation for value-based medicine



- **Healthcare community benefits:**
  - Population health management
  - Enriched evidence-based data
  - Internal analytics affecting outcomes
- **Examine where clinical documentation takes place:**
  - Billing & claims
  - CQMs & reporting
  - Workflow
    - Referrals, authorizations, orders, lab reports, etc.



# Engage Established Incentive Models

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- **Meaningful Use Stage 2**
  - Elements of Stage 2 such as care coordination and patient engagement are foundations for value-based medicine
    - Evidenced through specific core & menu items such as VDT, ToC
- **PCMH**
  - Specialty Medicine Program: Patient-centered Specialty Practice (PCSP) expands PCMH from primary care
  - Greenway offers 20.5 NCQA prevalidated auto credits
- **ACO**
  - Joins siloed entities: Payers, provider groups, hospitals
  - 606 ACOs serving 25M Americans
  - Composition of the care delivery model is shifting
    - For example, ACOs with hospice have increased from 19% in 2012 to 42% in 2013



# Alternative Payment Models

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- **Bundled Payments for Care Improvement (BPCI) initiative**
  - Links payments for multiple services beneficiaries receive during an episode of care
- **Medicare Care Choices Model**
  - Benefits hospice care providers
- **Pay for Value Programs**
  - Humana Star Rewards Program ~ <http://tinyurl.com/mfjryua>
  - Humana Model Practice Program ~ <http://tinyurl.com/mfjryua>
  - WellPoint Value Program ~ <http://tinyurl.com/6uwl6kb>
- **Seek additional state-based programs**
- **ROI Calculator:** <http://www.chcsroi.org/>





# Consumerism in Healthcare

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- **Consumers are absorbing more healthcare costs**
  - Families strive to stabilize their healthcare costs
  - Demand for innovative patient education & engagement tools
  - Patients are “shopping” for care by price
- **Personal experience with a high-deductible health plan**
  - HDHPs command when, where & how my family seeks care
  - Required charge estimates before scheduling appointment
  - “Managed” X-rays & MRIs to avoid unnecessary diagnostic tests
- **Retail clinics as alternatives for consumers**
  - Many patients visit Walgreens & other clinics for convenience
  - Offering lower cost & quick visits for simple treatments
  - Consider how this impacts your patient visit volume



# Accountable Care Strategies & Readiness

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## If you are approached by an ACO...

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- **What are the financial & strategic incentives to join?**
  - Access to more patients? What is the patient pool?
  - How many care providers in your specialty are expected?
  - Is it a network of “high-performers”?
  - How do they deal with “high-utilizers”?
  - Access to standards-based interoperability with other care providers?
  - What data requirements will be asked of you?
  - Are agreements binding or non-binding?
  - Will my patients need to “opt-in” or “opt-out” of an HIE?



- **Ask yourself the following questions:**
  - What is my organization’s 3- to 5-year operating or growth plan?
  - Do I practice within an “ACO-Ready” community?
  - Can I create an internal & external ecosystem that is ACO-Ready?
  - What ACO-type plans are offered in your community?
  - What are my capabilities around data exchange?



- **Assess relationships in your community with peers, associations, payers, employers & health systems**
  - Evaluate current & potential future opportunities
- **Benchmark yourself against regional & national peers**
  - Research the average cost for primary episodes of care
  - Understand how you rate in outcomes, costs, etc..
- **Ensure you create a network with the best providers possible:**
  - Providers will be accountable for the level of care their peers provide
  - Ultimately, you will care who is in your “network”
- **Evaluate interoperability to effectively share patient data**
  - Data exchange with providers, devices, registries, etc...



# Payment Model Resources

## Patient-centered Medical Homes



UnitedHealthcare (<http://tinyurl.com/ns8rokq>)

WellPoint (<http://tinyurl.com/njslcrq>)

NCQA Recognition (<http://tinyurl.com/pzhx9f4>)

## Accountable Care Organizations



CMS: Medicare Shared Savings Program (MSSP) (<http://tinyurl.com/bhcye6m>)

Aetna Accountable Care Solutions (<http://tiny.cc/xytg5>)

Cigna Collaborative Care (<http://tinyurl.com/84j9eca>)

## Alternative Payment Models



Humana Medicare Rewards Programs (<http://tinyurl.com/mfjryua>)

Medicare Care Choices Model (<http://tinyurl.com/k3dpxpv>)

BPCI initiative (<http://tinyurl.com/k94wo7c>)



## Greenway's Government Affairs Updates



Accountable Care Strategies (<http://tiny.cc/m2nsfw>)

EHR MU Navigation (<http://bit.ly/w2ZcbH>)

Gov't Affairs (<http://bit.ly/y5XAru>)

## The Centers for Medicare & Medicaid Services (CMS)



CMS Innovation Center (<http://www.innovations.cms.gov/>)

CMS Educational Events Page (<http://tiny.cc/aszkn>)

CMS Innovative Maps & Models (<http://innovation.cms.gov/index.html>)

## U.S. Department of Health & Human Services (HHS)



HHS Breach Notification Rule (<http://tiny.cc/xytg5>)

HHS Privacy Rule ([www.hhs.gov/healthprivacy/](http://www.hhs.gov/healthprivacy/))

HHS FAQ (<http://answers.hhs.gov/>)



# Questions or Comments?



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**Thank you**

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