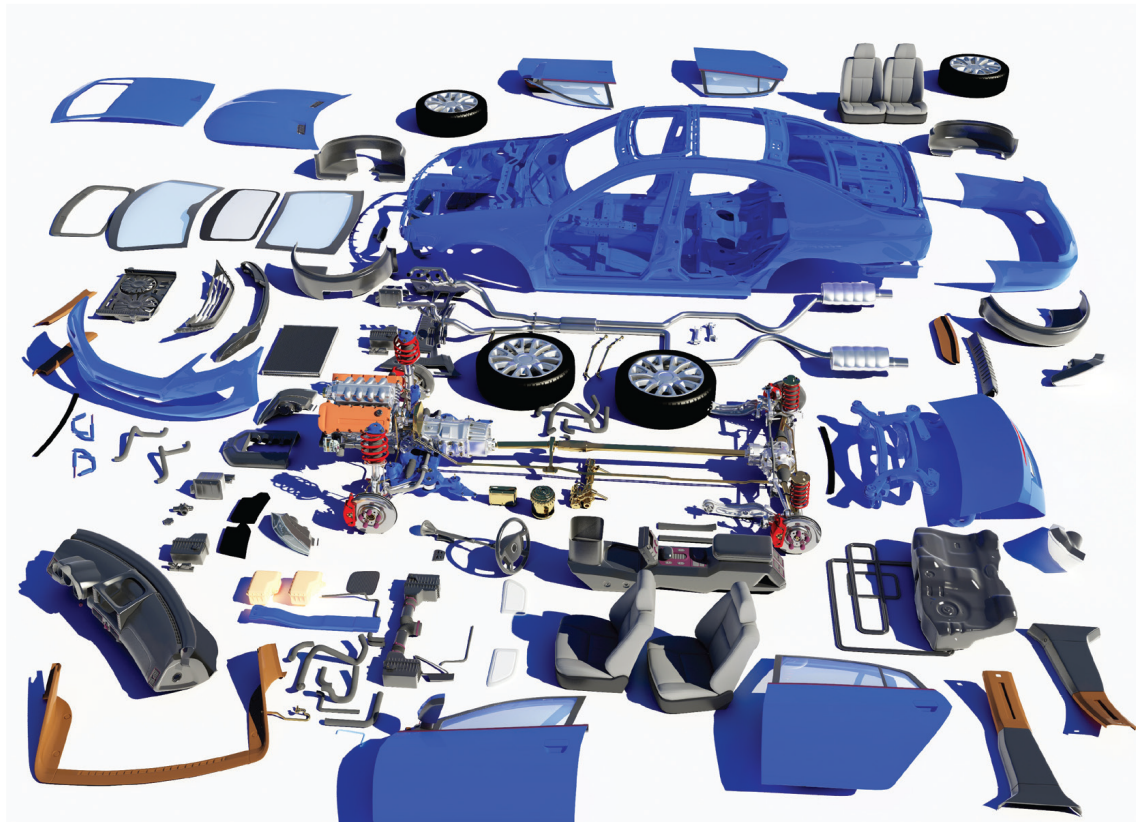




# A NEW CALL TO ACTION: SELF-INTEREST FOR THE COLLECTIVE INTEREST

BUNDLED PAYMENT SUMMIT  
WASHINGTON DC  
JUNE 28, 2017

# WE'RE CHANGING HOW CONSUMERS UNDERSTAND HEALTH CARE



# THE UPSHOT: A FUNCTIONAL MARKET



**Mary Washington**  
Age 45  
Charleston, SC  
Spending Allowance for  
Annual Diabetes Care:  
\$8,000

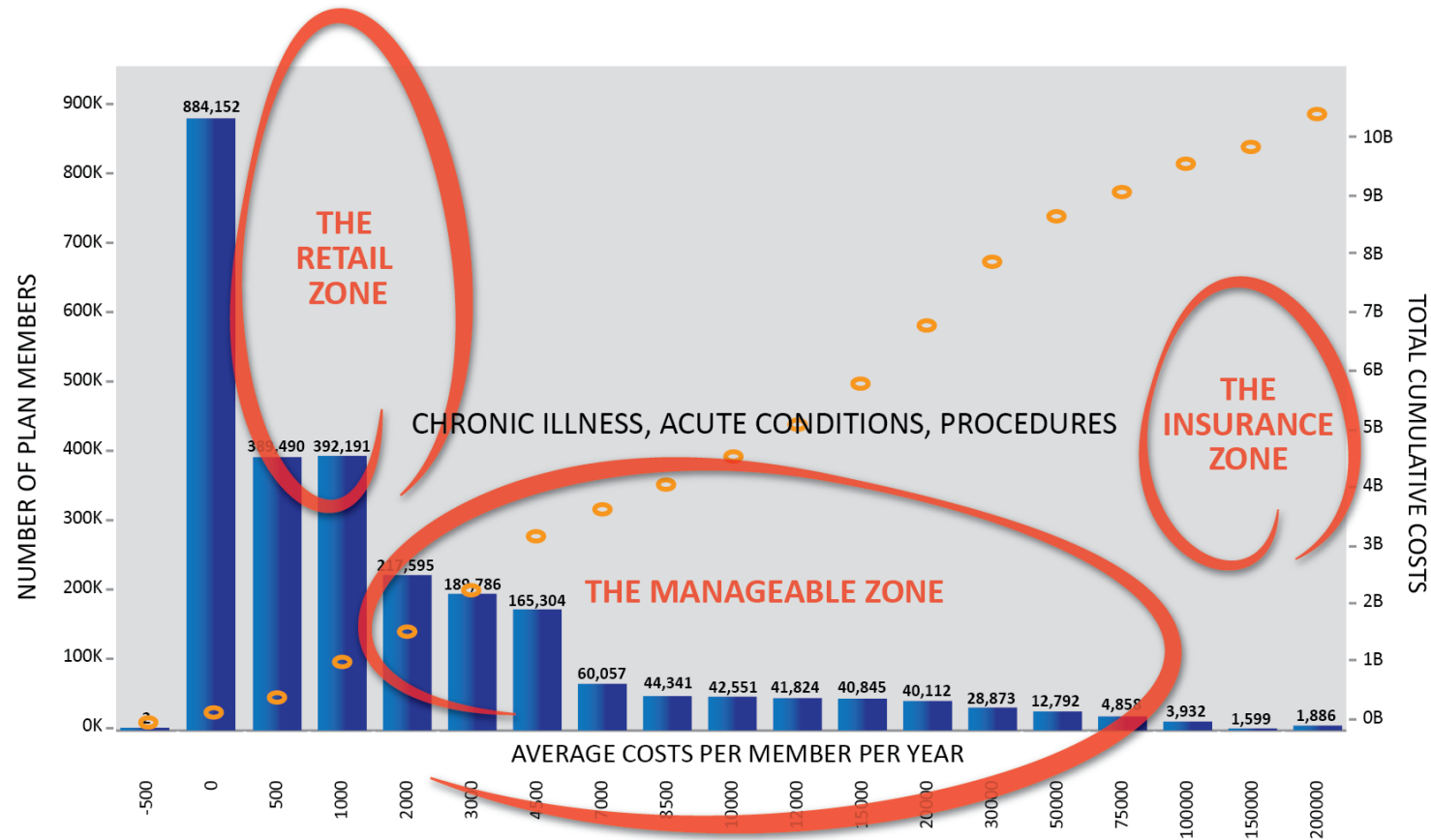
Physicians for Mary Washington's 2017 Diabetes Care		
<b>Provider A</b> <b>Dr. James Younger</b> Fixed Bundled Fee: \$7,000 Member Will Bank: \$1,000 Quality Rating: A <i>More Information</i>	<b>Provider B</b> <b>Dr. Poornima Kothari</b> Fixed Bundled Fee: \$8,000 Out-of-Pocket Expense: \$0 Quality Rating: B+ <i>More Information</i>	<b>Provider C</b> <b>Dr. Kevin Carson</b> Fixed Bundled Fee: \$9,000 Out-of-Pocket Expense: \$1,000 Quality Rating: B <i>More Information</i>
<b>Provider D</b> <b>Dr. Matthew Rison</b> No Bundled Fee: \$5,000-\$12,000 Member Could Pay Up To: \$4,000 Quality Rating: B <i>More Information</i>	<b>Provider E</b> <b>Dr. Moses Okudzeto</b> No Bundled Fee: \$5,000-\$12,000 Member Could Pay Up To: \$4,000 Quality Rating: A <i>More Information</i>	

# WHAT WE SEEM TO BE ARGUING ABOUT



- ▲ Prospective budget with retrospective reconciliation vs. prospectively paid bundle with retrospective reconciliation
- ▲ Hospital-initiated episode of care vs. site-neutral episode of care
- ▲ Episode of care payment vs. total cost of care

