

Fifth National ACO Summit

Thursday, June 19, 2014

Keynote Panel

9:30-10:45 AM **The Changing Environment of Commercial ACO Arrangements**

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Mark McClellan, MD, PhD, Director, Health Care Innovation and Value Initiative; Senior Fellow, Economic Studies; Engelberg Center for Health Care Reform, The Brookings Institution (*Moderator*)

1. **Samuel W. Ho, MD**, Executive Vice President and Chief Medical Officer, UnitedHealthcare; President, UnitedHealthcare Clinical Services
2. **Joseph M. Zubretsky**, Senior Executive Vice President, National Businesses, Aetna; Former Chief Financial Officer, Aetna

Panel Overview

There are now over 250 private sector accountable care arrangements with all major health plans in all parts of the country. Unlike Medicare ACOs, these accountable care models can differ quite a bit between payers and regional markets, which pose both unique opportunities and challenges for further expansion and effective implementation. This panel will explore recent trends in the development of commercial ACO arrangements, how different payers are developing their accountable care strategies, critical barriers and success factors to-date, and potential future directions for further accountable care models. Panelists will discuss, among other topics, how payers are addressing pressing issues related to the development of multipayer ACOs, attribution of patients, collection and use of data, development of performance measures, strategies for expanding risk-sharing, and how commercial payers are thinking about partnership with existing Medicare ACOs.

Core Questions

- What have been the biggest challenges to the creation, adoption, and implementation of new commercial ACO contracts?
- What factors have contributed the most to the success of commercial ACO arrangements?
- What lessons can other commercial payers learn from the challenges and barriers to the development of new accountable care contracts?
- How are health plan leaders thinking about the future directions and strategies for expanding accountable care across the country?
- How can health plans work with public payers, especially Medicare, to encourage the adoption and success of ACOs?