

Making the Business Case for Value-Based Care:

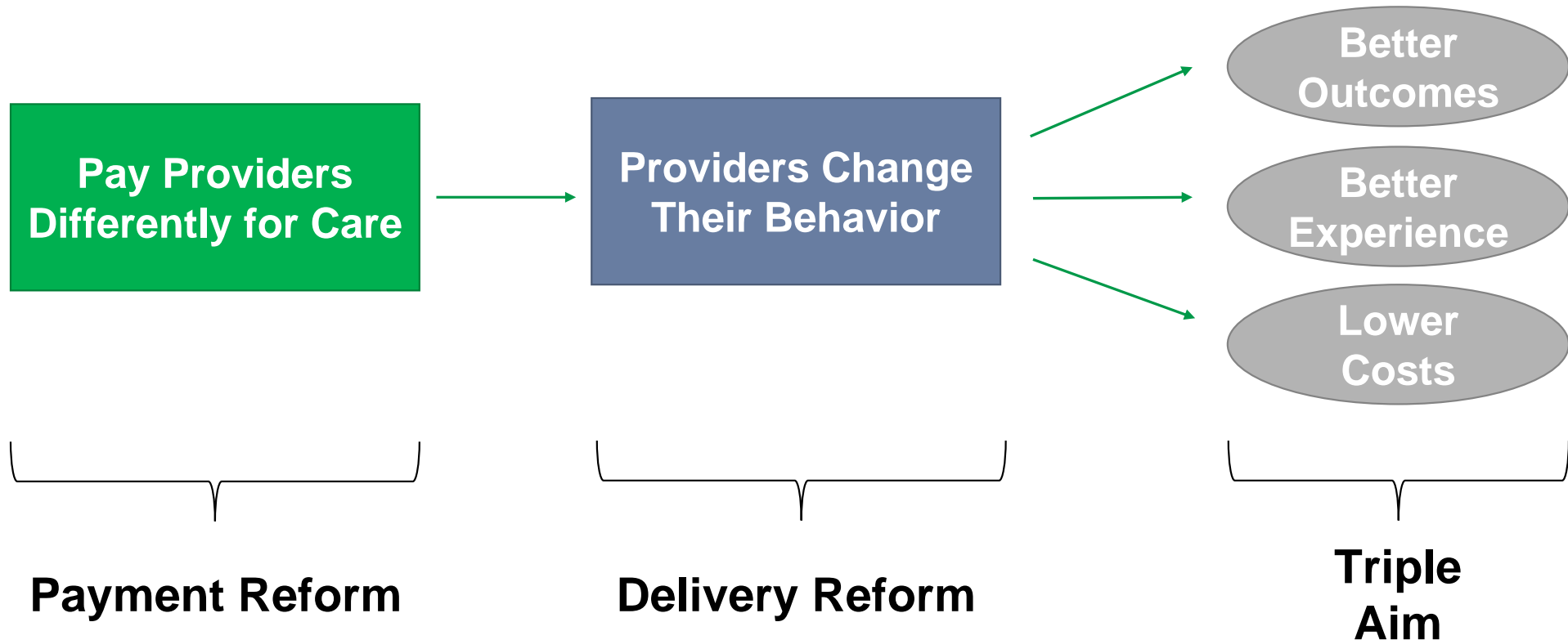
REAL-WORLD PROVIDER CASE STUDIES SHOW EVIDENCE THAT FOCUSING ON VALUE IS A BETTER BUSINESS MODEL THAN MAXIMIZING VOLUME