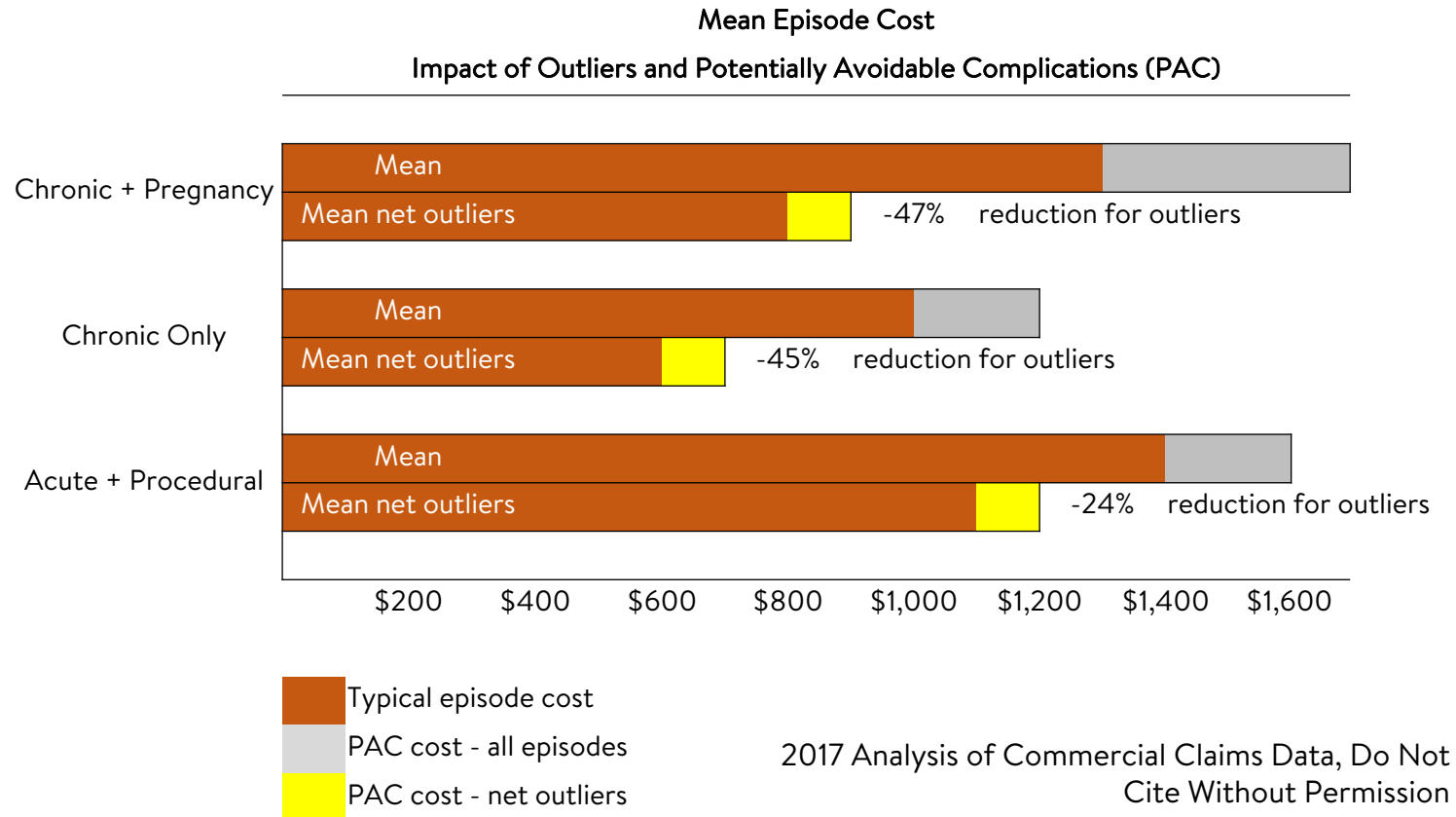
# THE MARKET REQUIRES A BLEND OF PAYMENT MODELS



# AND THE YIELD CAN BE SUBSTANTIAL



PROMETHEUS  
ANALYTICS



A woman with curly hair and glasses, wearing a white shirt, stands in a modern office environment, gesturing with her hands as if presenting. She is facing a person whose back is to the camera, who is seated at a desk. The office has large windows and contemporary furniture.

# A CALL TO ACTION

- ▲ Nobody's right if everyone is wrong
- ▲ No one knows what works best, because there's no single solution. We only know what works (and doesn't) in certain circumstances
- ▲ Push for faster, more nimble implementations, not mandates
- ▲ Remember that all Pyrrhic victories leave you only with a taste of ash

