



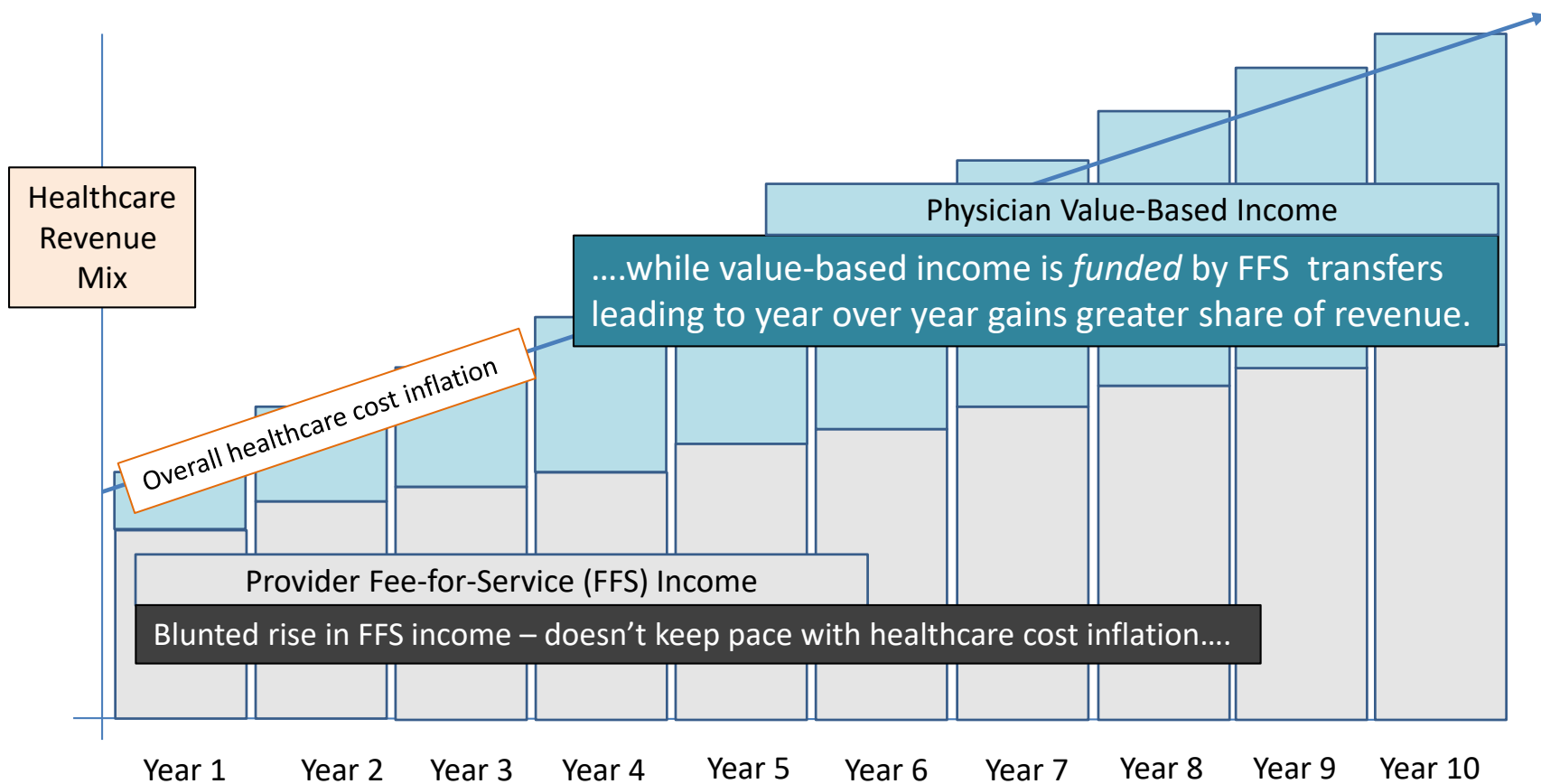
Provider Engagement & Community Involvement

PHA Forum 2019:

Creating Value Through Engagement & Social Determinant Levers

Patient Centered.
Physician Led.

Revenue linked to health outcomes



What Does This Mean for the Providers?

