

Sixth National ACO Summit

Friday, June 19, 2015

Track Eight

9:30–11:00

AM

Opportunities to Maximize the Value of Supply Chain Innovation

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1. **John Friend**, Founding and Managing Member, Value Stream Partners, LLC
2. **Peter Robinson**, Managing Principal, ReSource Intermediaries, Integro
3. **Dermot Shorten**, Vice President, Strategy and Ventures, Quest Diagnostics
4. **Troy Trygstad, PharmD, MBA, PhD**, Director of the Network Pharmacist Program and Pharmacy Projects, Community Care of North Carolina (CCNC)

Panel Overview

Many ACOs are beginning to see an opportunity in optimizing the role and integration of suppliers as a path to better individual and population health. In order for ACOs to succeed, they will need to engage a range of device and pharmaceutical stakeholders, including but not limited to manufacturers, providers, payers, pharmacists, pharmacies, pharmacy benefit managers, laboratories, and regulatory experts. These different parties will need to consider how relationships can be re-imagined to foster an environment that rewards value for supply chain products. Creating these new relationships will bring opportunities to create novel arrangements, including risk-based contracts, which hold the supply companies, payers, and providers all accountable for outcomes. This panel will explore some these issues and discuss strategies, including policy and regulatory changes, to optimize the value of suppliers from the provider, payer, and supply chain perspective.

Core Questions

- What unique contributions can supply chain manufacturers, payers, and providers make to optimize the value of devices and pharmaceuticals in ACOs?
- What are the major existing barriers to effectively integrating devices and pharmaceuticals into new payment and delivery models, including ACOs?
- What strategies can related stakeholders use to overcome these barriers?
- How can ACOs more effectively measure the quality and value of product use?
- What incentives can be built into ACOs to make providers and patients both accountable for devices and pharmaceuticals?
- What new business models are evolving or can be developed to increase risk-sharing and other financial accountability for supplier quality and costs?
- What is the current use of community-based pharmacy care management in ACOs and how can the true value of these arrangements be better understood and leveraged?
- What is your early experience attempting to link community pharmacy care management services to ACOs? What is value proposition and does local presence matter?
- What are the current barriers to maximizing the value of pharmacy and other supplier chains?