

Moving Forward Toward Accountable Care

What we know, What we've learned – and the Road Ahead

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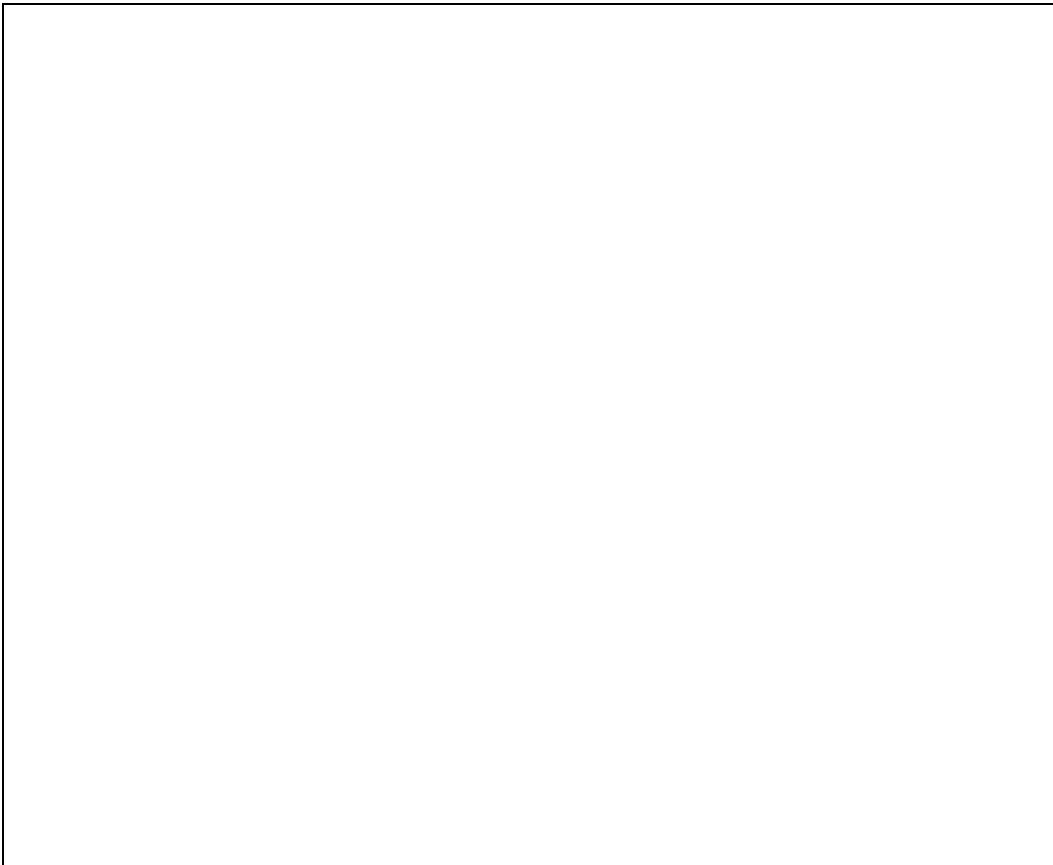


