



# What Commercial Plans Should Know and Do

*Wednesday, June 6, 2018*

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## Where we've been

“Leave no provider behind”

Value-based payment that does not require patient engagement

Rely on primary care to produce savings

Assume that we keep underlying structures (FFS, social factors)

Ask providers to continue to create savings year after year

# Guiding Principles Moving Forward

“Leave no provider behind”

Value-based payment that does not require patient engagement

Rely on primary care to produce savings

Assume that we keep underlying structures (FFS, social factors)

Ask providers to continue to create savings year after year

**Challenge each assumption above**

# Guiding Principles Moving Forward

Differentiate  
between providers

Engage patients

Bring specialists,  
facilities and ancillary  
providers into VBP  
more deeply

Tackle underlying  
structural challenges

Build a sustainable  
business case for  
high-performing  
providers

# Questions and Discussion

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