



# Rewarding Provider Performance

## Aligning Incentives in Medicare

Sam Ho, M.D.  
CMO, Pacific & Southwest Regions

# Implications for Health Plans

UnitedHealthcare®

2

- Standardized Measures
- Transparency
- Incentives / disincentives
- High-performance networks

# Standardized Measures

- Evidence-based
- CMS
- AHRQ / NQF
- AQA
- HQA
- BTE
- ABIM MOC
- MDs, MG/IPAs, Hospitals

- Quality
  - National comparison, by specialty
  - Preventive Health
  - Chronic Diseases
  - Primary Care (3)
  - Specialty Care (18)
- Efficiency
  - Local comparison, by specialty
  - Episode groups
  - Risk-adjustment
  - Total costs of care
    - Resource utilization
    - Unit costs
- Coordination of Care?

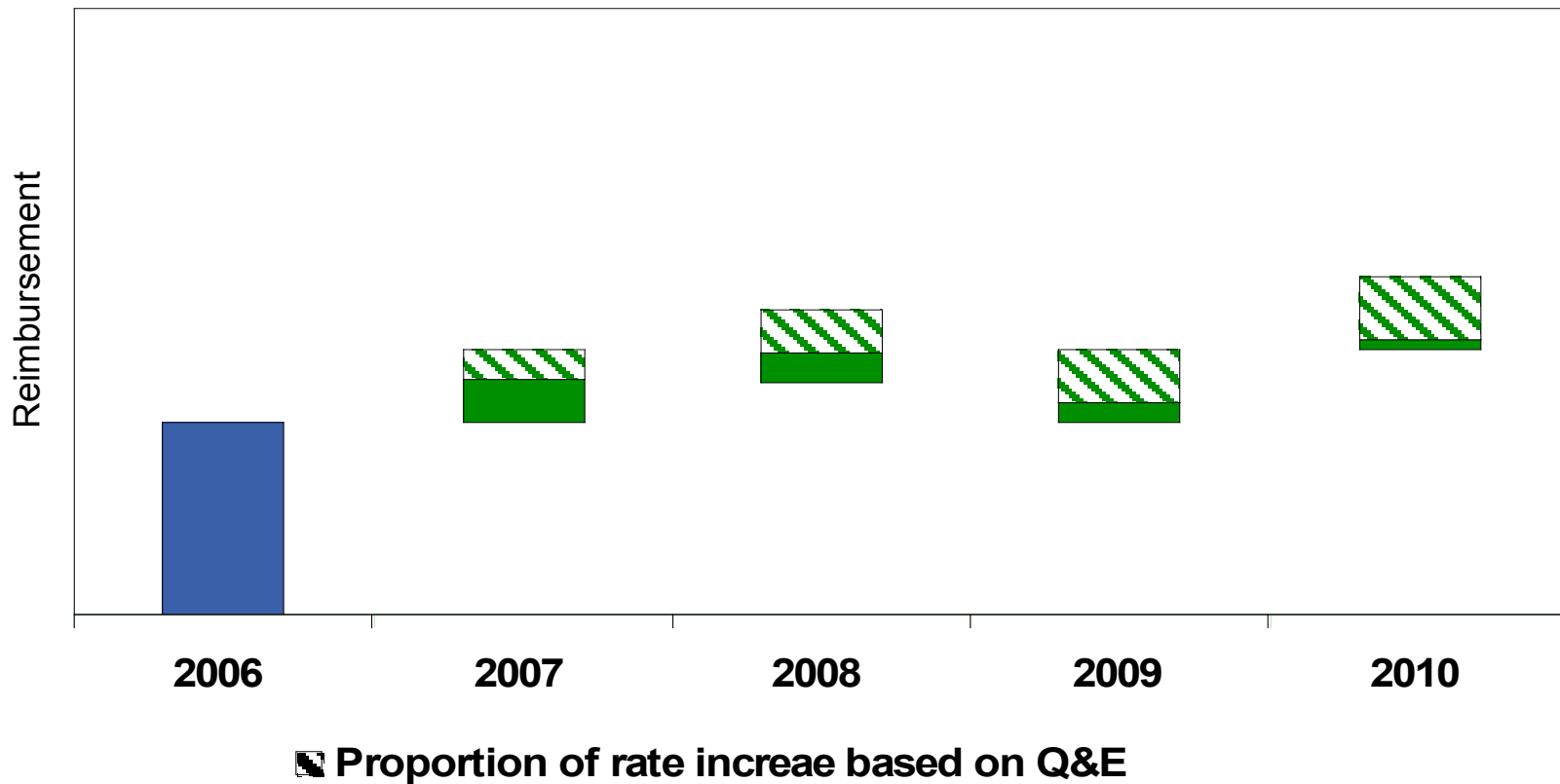
- Direct incentives
  - Rational value = Q&E (budget neutrality)
  - Market share
  - P4P → Performance-based contracting
- Indirect incentives
  - Administrative simplicity

# Performance-based Contracting Model

UnitedHealthcare®

6

## Fee Schedule Increases



# High-Performance Networks

UnitedHealthcare®

7

- Premium (value) designation
- Differential benefits
- Preferential marketing

**Thank you.**