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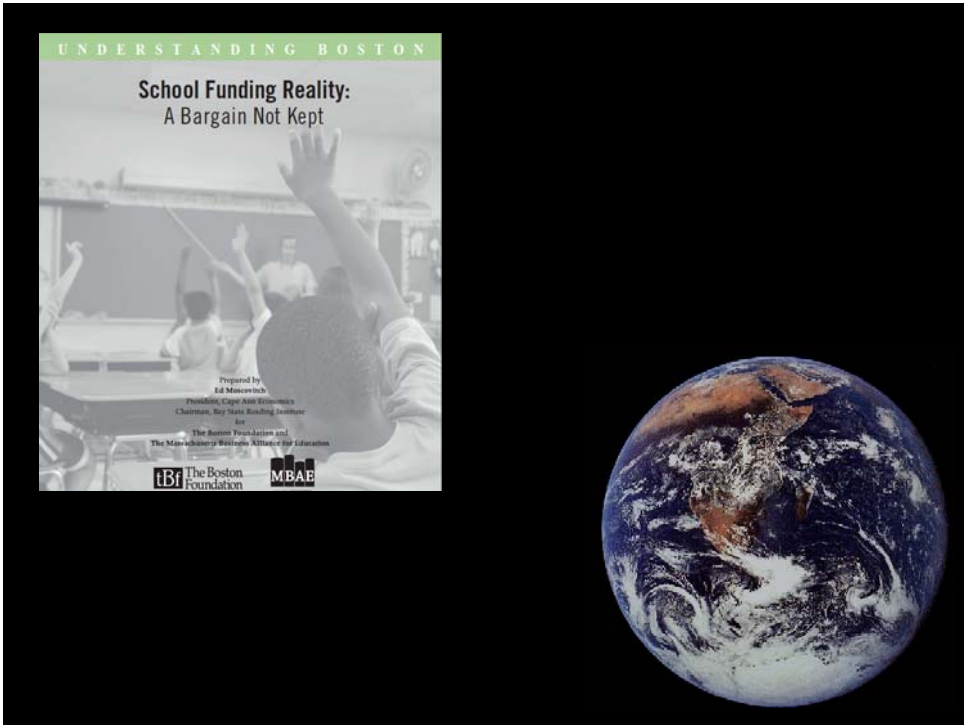
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**February 1,
2010**



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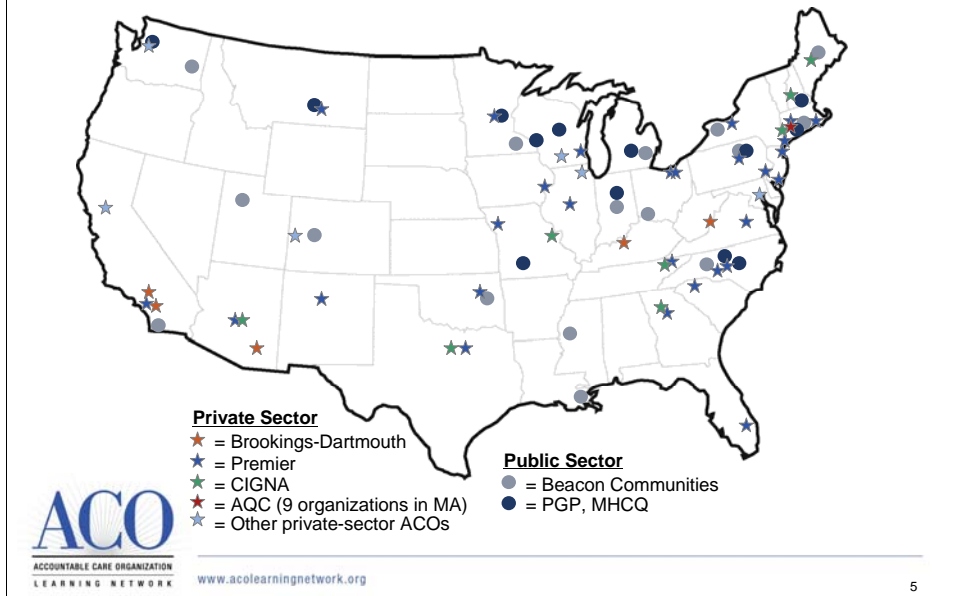
An important moment

“Everything is pointing to the fact that we have a healthcare system that is overburdened with no future success unless something pretty dramatic changes. And there comes a point in your life where you realize that you are in the middle of a convergence of opportunity that you probably will never have again. And all of the things that have put us where we are happened for a reason, and to walk away from that kind of opportunity, to me, is more irresponsible than to embrace it and say, you know the upside here is amazing.”

- Judy Rich, RN Tucson Medical Center



Looking back: the obvious progress
Many moving forward with ACOs



More ACO-type reforms are being implemented around the country – compared to last year, more points, and more sites further along

Looking back: the less obvious progress
Insights from early evaluation



★ Brookings-Dartmouth pilots, ACOs

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More ACO-type reforms are being implemented around the country – compared to last year, more points, and more sites further along

It's not just a contract; it's a journey



14 March, 2001

It's not us against them; it's a partnership

Managed Care Era

Risk badly managed: plans shifted risk to providers, many failed.

