Quality health plans & benefits Healthier living Financial well-being Intelligent solutions



Advancing Medicare

Robert Mirsky, MD

Vice President and Chief Medical Officer Aetna Medicare 4/7/2017

Agenda

- Aetna's track record of innovation
- Vision for Collaborating with Providers
- Questions

A Track Record of Innovation

Wheeling Pitt CMS Demo



Compassionate Care Program Launch



Value Based Contracting Initiative Launch



Innovation Health Joint Venture



2004

2005

2008

2012





CMS High Cost Medicare Beneficiaries Pilot (proposed)



Value Based Contracting Provider Initiative



2015

CMS MA VBID

– Model Pilot
(PA)



Comprehensive Primary Care Plus (CPC+) with CMS



Cancer Oncology Care Model (OCM) with CMS



Medical spend goal from VBC provider agreements

75%

2017

2018

And more to come ...

Aetna Medicare Vision for Collaborating with Providers

Optimize care delivery and attract members to high-performing providers

Leverage
value-based
contracting
models to manage
quality and costs

Revolutionize
how we collaborate
with PC providers to
integrate and
coordinate care
delivery

Attract/retain members through co-branding and co-marketing with providers

Transformative Clinical Model

Our goal: Building a healthier world

Aetna wants to create healthier communities, a healthier nation and a healthier world.

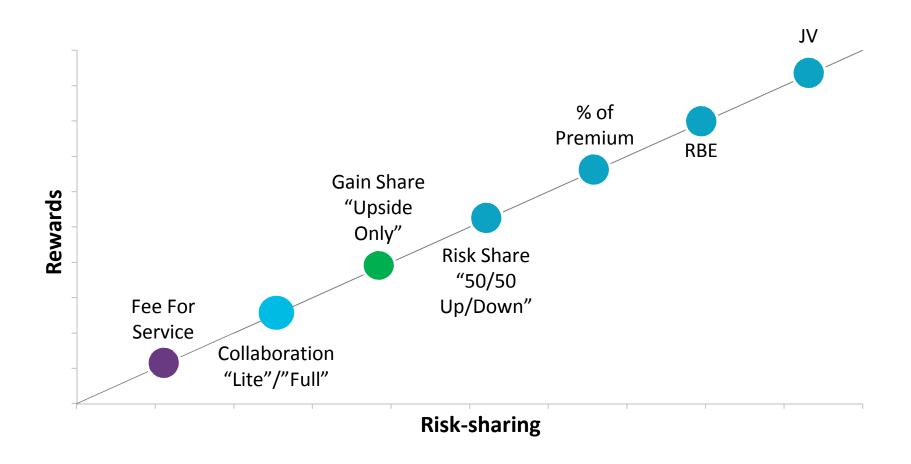
Provider Partnership Continuum

Providers evolve to develop sophisticated care management capabilities and take on full risk

		Local PCP Leaders	"Optimizers"	"Scalers"
	Care Management Status	 Strong care management potential Highly motivated to strengthen care management capabilities 	Strong care management capabilities	 Care management leaders Health plan may delegate all care management to the provider
	Contracting	 Most in a contract with upside potential only Growing readiness to take on downside risk 	Most in risk-bearing contracts	 Aggressive risk sharing contracts; may be a risk- bearing entity (RBE)
	Collaboration focus	 Develop an integrated care management approach and programs Move providers along risk continuum 	 Give providers additional support in terms of capital, data sharing & analytics, technology, network development, membership growth or other Move providers along risk continuum 	 Further enable provider's care management capabilities with data sharing and analytics

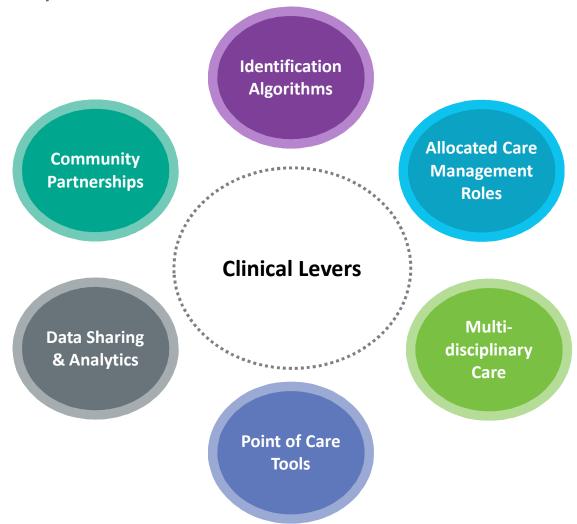
Value-Based Contracting

Medicare Payment / Risk Continuum



Transformative Clinical Model

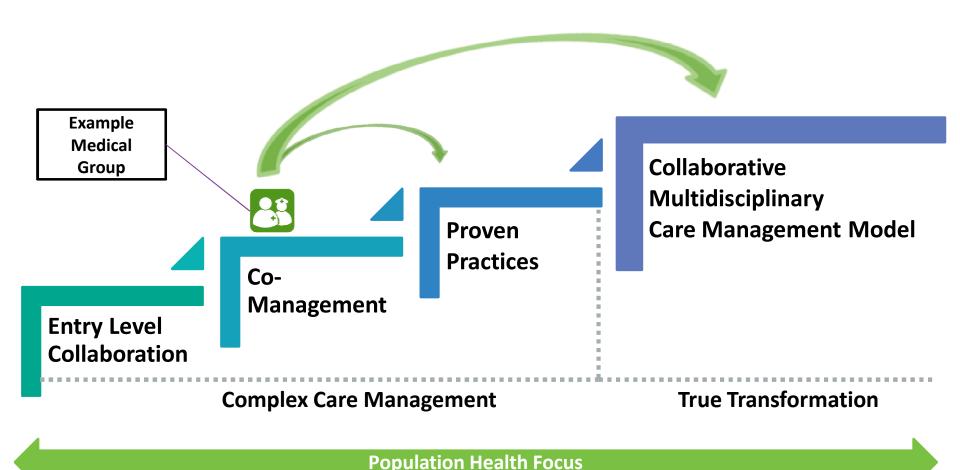
Levers may be deployed in different combinations for different provider groups





Path to Care Management Transformation

Aetna's roadmap enhances communication, deepens collaboration and takes progressive steps to share data, tools and clinical management responsibilities with provider partners



MACRA and the Transition to Value-Based Payment

- MACRA requires physicians to assume risk
 - Increases incentive for providers to enter into MA risk-arrangements that meet
 A-APM requirements
 - Likely to also accelerate trends of practice consolidation and practicesponsored MA plans
- Successful transition will require provider technology investments; process and policy changes; and staff upgrades
 - Innovation Center projects (the Comprehensive Primary Care Plus (CPC+), Oncology Care Model (OCM), Value Based Insurance Design (V-bid), etc.) help to enable
- Anticipate MACRA to continue despite political and regulatory uncertainty

Questions?