

# The Third National ACO Congress

## Actuarial Perspectives on ACOs: Client Case Studies

Presented by

Kimberley Hiemenz, FSA, MAAA  
Consulting Actuary

October 30, 2012



# Approach

- Range of initiatives but common goal
- High-level background
- Focus on defining items
  - “Top 6”
  - Can be broadly applied

# Top 6 Defining Items

## Case 1

- Be a Skeptic
- Population Size Matters
- Starting Line is Key

## Case 2

- Devil is in the Details
- Benefit of Foresight

## Case 3

- Know Your Population

# High-level Background: Case 1

- Large hospital system in Midwest
- 2 health systems town
- Biggest payer is its own employee health plan
  - Also biggest opportunity
- Strategy engagement

# Be A Skeptic

## Case 1

- **Be a Skeptic**
- Population Size Matters
- Starting Line is Key

## Case 2

- Devil is in the Details
- Benefit of Foresight

## Case 3

- Know Your Population

# Population Size Matters

## Case 1

- Be a Skeptic
- **Population Size Matters**
- Starting Line is Key

## Case 2

- Devil is in the Details
- Benefit of Foresight

## Case 3

- Know Your Population

# Starting Line is Key

## Case 1

- Be a Skeptic
- Population Size Matters
- **Starting Line is Key**

## Case 2

- Devil is in the Details
- Benefit of Foresight

## Case 3

- Know Your Population

# High-level Background: Case 2

- Large hospital system in South
- Implementing several co-management agreements
- Validation of measures and calculations



# Devil is in the Details

## Case 1

- Be a Skeptic
- Population Size Matters
- Starting Line is Key

## Case 2

- **Devil is in the Details**
- Benefit of Foresight

## Case 3

- Know Your Population

# Benefit of Foresight

## Case 1

- Be a Skeptic
- Population Size Matters
- Starting Line is Key

## Case 2

- Devil is in the Details
- **Benefit of Foresight**

## Case 3

- Know Your Population

# High-level Background: Case 3

- Pediatric hospital
- Interested in improving care for pediatric Medicaid population
  - Care management program
  - Primary care clinics

# Know Your Population

## Case 1

- Be a Skeptic
- Population Size Matters
- Starting Line is Key

## Case 2

- Devil is in the Details
- Benefit of Foresight

## Case 3

- **Know Your Population**



# Questions?