No measures of quality allowed some to ignore quality or stint on care

Rewards for cost cutting. Financial incentives focus on savings only.

Beneficiary lock-in created fear of stinting & poor quality (gate-keeping).

Health plans driving
cost savings

ACO

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Accountable Care

Shared risk: use sound actuarial principles, sharing risk and rewards

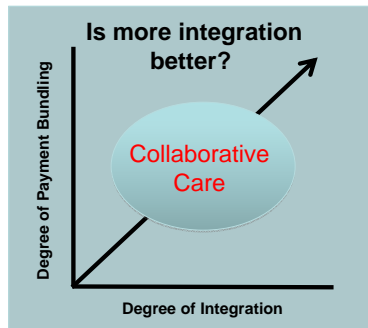
Transparent measurement ensures focus on improvement

Payment for improvement. Share of savings contingent on improvement.

Choice: no need to lock patients in --
"The best fence is a good pasture"

Providers, plans & patients working
together to improve care and reduce
costs

A collaborative model that respects professional identities



Pilot site visits -- preliminary findings:

Shared identity fosters cooperation, influence
Loss of identity – a primal threat

Independence a key element of MD identity

ACOs emphasizing shared identity of physicians as independent practitioners within collaborative model – working toward common aim

“This is the first time in my career in medicine, since I started practicing in 1974, that I see things lining up right for the patient”

-Dr. Palmer Evans, Tucson Medical Center



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And we've made *real* progress here
Insights and best practices on technical issues

Design of ACO Contracts

Organizational requirements

Patient assignment

Setting financial benchmarks

Risk adjustment

Performance measures

Funding up-front costs

Payment models

Care Transformation

Governance structures

Clinical leadership

HIT, registries, analytics

Care management

Quality improvement

Clinician engagement

Distribution of internal rewards

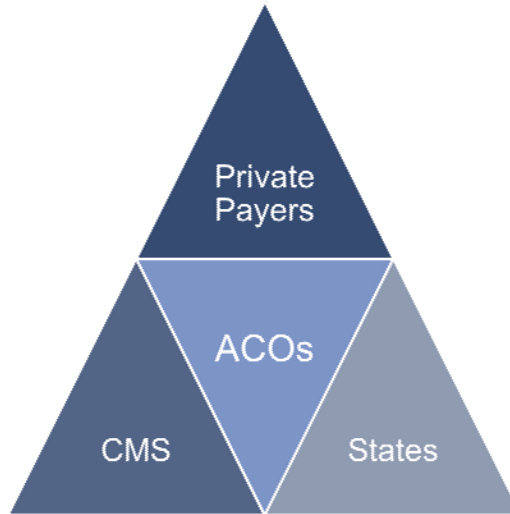


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14 March, 2001

And we've made *real* progress here
Agreed on the gold ring: all-payer support for ACOs



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And we've made *real* progress here
All payer ACOs: how we can move forward

Convening key stakeholders

A flexible set of organizational requirements

A common set of performance measures

General agreement on the starter set exists

Claims-based measures

Patient experience

Clinically-enhanced measures (e.g. diabetes)

Move toward more advanced measures as soon as feasible

Patient reported health outcomes;

Informed choice



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We know how to move forward.

“The ACO can be successful and will be successful if all the components of the system- the hospital, the primary care docs, the specialists, the MSO- are all committed to the idea... the ideology is solid and we all believe in it, and I think that commitment will sustain it, I really do.”

–Jeff Selwyn, MD, Physician affiliated with Tucson Medical Center



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Let's not forget why.



I was part of the recent chronic disease self-management program and I made some new friends and learned new ways to take care of myself and to feel better. The class was like getting together with a bunch of nice friends. It felt like I had known them for a long time. Thanks to this course, I am no longer worried about living to an older age.

- Sally Colucci, Commonwealth Care Alliance Member since '07

Thank You

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