

# COMMERCIAL ACO INNOVATION AND GROWTH

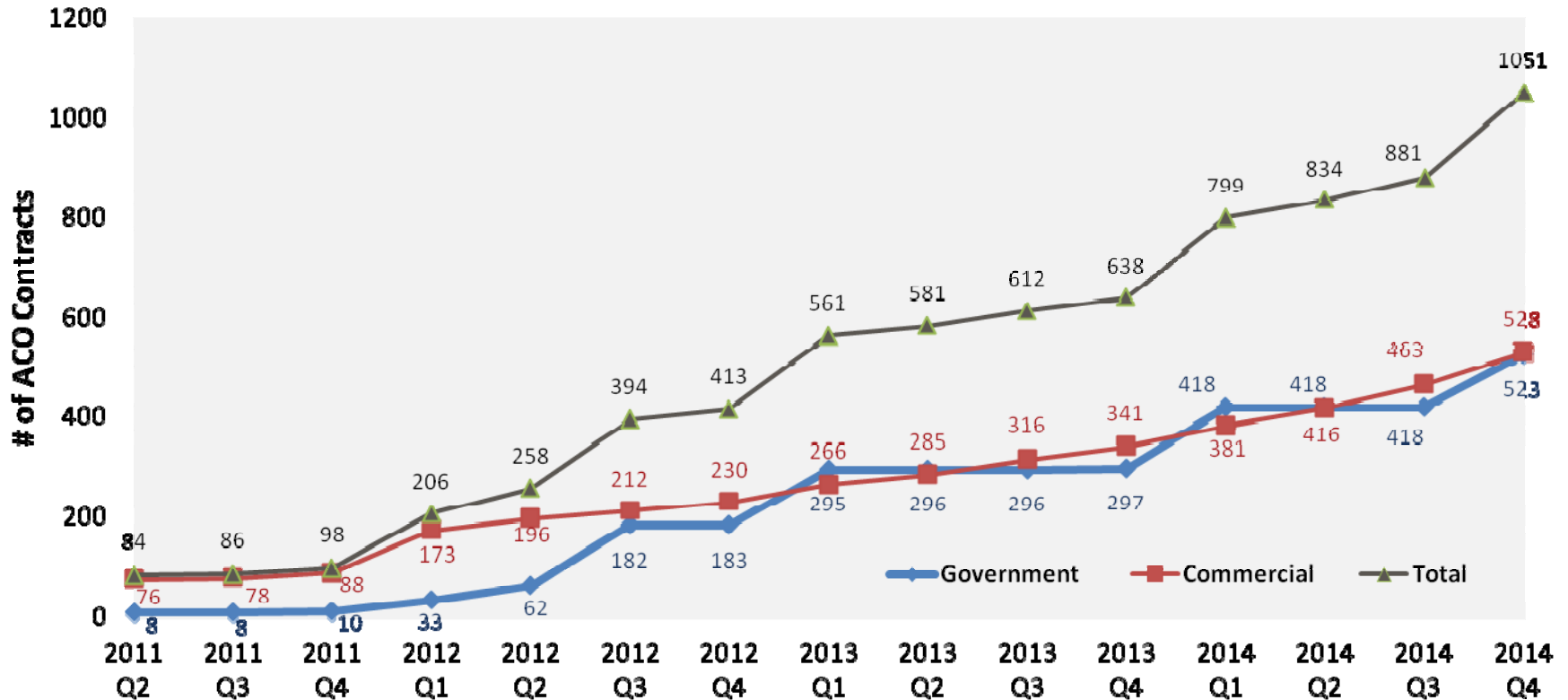
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June 16, 2015

