



Fifth Annual National ACO Summit

June 18-20, 2014

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THE FIFTH
NATIONAL

Accountable Care Organization Summit

The Leading Forum on
Accountable Care Organizations
and Related Delivery System
and Payment Reform

Track Two: Innovations in Contract and Payment Incentives

Keynote

H. Scott Sarran, MD

Divisional Sr. Vice President and Chief Medical Officer, Government Programs,
Healthcare Service Corporation

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Track Two: Innovations in Contract and Payment Incentives

James Fawcett

Senior Vice President, Provider Contracting and Relations, Highmark Blue Cross Blue Shield

Thomas A. Raskauskas, MD, MMM, CHCQM

President and Chief Executive Officer, St. Vincent's Health Partners, Inc.

Richard Salmon, MD, PhD

National Medical Director, Performance Measurement and Improvement, Cigna

INNOVATIONS IN CONTRACTS AND PAYMENT INCENTIVES

ACCOUNTABLE CARE ORGANIZATION SUMMIT

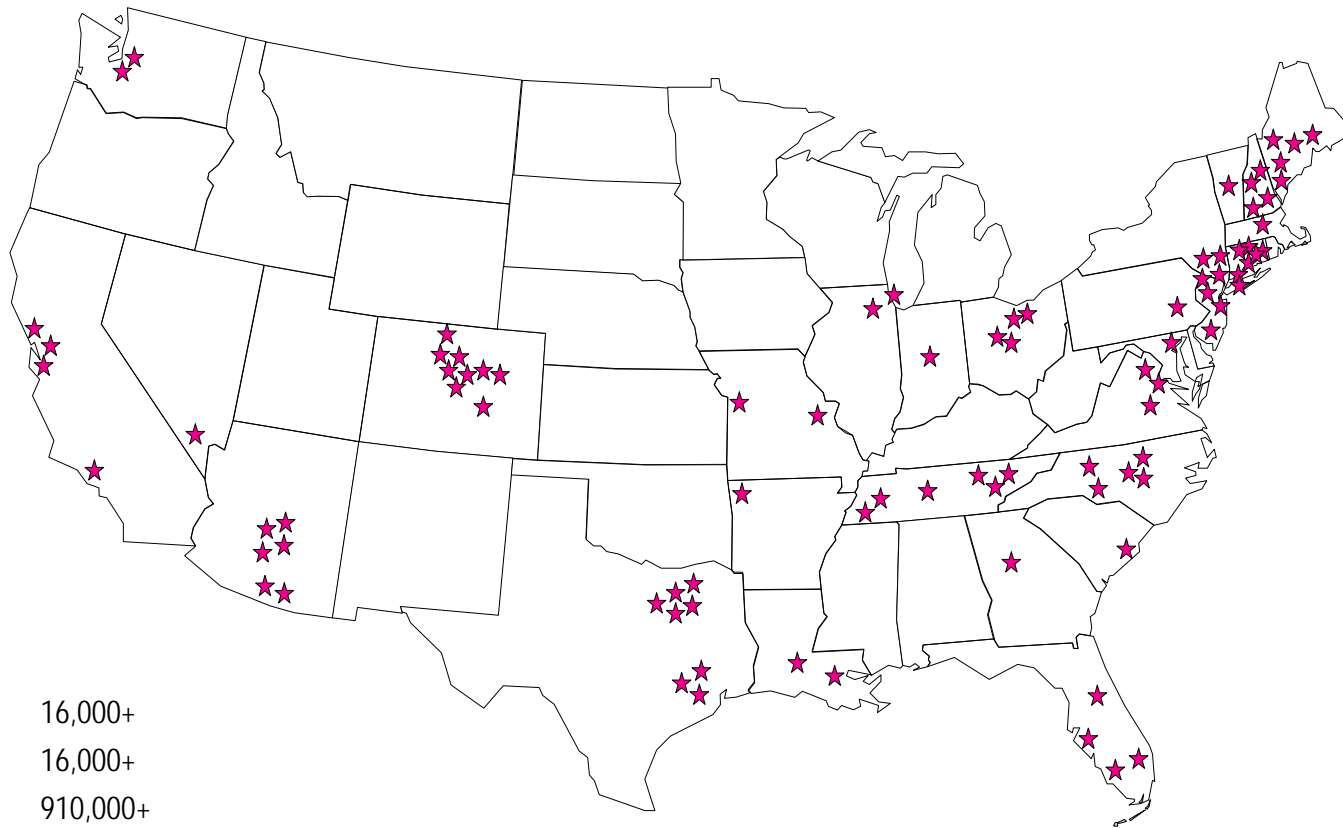
6-19-14

Dick Salmon, MD, PhD

GO YOU.



Cigna Collaborative Care – Large Physician Groups



DEMOGRAPHICS:

PCPs	16,000+
Specialists	16,000+
Customers	910,000+

★ Current Initiatives (89 total)

DEVELOPMENT FOCUS

Financial models

- Shared savings: upside only to upside and downside
- Expand to include pharmacy and behavioral
- Expand to include patient experience of care
- Align attribution and key metrics with national norms as possible

Informatics

- Enhance support for evolving ACO's
- Expand HIE for mature ACO's

Care collaboration

- Further integration of services which complement ACO services

Grow market share

- Successful ACO's are the anchors of tiered and limited network products
- Client specific initiative partnerships

Consultative management

- Best practice initiative sharing

Offered by: Connecticut General Life Insurance Company or Cigna Health and Life Insurance Company.

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