

# Bundled Payments –Experience and Learnings

## Geisinger Experience

- 9+ year successful history with bundles and creating models focused on standardized, replicable approach to care delivery
- CMS BPCI Model 2 convener for 24 hospitals
  - Monthly CMS feeds grouped and analyzed
  - Opportunity identification and longitudinal performance tracking
  - CABG, COPD, HF, JOINTS, and PCI – expanded analytics for 48 episode types
- Referral pattern diagnostics and steerage opportunity analyses
- Avoidable complications and benchmarking
- Commercial: Health Plan and Delivery System
  - Episode definitions + underwriting and retrospective settlement methodologies
  - Volume, Risk Premium, Warranty

## Key Learnings

- Employ strategies that work in both FFS and value-based world
- Analytics drive care redesign and help figure out how to make **doable** change
- It is not a zero-sum game, there will be 'losers' in the equation
- Need to find ways to work better with partners (e.g., data sharing)
- To better leverage data, cut out some of the noise (e.g., policy noise)
- Best opportunities to engage clinicians and partners around quality and cost exist in the 90 day episode.
- Surgical bundles are easier, medical bundles more complex.