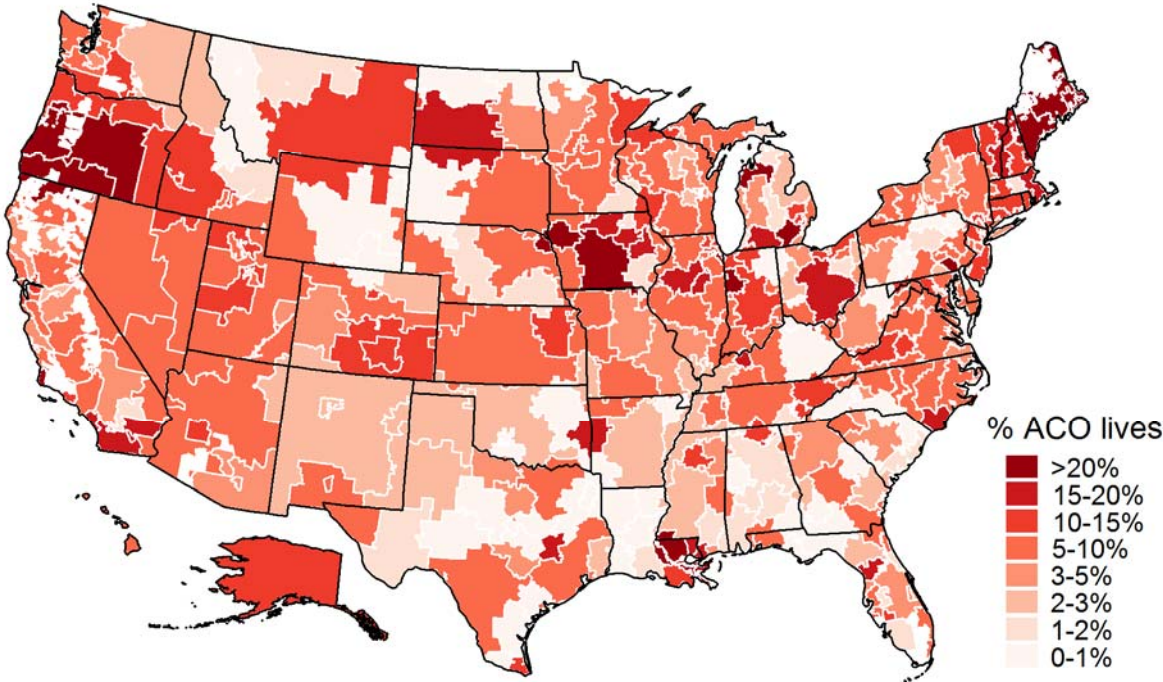
# GROWTH BY CONTRACT TYPE

For New and Existing ACOs



# ACO PENETRATION OF LIVES OVER TIME

## Estimated ACO Penetration by Hospital Referral Region 2015

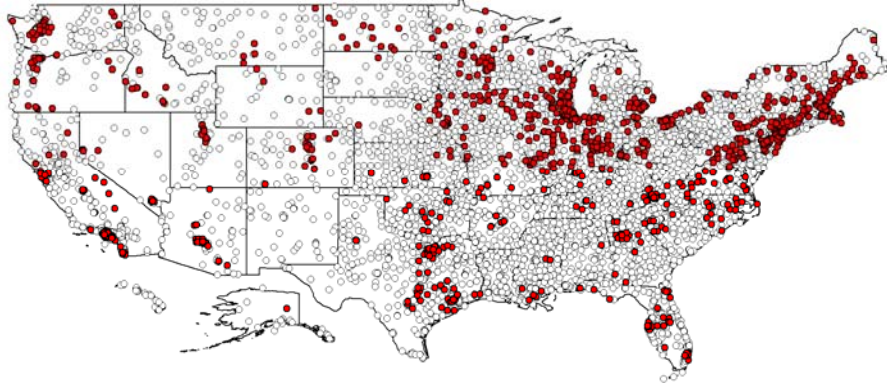


Source: Leavitt Partners Center for Accountable Care Intelligence

# HOSPITALS IN ACOS OVER TIME: A COMPARISON

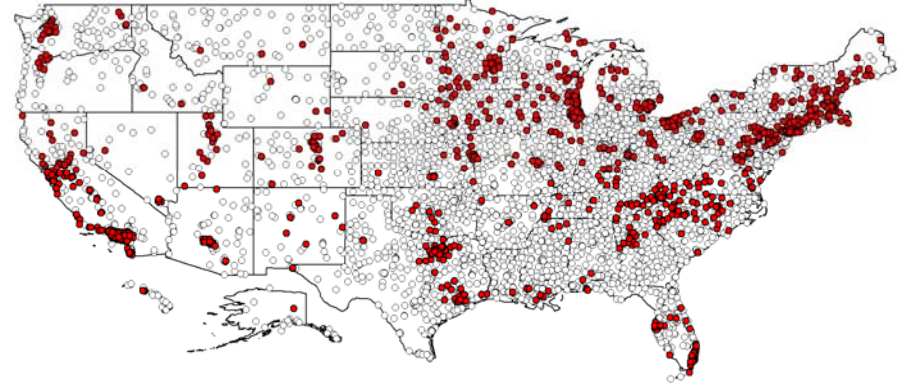
Government

2015

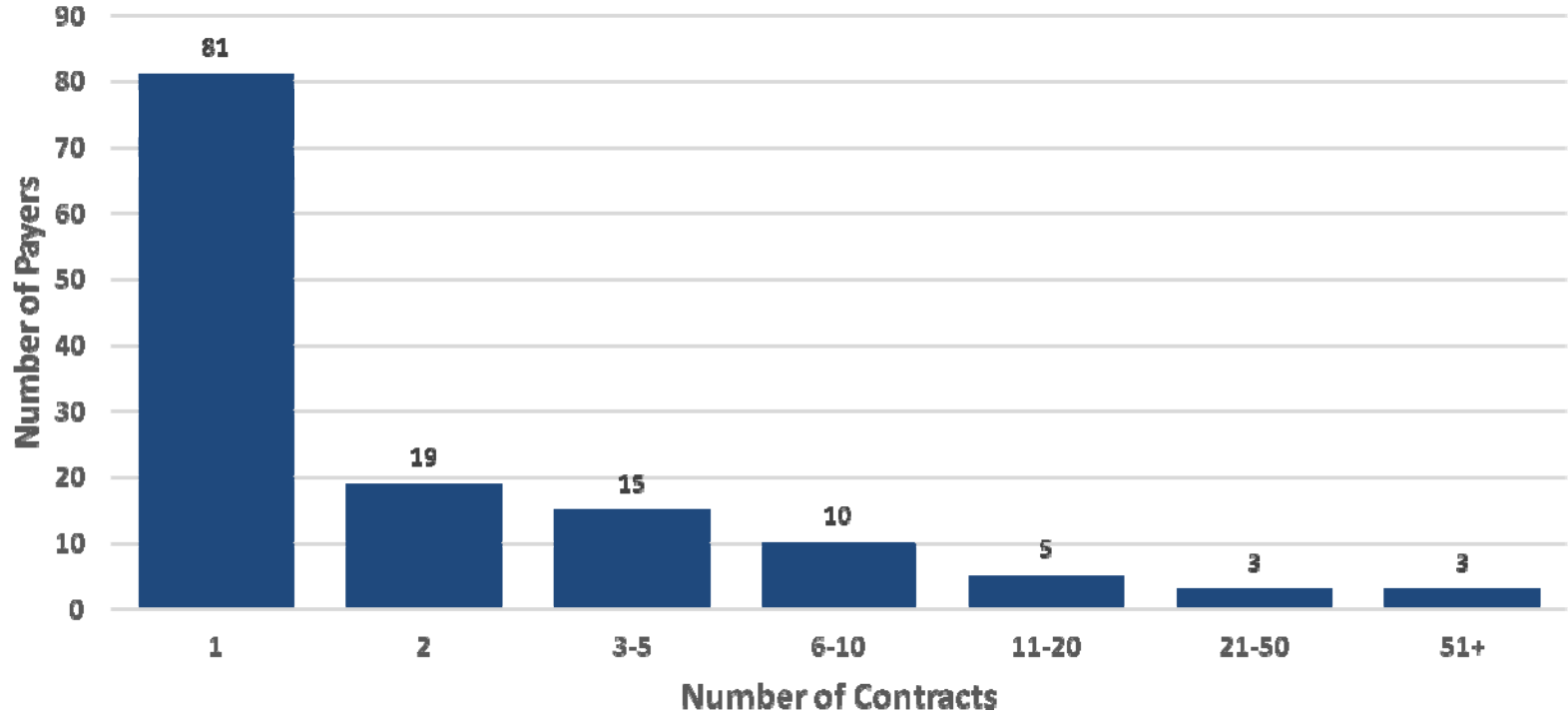


Commercial

2015

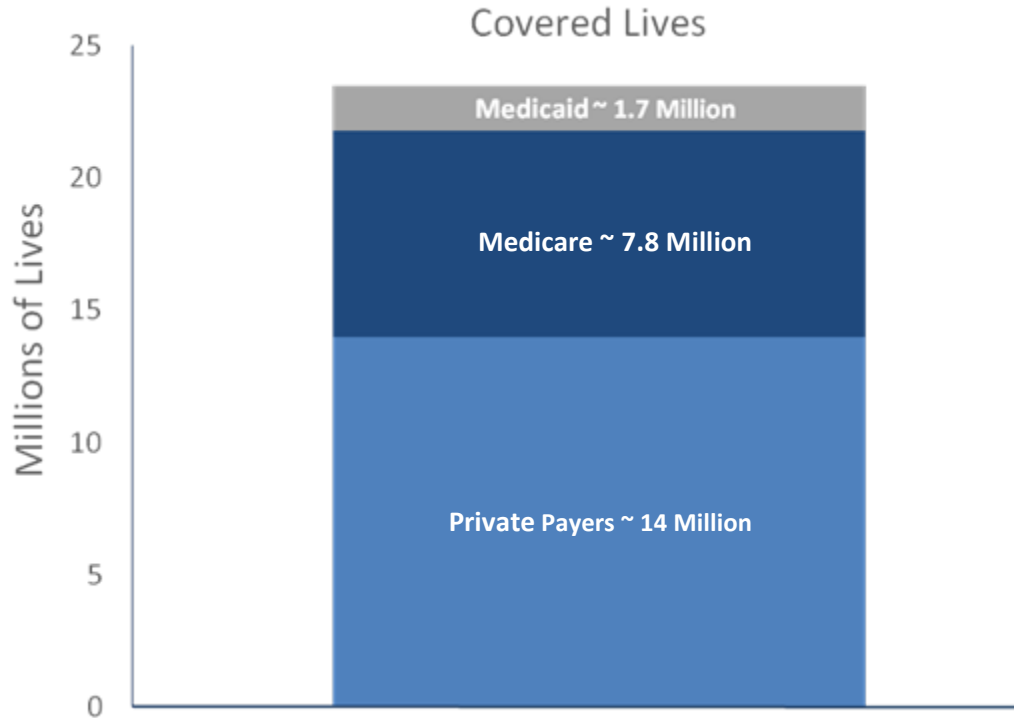


# NUMBER OF CONTRACTS BY PAYER



Total Payers: 136