June 6, 2018

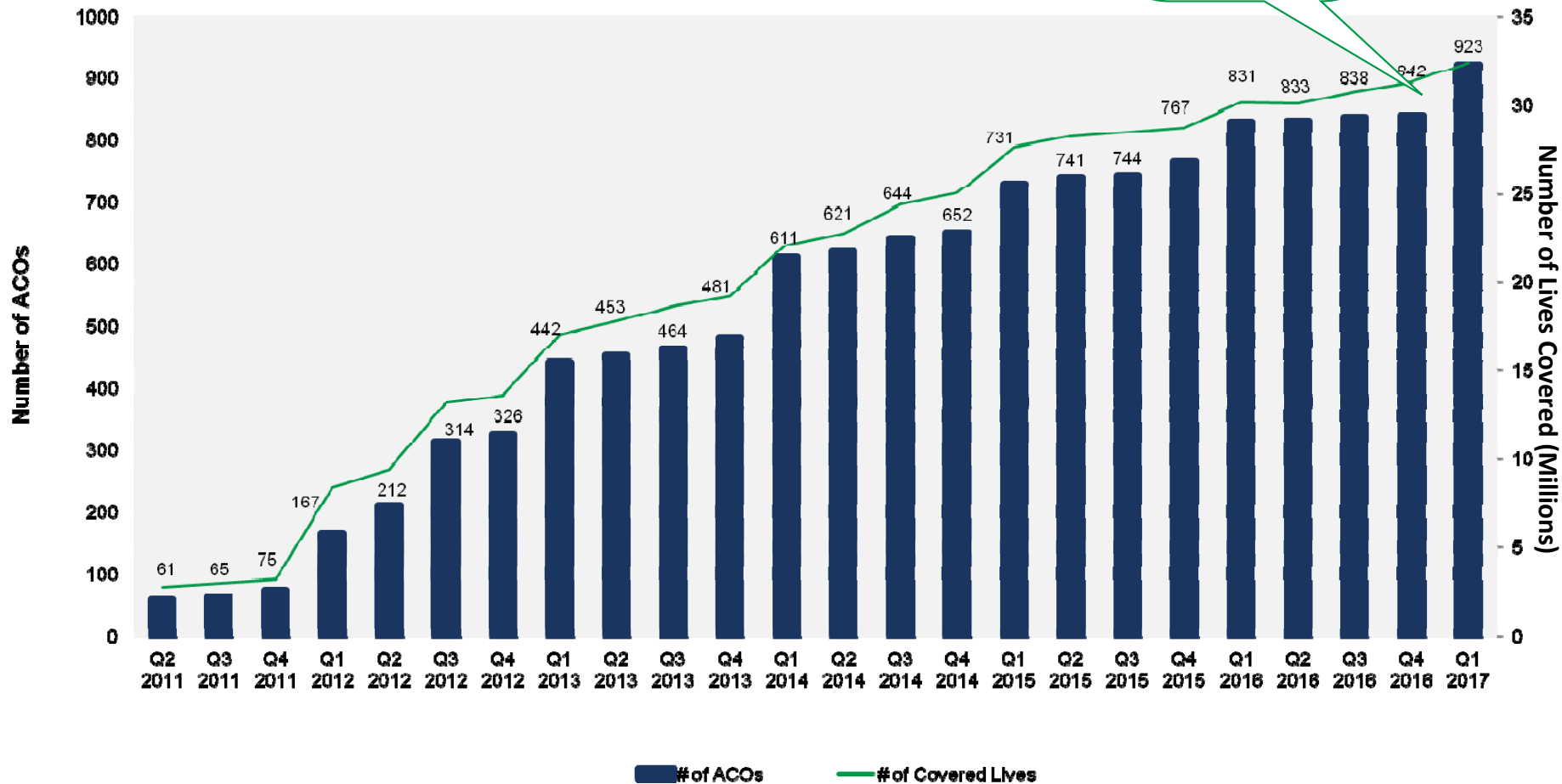


LEAVITT
PARTNERS

The *Theory* of Health Care Reform

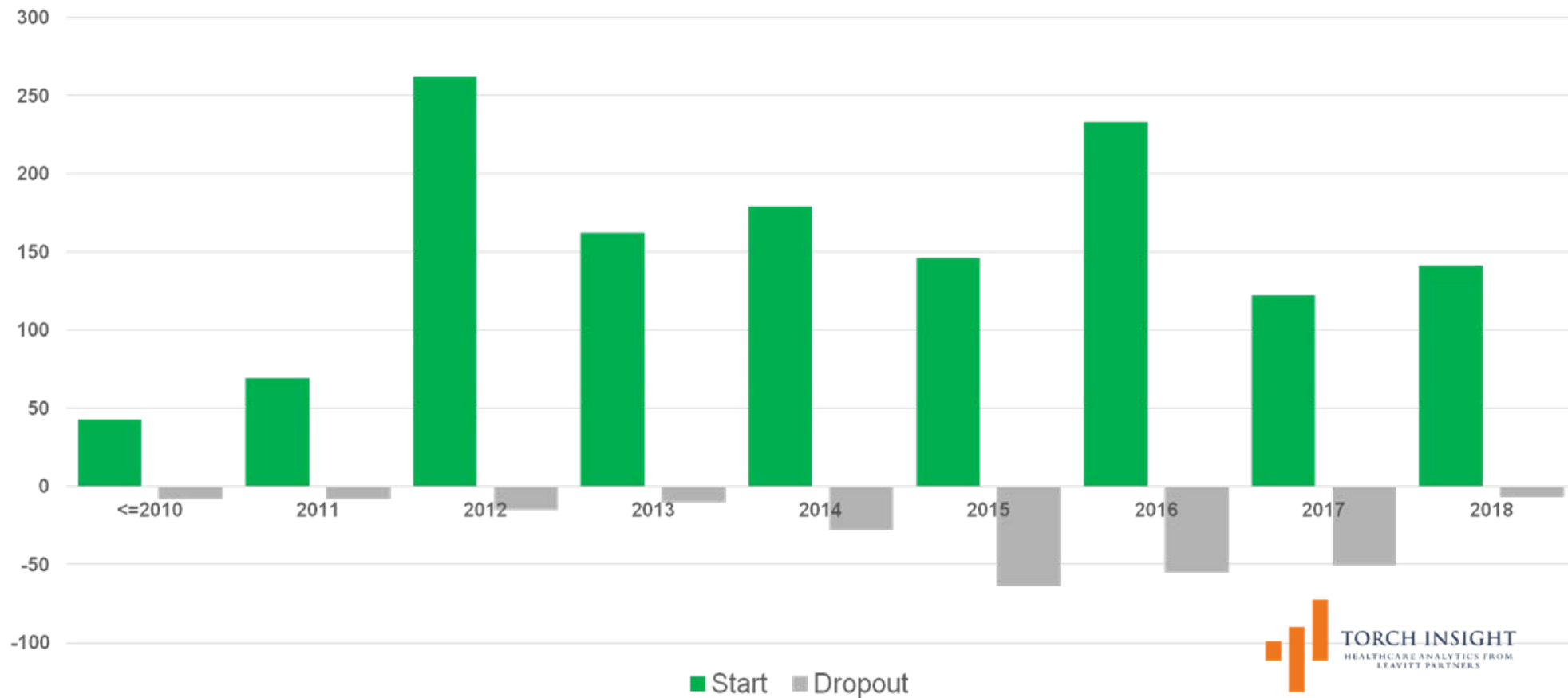


ACO Growth

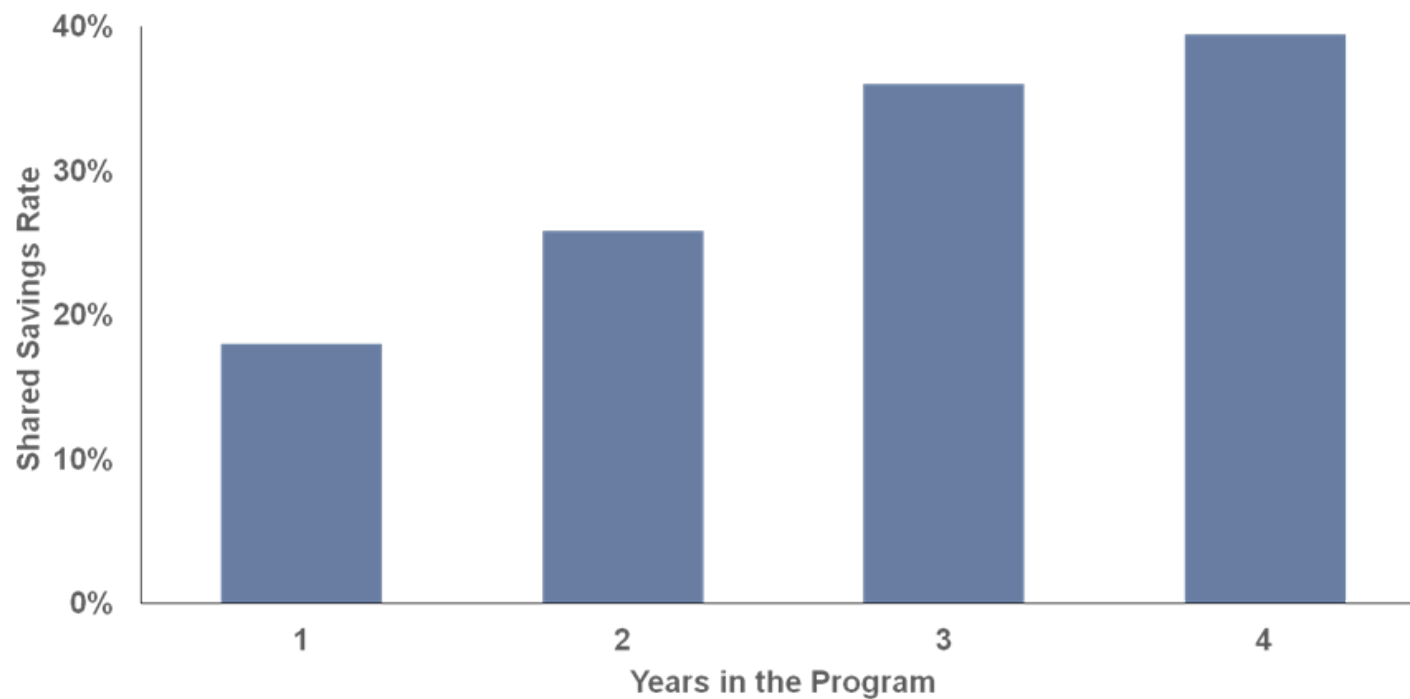


ACO Growth

ACO Starts and Dropouts Over Time

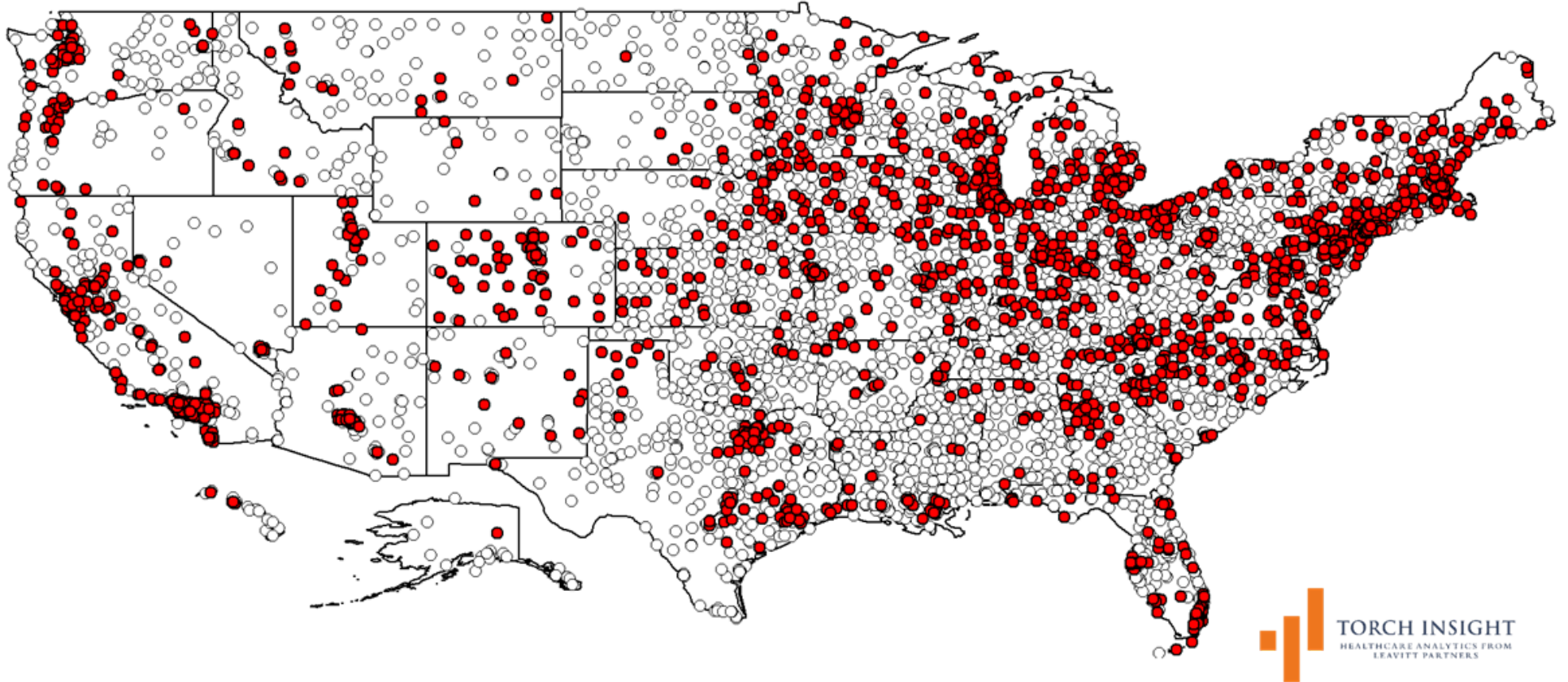


