



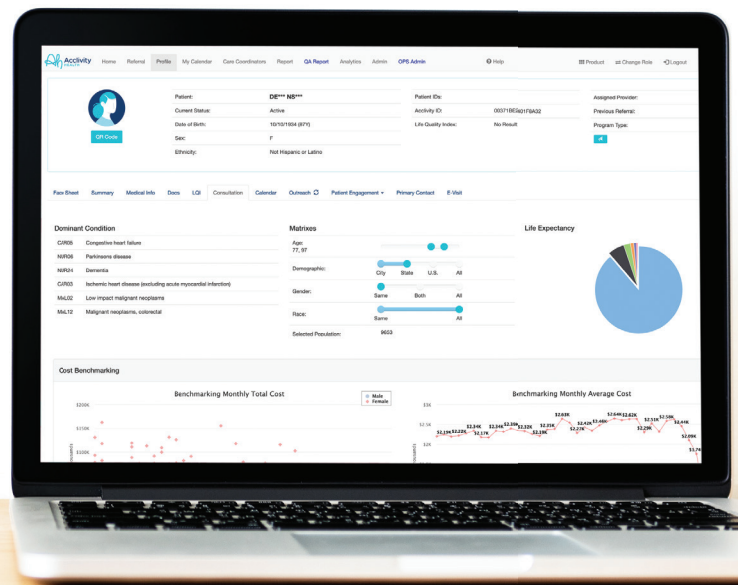
5 Strategies to Value Based Care Success

Simple strategies that are critical to long-term success

The healthcare industry has struggled to move from a fee-for-service payment model to a value-based care model. To be fair, Value-based care (VBC) provides some obvious challenges like:

- Value Based Care requires being open to change.
- The terms of VBC contracts can be hard to understand.
- The quality and cost metrics in most contracts can seem difficult to meet
- Monitoring metrics requires accurate data and investment in new technology
- New VBC technology requires training

Despite the challenges, the question is not if VBC will become the standard payment model but when. Application of these 5 key strategies are critical to long-term success.



1

Negotiate realistic contracts

Negotiating a realistic contract can be challenging because the objectives of a practice and a payer are different. You want to ensure reimbursement that encourages the best quality care and outcomes for your patients. The payer wants to limit their financial liability and transfer a significant part of financial risk to the provider. It's critical to work together to develop a payment model that:

- Provide realistic capitation/reimbursement schedules that correspond with the risk/utilization profiles
- Ensures access to utilization data for the patient panel to efficiently use your limited resources
- Focuses on care quality metrics that you can realistically monitor and manage
- Utilizes financial performance metrics, such as MLR targets, in which the payer shares the algorithms
- Aligns with your financial and patient care goals to secure buy-in from the physicians in your practices

2

Coordinate care

Today's healthcare system is fragmented. Too often clinicians only have access to the health data they collect themselves. Most of the time they don't know when other providers have seen their patients. Which means they don't know what treatments and whether patients are complying with their prescribed treatments. They also aren't aware of how many trips they've taken to the ED, or even whether they've been hospitalized.

One way to coordinate care is to build collaborating opportunities with referral partners. This can include medical specialists such as skilled nursing facilities, hospice, home health or palliative organizations. You can automate this collaborative process by investing in technology like Acclivity Health. Which is a connected care platform that enables you to share patient data for timely and seamless transitions.

3

Ensure new technology integrates with your EHR system

Your practice may suffer from workflow inefficiencies unless your technology platforms are interoperable. Integrated technology means that the data in one system can be accessed and utilized on another. It improves your ability to inform clinical decision-making, monitor at-risk patients, and provide timely and appropriate care. This simplifies managing quality and utilization metrics to increase opportunities for shared savings and bonuses.

4

Update practice workflows and analytics capabilities

The wrong technology can reduce your face-to-face time with patients. When investing in new technology, evaluate the workflows for efficiency and choose options that provide enhancements, such as “face sheets” that are easy to read at a glance. Also include risk analyses, patient referral support, and HCC updates to keep your risk scores current. The goal being to ensure accurate reimbursement and notifications when a patient is ready for another level of care.

5

Develop actionable insights

If you've collected patient data through your EHR but have no way to analyze and act on it, you may struggle to meet the requirements of your VBC contracts. State-of-the-art analytics platforms can provide clarity about what is going on with your patient population and help you act on it. The right solution will help you manage and act on chronically and seriously ill patients. Ensure the right care for these patients is vital to lowering patient costs and VBC success.



Find success with Value-Based Care

The strategies we've laid out can help you maximize your success in VBC, as well as greater overall operational efficiency. For a comprehensive view of your patients' entire medical journey, consider the Acclivity Platform. Acclivity consolidates all claims, patient info, financial data, provider data, labs, pharmacy data, membership data, and scheduling data into easy-to-read reports and actionable data notifications that integrate directly to your EHR.

The Acclivity Platform also has unique ability to integrate your patient data with Data at the Point of Care (DPC), a CMS program that provides access to over three years of Part A, B, and D claims data on Medicare patients.

To learn more about how we can help you succeed in Value-Based Care, or to schedule a Demo, please contact us at info@acclivityhealth.com or call 904 562 1368.

