

The situation faced by payers and providers today...



Transition to payment system that rewards value and patient health outcomes by aligning financial incentives



Reduce payment levels for all providers regardless of their quality of care or efficiency in managing costs



Pass growing costs on to consumers through higher premiums, deductibles and co-pays (private payers), or higher taxes (Medicaid)



Intensify payer intervention in decisions through managed care or elimination of expensive services (e.g. through prior authorizations) based on restrictive guidelines

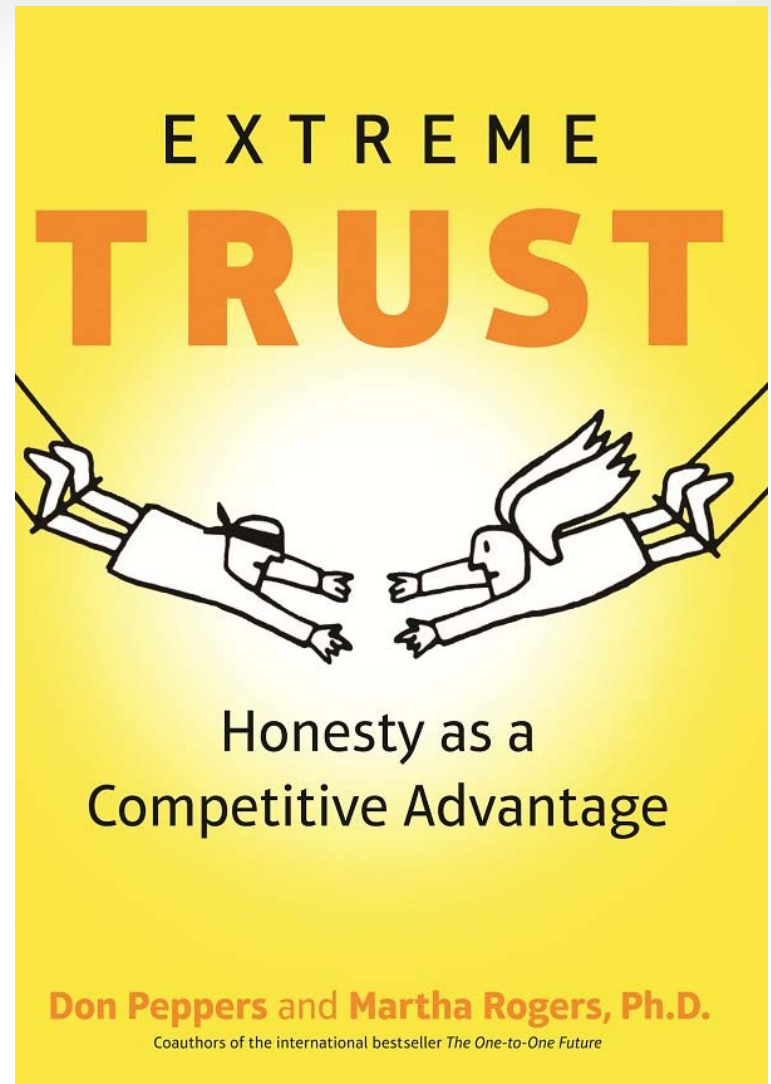


Eliminate coverage of expensive services or eligibility



a new level of transparency

“Transparency is like a disinfectant for business. It will purify things and help start the healing, but...
It’s going to sting like hell.”



Example Gain/Risk Sharing Graphic

