

## Sixth National ACO Summit

Thursday, June 18, 2015

Track Two

### 1:30–3:00 PM Commercial ACO Innovation and Growth

**David B. Muhlestein, PhD, JD**, Senior Director of Research and Development, Leavitt Partners, LLC (Moderator)

1. **D. Keith Fernandez, MD**, Physician-in-Chief, Memorial Hermann Physician Network, Chief Medical Officer, Memorial Hermann ACO
2. **Charles E. Saunders, MD**, Chief Executive Offer, Healthagen, an Aetna Company
3. **Dana Gilbert**, Chief Operating Officer, Advocate Physician Partners
4. **H. Scott Sarran, MD, MM**, Divisional Senior Vice President and Chief Medical Officer, Government Programs, Health Care Service Corporation

### Panel Overview

Commercial ACOs have experienced rapid growth in recent years and currently account for nearly 40% of all ACOs, involving 132 different payers. These ACOs cover an estimated 12-16 million lives, much more than their federal counterparts, which only cover approximately 7-8 million lives. Increasing the number of ACOs has been a clearly stated strategic priority for the nation's top five largest health plans. Unprecedented innovation within commercial ACOs has led to successes as well as challenges. This panel will focus on innovative approaches currently undertaken by commercial ACOs as well as effective implementation and potential next steps to ensure continued success. Panelists will discuss innovation in quality of care improvement and network oversight among other topics. They will address the unique experiences and evolution of innovative approaches that their organizations have adopted and lessons learned in attempting to meet cost and quality targets. Panelists will also explore incentives for consumers, employers, payers, and providers to successfully adopt accountable care arrangements and strategies for effective management of relationships.

### Core Questions

- What innovative contracting and operational approaches have been implemented within your organization and why?
- How do you plan on scaling current strategic innovative initiatives?
- What have been the main factors for the success of certain initiatives over others?
- What challenges has your organization faced in implementing innovative strategies and what has your organization done to overcome them?
- What strategies has your organization used to cultivate and maintain meaningful relationships between providers and payers?
- What unique features of your commercial accountable care arrangement have allowed you to differentiate yourself from public sector accountable care initiatives? How do the differences in attribution, data use, and other core elements affect the working relationship between providers and payers?

**1:30 PM**

**Focus**

**David B. Muhlestein, Leavitt Partners (*Moderator*)**

David will provide an overview of the impact, growth, and trends within commercial accountable care agreements, as well as highlighting some of the broader differences between Medicare ACOs and those being developed in the private sector. He will also discuss some insights gleaned from this research, including some of the factors that have been most important for commercial accountable care success.

**1:50 PM**

**Focus**

**D. Keith Fernandez, Memorial Hermann ACO**

Keith will discuss his experience with one of the largest commercial accountable care contracts in Texas. He will address a number of issues, including managing clinical integration, establishing a culture of physician accountability and steps leading to sustainable quality improvement while lowering costs. He will also focus on the factors that have led to success in risk contracting, such as the development of narrow networks

**1:58 PM**

**Focus**

**Charles E. Saunders, Healthagen, an Aetna Company**

Charles will share his experience with Aetna's population management and health IT company. He will discuss the company's role in empowering consumers, building trust among providers for effective collaboration, and considerations for developing new accountable care arrangements.

**2:06 PM**

**Focus**

**H. Scott Sarran, Health Care Service Corporation**

Scott will discuss some of his observations about the success factors and challenges for commercial accountable care arrangements that involve effective medical management and quality improvement strategies. He will also highlight the need to move beyond shared savings-only payment models in order to continue true cost improvement, the move to more product-focused arrangements, and considerations for hospital-based vs. physician-based ACOs.

**2:14 PM**

**Focus**

**Dana Gilbert, Advocate Physician Partners**

Dana will discuss the accountable care arrangement between Advocate Physician Partners and HCSC and some of the early results from the collaboration. He will also highlight the role of shared savings in helping providers to transition to more sophisticated payment models, the importance of collecting and sharing appropriate patient data to all providers, and the need for organizational change to transform care across to achieve total value-based care across all reimbursement models.

**2:22 PM**

**Q&A**