MSSP 2016 ACO Results by Experience

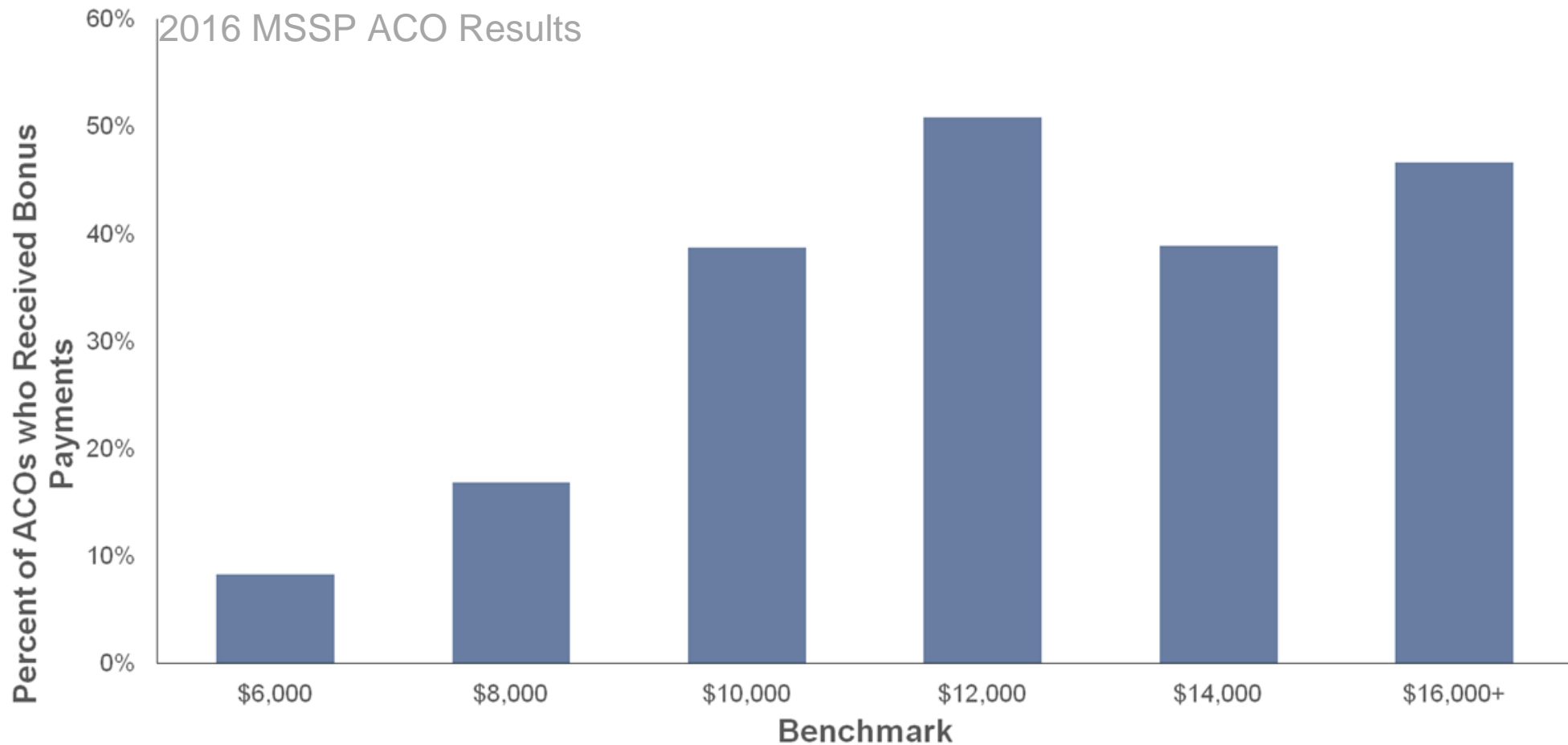


HOSPITALS IN ACOS OVER TIME

2017

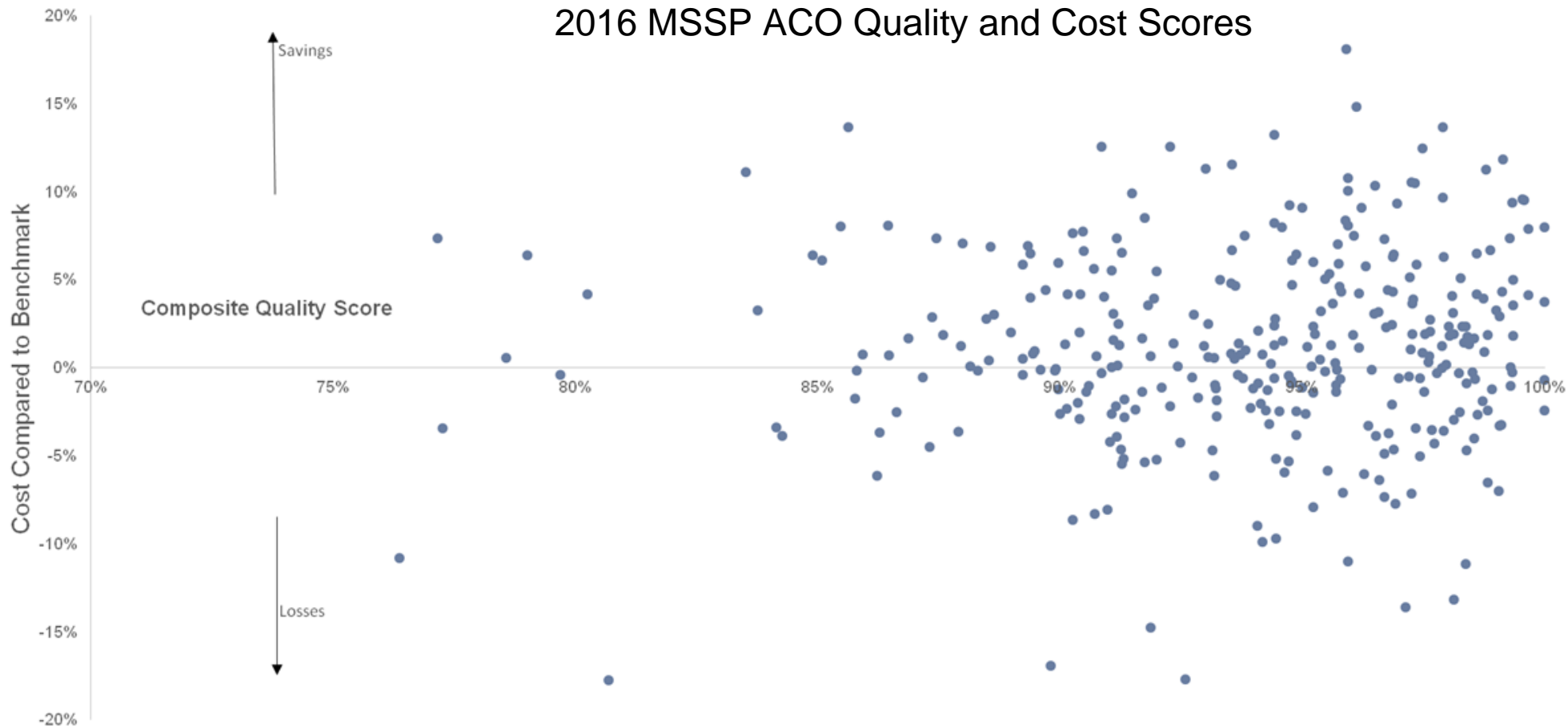


Results by Benchmark



Quality and Savings

2016 MSSP ACO Quality and Cost Scores



Medicare ACO Program Results 2016

