



SPS BPCI CONVENER

June 2015

“Skate to where the puck is going, not to where it is.”

WAYNE GRETZKY

- **Stryker Corporation, a global medical device company known for its orthopedic implants, formed Stryker Performance Solutions (SPS) in 2010 to drive high value orthopedic care delivery.**
- **SPS partners with physicians and hospitals to improve quality outcomes, patient satisfaction and profitability.**
- **Key programs include:**
  - Marshal Steele Destination Centers of Superior Performance in Total Joints, Spine and Fracture
  - Hospital Reported Outcomes and Patient Reported Outcomes dashboards
  - Surgical Service Optimization
  - Physician Services
  - Physician Alignment Strategies (Clinically Integrated Organizations, Co-Management, Gainsharing, Joint Ventures, etc.)
  - Payment Reform Strategies (Bundled Payments, ACOs, etc.)

**SPS began by offering consulting services at the inception of bundled payments:**

- **Assisted clients in applying to the ACE program**
- **Assisted client in applying for and operating under BPCI**

**To expand its partnership with clients, SPS has gone at full-risk for its BPCI program management fees**

**To further expand this partnership, SPS has become a BPCI convener for individual hospitals, health systems and physician groups effective July 1, 2015.**

**100% Downside risk for Total Joints Episode of Care  
Turn-key Program Implementation and Management  
BPCI Education**

## **Data Analytics**

- DRG Drill Down Analysis
- Target Price Analysis
- Monthly and Quarterly Reporting and Analysis
- Reconciliation Analysis

**Care Redesign (Internal and External) to Drive Savings – Marshall Steele  
Destination Center of Superior Performance**

**Compliance Support**

**CMS Liaison**

# SPS - Market-Leading Subject Matter Experts, Tools & Experience



Performance Solutions

## Bundled Payment Education and



## Claims Data Analysis



## Service Line Identification & Opportunity Assessment



## Program Implementation (including Gainsharing Structuring)



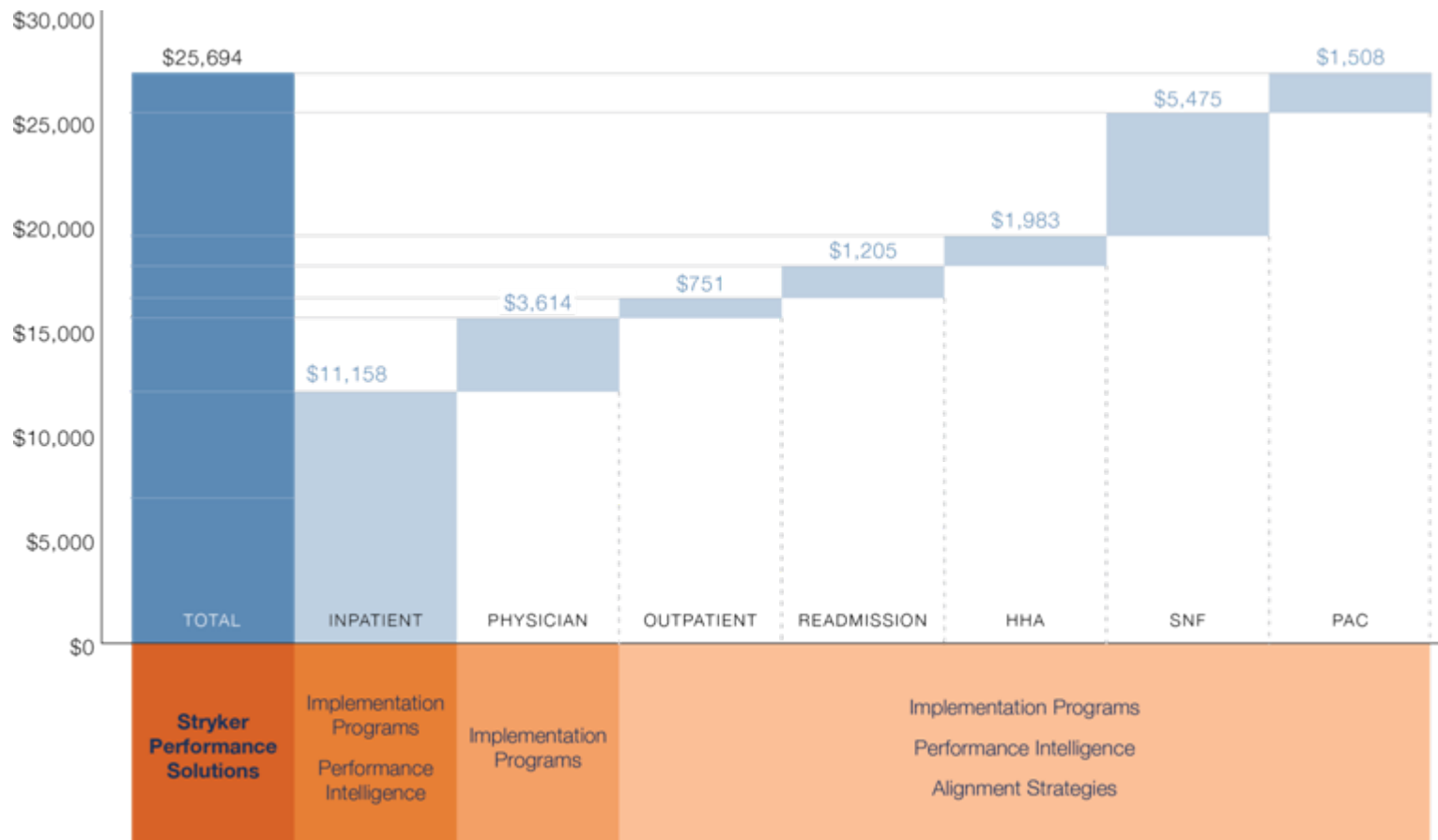
- Application Development and Submission
- Physician Alignment
- Gainsharing Support
- Care Redesign
- Contract Negotiation
- Program Tracking and Support
- And More...

# CHARTING YOUR COURSE FOR SUCCESS



## Performance Solutions

Stryker Performance Solutions partners with you to help identify, measure and optimize your service objectives by improving quality and reducing cost across the entire episode of care.



**Stryker's position as a medical device manufacturer and a risk-bearing BPCI convener is unique and creates a true partnership between Stryker and its convener participants.**

**With Stryker's comprehensive expertise in orthopedics, we believe we are optimally positioned to drive effective, efficient, excellent care delivery with our provider partners.**



**stryker**<sup>®</sup>

Your Bundled Payment Partner