Where This Is Headed

One Size Fits All Contracts

- Disconnect from physician work effort

Providers are a Commodity

- No physician input into definitions of “value”
- Measures are opaque
- Measures are not actionable

No New Money

- Financial double jeopardy
- Lagging fee-for-service increases are “financing” VBC contracts

Fragmented – small physician panels

- Statistically dubious

EHR original sin

Disservice to patients

An Alternative?

Negotiate Tailored Contracts

- Truly value-based: quality/utilization
- Based on what physicians can control
- Appropriate work effort recognition

Provider Leadership/Seat at the Table

- Define value/develop the interventions at the local level
- Access to measures/actionable basis
- Transparency

Maximize FFS and VBC

- And accept the right risk: gain sharing other upsides, then... greater risk

Coordinated – population panels

- 100,000 “covered lives”

Pool data across multiple EHRs

Patients first



Commitment to Quality with Economic Efficiencies



Meaningful Physician Leadership



Funds Flow



Credentialing



Performance Improvement



Contracting

Physician-Led
Clinically Integrated Network

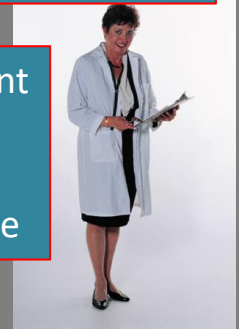
Guidelines & Protocols



High Cost CIN Enablers

Data Management, Sharing, Review and Insights Agnostic to EHR vendor

Care Management Personnel in a Team-Based Approach to Care



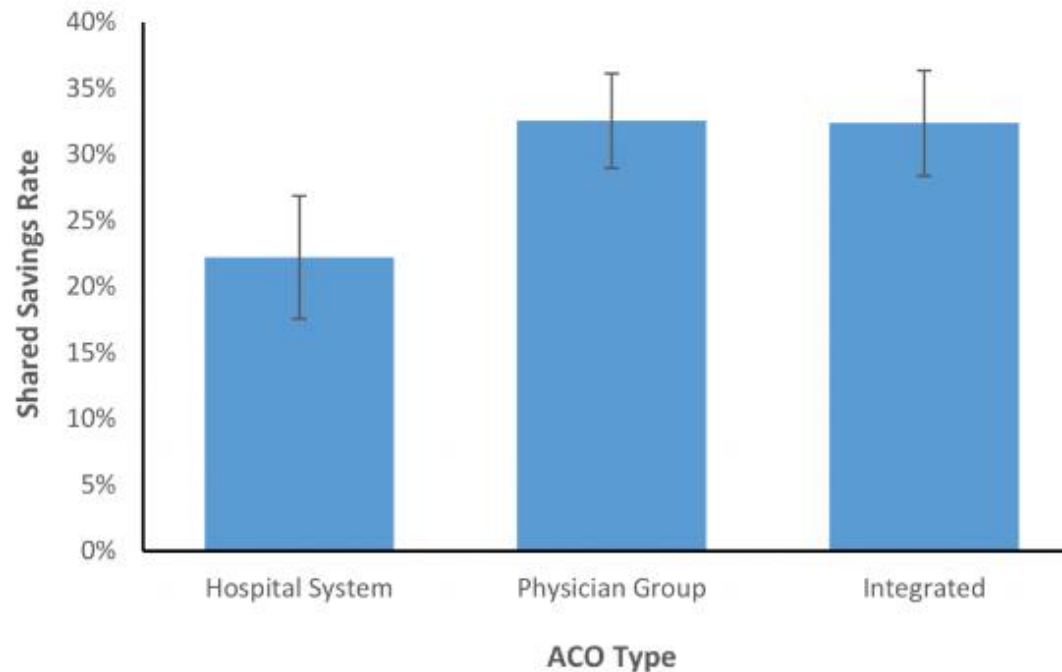
High Likelihood of Success

Medicare Accountable Care Organization Results For 2015: The Journey To Better Quality And Lower Costs Continues

David Muhlestein, Robert Saunders, and Mark McClellan

September 9, 2016

Exhibit 7. Rate Of Shared Savings Bonus For Different Types Of ACOs (Hospital Systems, Physician Groups, Or Integrated)



The PHA Value-Action Shop?

The Providers “get it.”

- Including doctors in independent practice

Applications of “population health” in the real world:

- Clinically Integrated Networks and Value-Based Care Contracts
 - Education necessary, not sufficient
 - Engagement is the outcome, not the input.