

Sixth National ACO Summit

Thursday, June 18, 2015

Track Four

3:30–5:00 PM Employer-led Accountable Care Innovations

William E. Kramer, MBA, Executive Director for National Health Policy, Pacific Business Group on Health (Moderator)

1. **Joseph Gifford, MD**, Chief Executive, Accountable Care, Providence-Swedish Heath Alliance
2. **Kristen Miranda**, Senior Vice President, Strategic Partnerships and Innovation, Blue Shield of California
3. **Robert Ihrie**, Senior Vice President of Human Resources, Lowe's Corporation

Panel Overview

To keep pace with the changing health care landscape, employers have developed innovative accountable care approaches for improved value. Direct contracting between large employers and providers to form accountable care organizations (ACOs) is one such example that is gaining traction. While such innovative approaches hold promise, scalability is a key challenge. Small employers are looking at other options including increasing access to ACO networks and products through private exchanges. These options hold their own unique set of challenges. This panel will focus on the conception, development, design and implementation of employer-led payment innovations. Panelists will draw from their experiences working with various stakeholders as well as share perspectives on lessons learned and approaches to ensure continued success.

Core Questions

- What specific approaches and new arrangements has your organization undertaken that includes value-based payment models care for employers?
- How were the employer-led accountable care arrangements conceived of and executed within your organization? What was the role of each stakeholder?
- What innovations have been most successful and what factors do you think have led to that success?
- How have challenges and barriers been overcoming in the conceptualization and execution of new arrangements?
- What efforts are most scalable and what lessons can other organizations learn from your efforts?
- What are some of the different considerations for small employers vs. large employers, and how do those difference impact the kind of innovations that are possible?

3:30 PM

Focus

William E. Kramer, Pacific Business Group on Health (Moderator)

William (Bill) will provide an overview of some innovative employer-led accountable care arrangements and why employers are beginning to look to ACOs. He'll highlight PBGH member experiences with direct purchasing and discuss a number of issues required for a successful arrangement, including funding considerations, successful contract negotiation, the role of hospitals in the transition to accountable care,

general purchasing principles, and maintaining a long term vision of care improvement.

3:50 PM

Focus

Joseph Gifford, MD, Chief Executive, Providence-Swedish Health Alliance

Joe will discuss how Providence-Swedish has developed accountable care arrangements, including with Boeing and Intel; the challenges of developing these arrangements; successes from the effort; lessons learned along the way; and opportunities to scale or translate similar arrangements to other providers.

3:58 PM

Focus

Kristen Miranda, Blue Shield of California

Kristen will discuss the various accountable care arrangements developed by Blue Shield of California, including those with California Public Employees' Retirement System (CalPERS) and other employers in the state. She will highlight how the arrangements developed, some early results, what they've learned along the way, and lessons for other plans to work with providers and employers.

4:06 PM

Focus

Robert Ihrle, Lowe's Corporation

Bob will discuss Lowe's participation in the PBGH Centers of Excellence (COE) network and how they have developed relationships with providers, including the Cleveland Clinic, to provide direct care to their employees. He will also highlight successes to date and lessons learned.

4:22 PM

Q&A