

Fifth National ACO Summit

Thursday, June 19, 2014

Track Two

11:15–12:45 PM Innovations in Contract and Payment Incentives

PM

Samuel R. Nussbaum, MD, Executive Vice President, Clinical Health Policy and Chief Medical Officer, WellPoint; Former President, Disease Management Association of America; Former Chairman, National Committee for Quality Health Care (Moderator)

1. **Richard Salmon, MD, PhD**, National Medical Director, Performance Measurement and Improvement, Cigna
2. **Scott Sarran, MD**, Divisional Sr. Vice President and Chief Medical Officer, Government Programs, Healthcare Service Corporation; Former Vice President and Medical Director, University of Chicago Health System
3. **Thomas A. Raskauskas, MD, MMM, CHQM**, CEO/President, St. Vincent's Health

Panel Overview

In recent years, the landscape of new contracting models and payment incentives has shifted dramatically. Accountable care arrangements, bundled payments, and medical homes, among others, are rapidly growing in the private sector. However, results have been mixed across different payment models. This panel will discuss what factors have led to the success of each payment model, current challenges to effective implementation, and potential next steps to ensure continued adoption. Panelists will address the unique experiences and evolution of the models that their organizations have adopted and their lessons learned in trying to meet cost and quality targets. They will also explore the implications of incentives for consumers, payers, hospitals, and providers, as well as overarching themes for the effective management of relationships between these entities.

Core Questions

- What new payment and contracting models are payers using to incentivize clinical transformation at a practice and provider level?
- How can emerging accountable care contracts in the private sector successfully spur innovation that improves quality and reduce costs?
- What are the biggest challenges to developing accountable care contracts that employ new or evolving payment strategies?
- How can payers and providers work together to develop contracts and payment mechanisms that transition from volume to value?

11:15 AM

Focus

Samuel Nussbaum, WellPoint (Moderator)

Samuel Nussbaum will discuss the current landscape of new payment models; evolving communication and relationships between payers, hospitals, and providers; and what health plans can do to move forward. He will discuss early results and key

success factors based on his experience at WellPoint.

11:35 AM

Focus

Richard Salmon, Cigna

Richard Salmon will discuss the evolution of Cigna's accountable care arrangements, including many with multispecialty groups, and the success factors to date across different arrangements. He will also discuss how current models are incorporating shared savings, consumer incentives, and beginning to encourage more holistic care including behavioral and pharmacy needs.

11:40 AM

Focus

Scott Sarran, Blue Cross Blue Shield Illinois

Scott Sarran will discuss how new payment models including medical homes and accountable care organizations are maturing; the process and lessons learned from assembling new models, including segmenting them across groups; and the new challenges and tensions arising when developing new payer-provider relationships.

11:45 AM

Focus

Thomas A. Raskauskas, St. Vincent's Health Partners, Inc.

Thomas Raskauskas will discuss care coordination from a provider and clinical integration perspective and how they have developed MSSP and commercial accountable care contracts. He will describe various reimbursement models being used at St. Vincent's that include broadening infrastructure, incorporating medical management, fostering commercial relationships, and including pharmacy.

11:50 AM

Q&A