

Payment for Value with Bundles

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VP Provider Engagement & Contracting



Health · Dental · Vision · Life · Disability

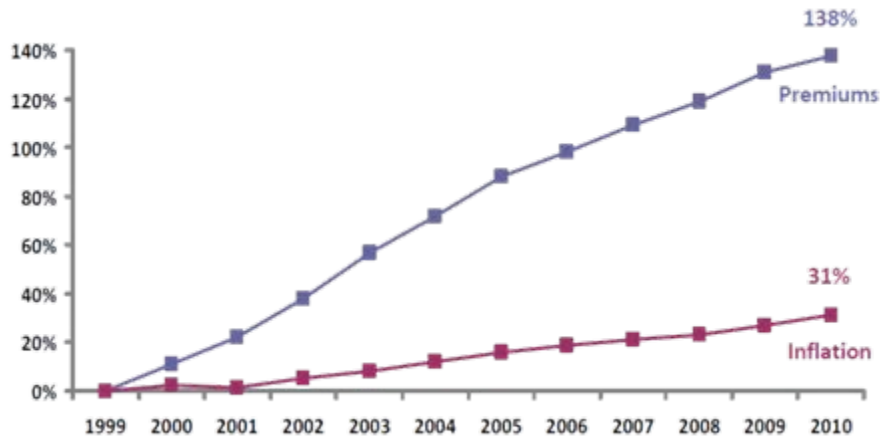
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Health Care in Wisconsin



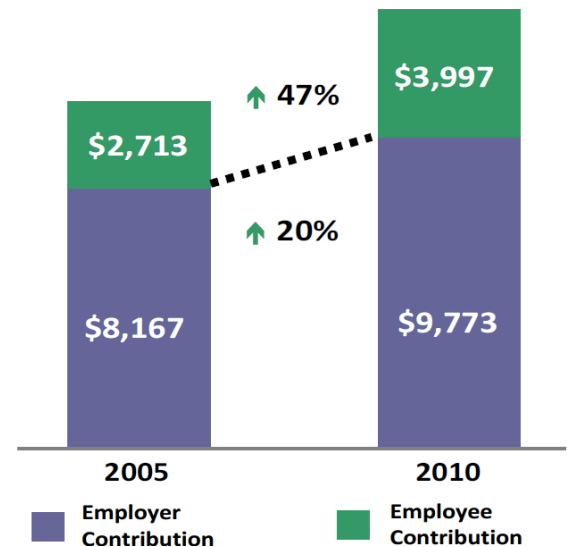
- Local, regional & national players
- Integrated delivery systems
- Provider-owned HMO model strong
- Multiple insurers actively competing for business

Health Care Costs



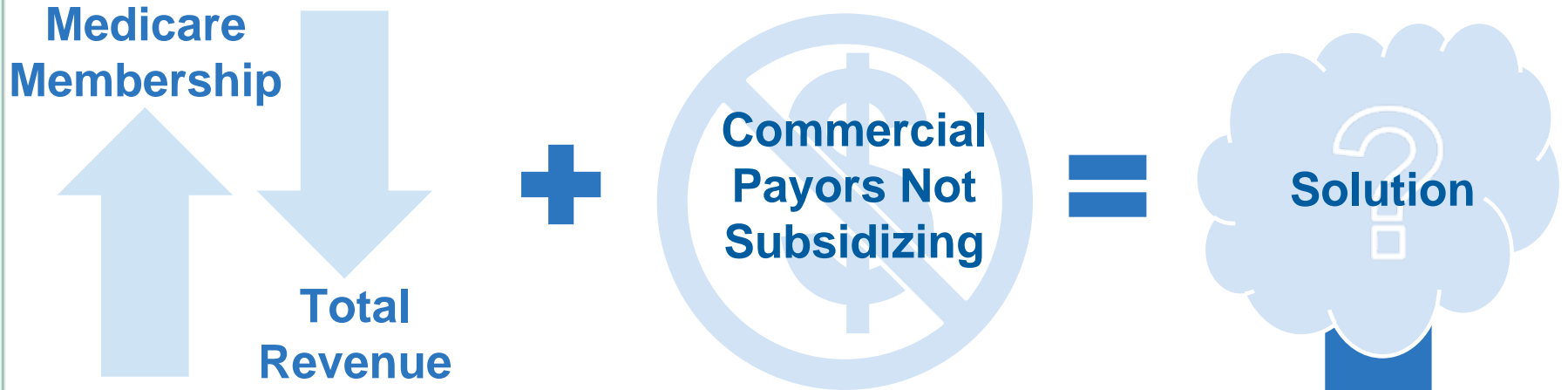
Premiums exceeding inflation → Employer groups looking for solutions

Only so much cost shifting & cost sharing possible



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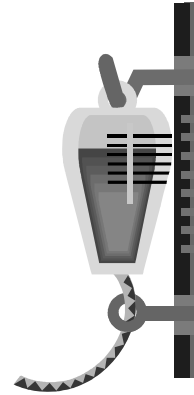
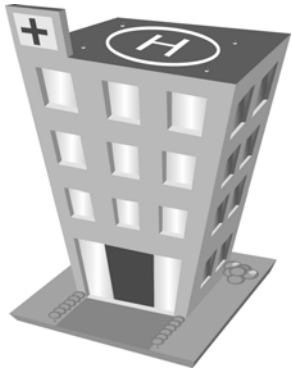
Provider Perspective



- Lowers Cost (Payor & Patient)
- Improves Quality
- Engages Provider Via Improved Margins



How does the bundled payment work?



How does the bundled payment work?



Why Bundled Payments? *Innovation Opportunity*

	Bundles
Quality	✓
Cost	✓
Risk Share & Margin Opportunity	✓

Bundle Providers



3 T's

Trust

Transparency

Total Cost of Care

Key Ingredients



**Collaboration &
Data Exchange**



Communication



**High Quality,
Lower Cost**

Lessons Learned



PHYSICIANS

Concern:

- Outcomes & compliance

Actions:

- Proactive communication
- Setting expectations

PAYORS

Concern:

- Claims processing

Actions:

- Consider alternatives (with / without PT)
- Design benefits in favor of patient
- Clearly define codes in the bundle