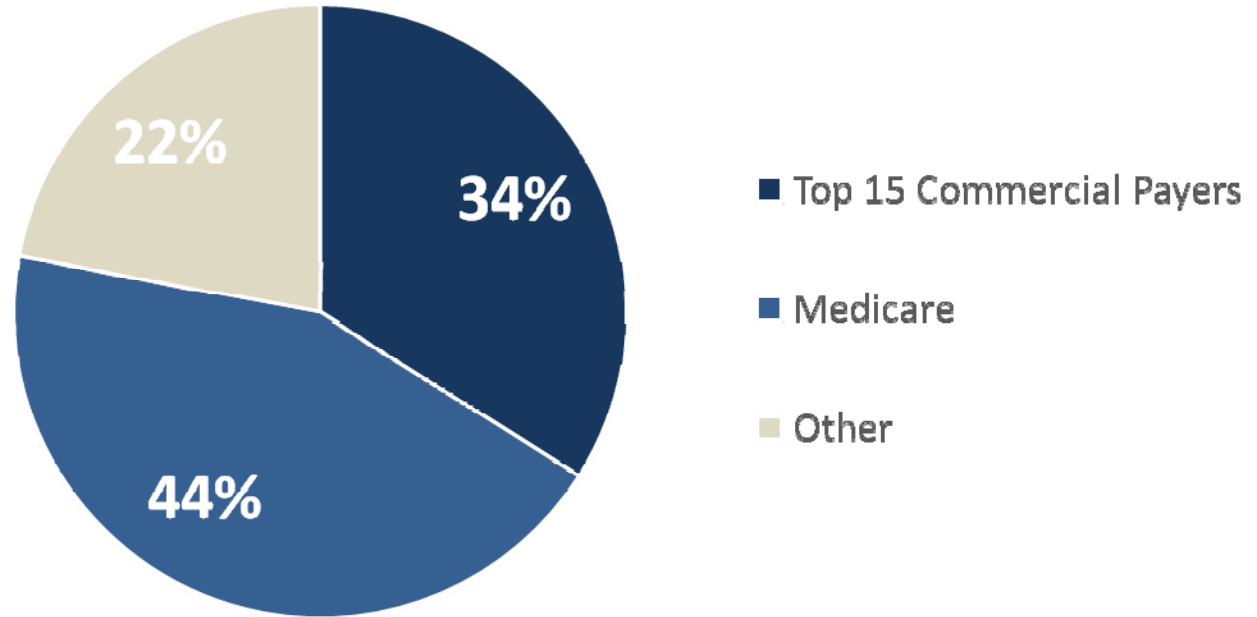
# PAYER ACTIVITY OVERVIEW



- Tracking 136 unique payers
  - 117 commercial
  - 19 government

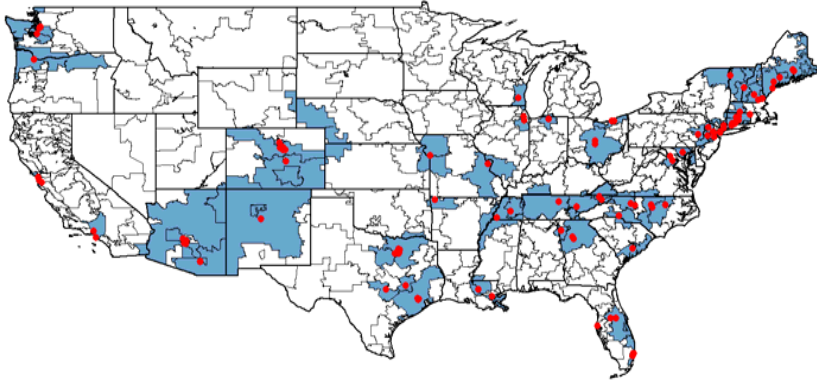
# PAYER ACTIVITY OVERVIEW

## Total ACO Contracts

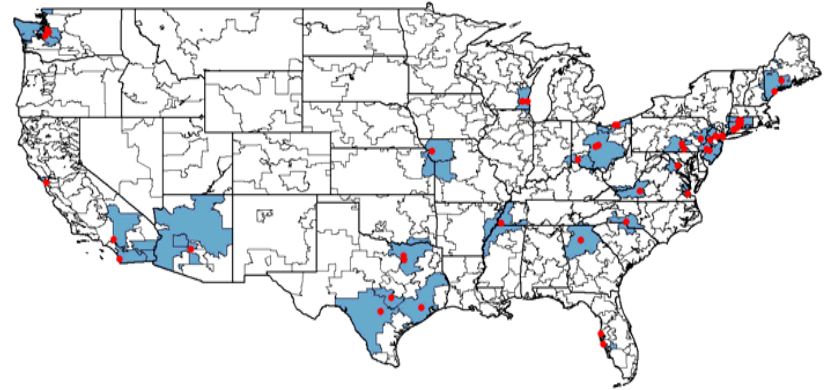


# PAYERS WITH NATIONAL OR MULTI-REGIONAL FOOTPRINT

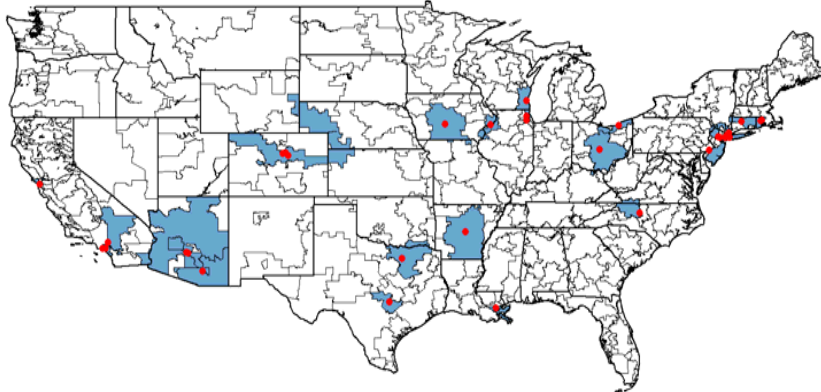
Cigna



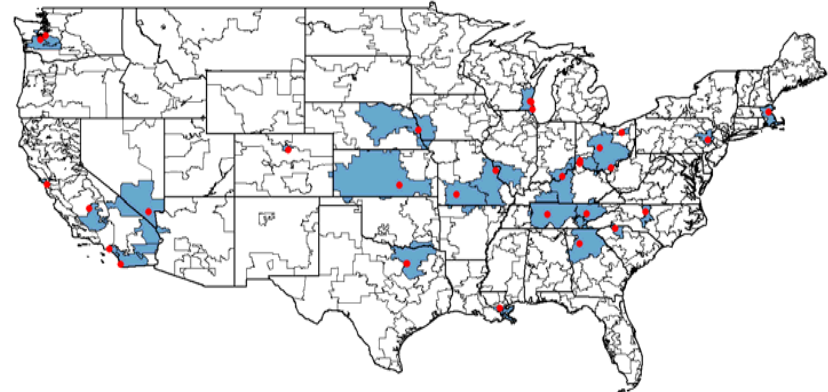
Aetna



UnitedHealthcare



Humana

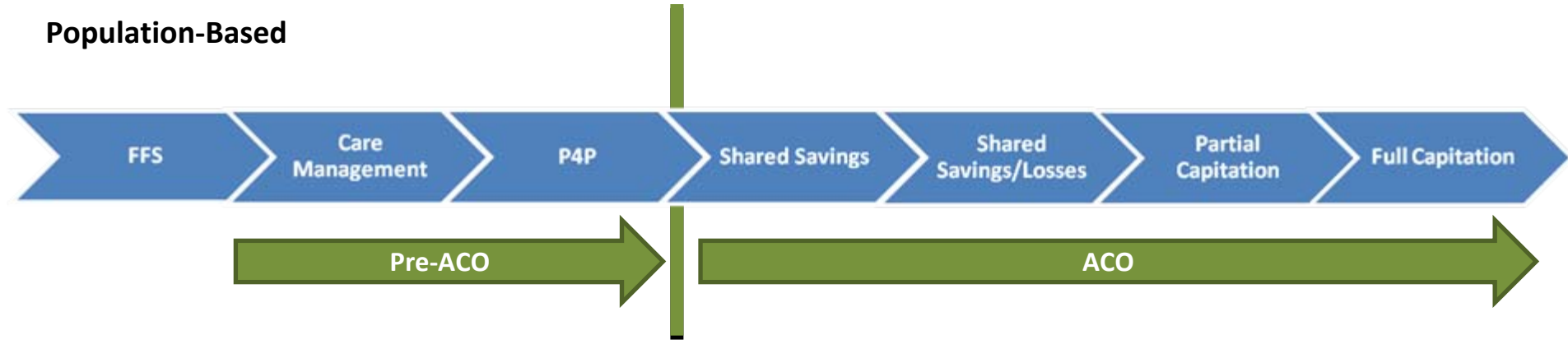




# PROGRESSION OF PAYMENT ARRANGEMENTS



## Population-Based



## Episode-Based



# VALUE-BASED PAYMENT ACTIVITY

When measuring activity, definitions vary.

