Understanding New Payment Models In A World Of Value Based Care

Co-Moderators:
Chester Speed, JD, LLM
Scott Hines, MD
Welcome

- Why…
- Secretary Burwell – HHS/APM Goals
- Congress – MACRA
  - Clear: Provider Risk is Federal Policy
  - Also Clear…Reality
- Pre-Conference Session
About Crystal Run Healthcare

- Physician owned MSG in NY State, founded 1996
- >375 providers, >30 locations
- ASC, Urgent Care, Diagnostic Imaging, Sleep Center, High Complexity Lab, Pathology
- Early adopter EHR (NextGen®) 1999
- Accredited by Joint Commission since 2006 (1st in NY State)
- Level 3 NCQA PCMH since 2009
- NCQA accredited ACO since 2012
Why Risk?

• First and foremost: It’s what is best for patients

• If that’s not a good enough reason: It’s the best way to insure financial viability moving forward.
Get To The Premium Line
Evolution to Risk
Evolution to Risk
Evolution to Risk

Joint Commission

Care Manager Program

EHR
Evolution to Risk
Evolution to Risk

- ACO
- PCMH
- Joint Commission
- Care Manager Program
- EHR
Evolution to Risk

1. EHR
2. Care Manager Program
3. PCMH
4. ACO
5. Health Plan

AMGA 2016 Annual Conference
## Percentages of Attributed Patients

<table>
<thead>
<tr>
<th>Payment Type</th>
<th>Percentage of Attributed Patients</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fee For Service</td>
<td>44.5%</td>
</tr>
<tr>
<td>Commercial Shared Savings</td>
<td>35%</td>
</tr>
<tr>
<td>Medicare Shared Savings</td>
<td>16%</td>
</tr>
<tr>
<td>Crystal Run Health Plan</td>
<td>4.5%</td>
</tr>
</tbody>
</table>
AMGA Risk Survey

Length of time before we can accept downside risk?

- **All Respondents**
  - 6+ yrs.: 17%
  - 3 - 5 yrs.: 41%
  - 1 - 2 yrs.: 24%
  - < 1 year: 18%

- **MSMG**
  - 6+ yrs.: 24%
  - 3 - 5 yrs.: 41%
  - 1 - 2 yrs.: 17%
  - < 1 year: 47%

- **MSMG w/ Plan**
  - 6+ yrs.: 20%
  - 3 - 5 yrs.: 50%
  - 1 - 2 yrs.: 33%
  - < 1 year: 12%

- **IDS**
  - 6+ yrs.: 16%
  - 3 - 5 yrs.: 56%
  - 1 - 2 yrs.: 23%
  - < 1 year: 13%

- **DS w/ Plan**
  - 6+ yrs.: 6%
  - 3 - 5 yrs.: 50%
  - 1 - 2 yrs.: 21%
  - < 1 year: 33%

- **3 - 50**
  - 6+ yrs.: 17%
  - 3 - 5 yrs.: 28%
  - 1 - 2 yrs.: 13%
  - < 1 year: 14%

- **51 - 150**
  - 6+ yrs.: 10%
  - 3 - 5 yrs.: 20%
  - 1 - 2 yrs.: 20%
  - < 1 year: 20%

- **151 - 500**
  - 6+ yrs.: 10%
  - 3 - 5 yrs.: 20%
  - 1 - 2 yrs.: 20%
  - < 1 year: 20%

- **501 - 1,000**
  - 6+ yrs.: 10%
  - 3 - 5 yrs.: 20%
  - 1 - 2 yrs.: 20%
  - < 1 year: 20%

- **1,000+**
  - 6+ yrs.: 10%
  - 3 - 5 yrs.: 20%
  - 1 - 2 yrs.: 20%
  - < 1 year: 20%

- **West**
  - 6+ yrs.: 23%
  - 3 - 5 yrs.: 35%
  - 1 - 2 yrs.: 27%
  - < 1 year: 15%

- **Midwest**
  - 6+ yrs.: 16%
  - 3 - 5 yrs.: 26%
  - 1 - 2 yrs.: 32%
  - < 1 year: 14%

- **South**
  - 6+ yrs.: 11%
  - 3 - 5 yrs.: 51%
  - 1 - 2 yrs.: 23%
  - < 1 year: 14%

- **Northwest**
  - 6+ yrs.: 20%
  - 3 - 5 yrs.: 47%
  - 1 - 2 yrs.: 20%
  - < 1 year: 13%

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AMGA Risk Survey

Impediments and needs to take on risk - Commercial

[Bar chart showing impediments to operating under commercial risk-based arrangements]

[Bar chart showing group needs from commercial insurers to be successful in risk-based contracts]
AMGA Risk Survey

Impediments and needs to take on risk - Federal

<table>
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<td>Ineffective distribution methodology</td>
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Alternative Payment Models

- MIPS
- ACO
- Bundled Payments
- Partial & Full Capitation
- Medicare Advantage
Panelists - MIPS

• Dr. Robert Nesse
  – Professor of Family Medicine
  – Senior Director of Health Care Policy and Payment Reform
  – Mayo Medical School
Panelists - ACOs

• Aric Sharp
  – Vice President, Accountable Care
  – Unity Point Health Partners
Panelists – Bundled Payments

- **Sue Anderson**
  - Executive VP
  - Chief Financial Officer
  - Chief Information Officer
  - Virginia Mason Medical Center
Panelists – Partial & Full Capitation

• Beth Horan
  – Chief Contracting Officer
  – Atrius Health
Panelists – Medicare Advantage

• Dr. Don Rebhun
  – National Medical Director
  – DaVita/Healthcare Partners
Enough About Us…What About You?

• **Poll Question:** In 2016, how many of you are already participating in/contracting with the following value-based payment models:
  – ACOs
  – Bundled payments
  – Partial Capitation
  – Full Capitation
  – Medicare Advantage

• We will repeat this poll later today!
There’s An App For That!!!
There’s An App For That!!!
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Logistics

• Please set phones to stun
• Please hold questions until panel discussion
• Please fill out the evaluation forms
• Enjoy yourself!!!