Program	# Participants	# Participants Who Earned Savings	# Participants Who Owed Losses	Total Aligned Beneficiaries	Total Benchmark Expenditures	Cost per Beneficiary
MSSP	432	134	4	7,884,058	\$81,376,645,025	\$10,322
Pioneer	8	6	0	269,528	\$3,381,183,973	\$12,545
Program	Total Benchmark Expenditures Minus Total Expenditures	Gross Savings %	Earned Shared Savings Payments/Owed Losses	Net Savings (Losses)	Net Program Savings %	Net Savings per Beneficiary (Losses)
MSSP	\$651,943,651	0.80%	\$691,275,105	\$(39,331,454)	-0.05%	\$(5)
Pioneer	\$68,032,685	2.01%	\$37,128,920	\$30,903,765	0.91%	\$115
Next Gen	\$48,299,724	0.94%	\$37,973,093	\$10,326,632	0.20%	\$22*
CEC	\$75,120,837	5.31%	\$51,151,304	\$23,969,533	3.61%	\$1,490
Total	\$843,396,897	0.92%	\$817,528,422	\$25,868,476	0.03%	\$3

*Incorporating discounts, savings per beneficiary was ~\$134

Why Haven't Value-Based Payment Models

1. Payment models need to be improved
2. Not enough time in the program
3. No clear business case

Aggregating Knowledge: Accountable Care Learning Collaborative

Industry Collaboration



Case Study Briefs



www.accountablecareLC.org/CSB

Participants

Panelists

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Moderator

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