| Payer            | Value-Based Payment<br>(billion) | Reported Number<br>of Contracts | Reported Covered Lives<br>(million) |
|------------------|----------------------------------|---------------------------------|-------------------------------------|
| Aetna            | \$2.5                            | 62                              | .75                                 |
| BCBSA            | \$71                             | 570                             | 25.3                                |
| Cigna            | N/A                              | 122                             | 1.3                                 |
| Humana           | N/A                              | 900                             | 1.2                                 |
| UnitedHealthcare | \$38                             | 520                             | 11                                  |

# EXPERT PANEL



## **D. Keith Fernandez, MD**

*President & Physician-in-Chief, Memorial Hermann Physician Network; Chief Medical Officer, Memorial Hermann ACO, Houston, TX*



## **H. Scott Sarran, MD, MM**

*Divisional Senior Vice President and Chief Medical Officer, Government Programs, Health Care Service Corporation, Former Chief Medical Officer, Blue Cross Blue Shield of Illinois, Chicago, IL*



## **Dana Gilbert**

*Chief Operating Officer, Advocate Physician Partners, Chicago, IL*



## **Charles E. Saunders, MD**

*Chief Executive Officer, Healthagen, an Aetna company; Former Executive in Residence, Warburg Pincus; Former Chief Medical Officer, Healtheon/WebMD, San Francisco, CA*



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