



Prepare Your Hospice for Success with Value-Based Insurance Design

Beginning in 2022, 13 Medicare Advantage Organizations (MAOs) in 20 states and Puerto Rico will be participating in the CMS Hospice Benefit Option for Value-Based Insurance Design (VBID). VBID, also known as the “Hospice Carve-In,” will move coverage for hospice care under the payment responsibility of these MAOs, creating an opportunity for hospice organizations in their markets to become part of an interconnected community, with direct access to timely referrals and future innovation opportunities.

TAKE ADVANTAGE OF THE HOSPICE CARVE-IN

To take advantage of this opportunity, now is the time to think about how you might partner with an eligible MAO in your area. Here's how:

- 1 Evaluate what you're doing now and what is necessary to become eligible for participation, which may require diversifying to include non-hospice services and payment options.
- 2 Assess your strengths and challenges. Then create a business plan for any diversification efforts you need to make, addressing areas of development, value, risk, and timing.
- 3 Conduct conversations and build connections with MAOs that demonstrate the value they will gain through a partnership.
- 4 Operationalize the plan so it meets everyone's needs — the patients', yours, the MAO's — collaboratively while remaining flexible and accountable.

HOW ACCLIVITY CAN HELP MOVE YOUR HOSPICE FORWARD

Acclivity Health's sole focus is to help ensure that patients with serious illness get the right level of care at the right time. We've partnered with many healthcare organizations to create the network effect required to coordinate care, working with almost 200 hospices and providers across 50 states and 19 payers and healthcare systems.

Because of these relationships and the high-level patient analytics we offer, we are uniquely qualified to help you get ready for the VBID Hospice Benefit Option, gain access to decision makers at the MAOs, negotiate your contract, and maximize its value.

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EMPOWER YOUR HOSPICE TO CREATE POSITIVE CHANGE

When you begin conversations with your area MAOs, you need to be able to convince them you are prepared logistically to operate as a reliable and responsive partner in their network. With the Acclivity platform and our expert consultation, your hospice has a complete tool set to make that claim, giving you access to:

- **MAO market investigation and introductions:** to assist you in outreach to MAOs
- **Contracting recommendations:** to maximize your value-based opportunities
- **Insight on hospice quality standards:** to recommend for network inclusion
- **The most comprehensive, multi-level patient data:** to gain a holistic view of each patient over time
- **Actionable insights translated into workflows:** to provide proactive recommendations for referral and engage the full interdisciplinary team
- **Palliative Performance Scores (PPS):** to inform palliative care interventions and hospice eligibility
- **Data sharing capabilities:** to enable communication between disparate EHR systems
- **Automated referrals:** to ensure timely transitions of care
- **Innovative clinical care models:** to effectively meet specific patient needs
- **Quality dashboards:** to monitor quality and process metrics
- **Business planning and clinical transformation:** to support clinical innovation and build, as needed

With Acclivity, you'll have everything you need to get to the right people at participating MAOs, negotiate good contracts, remain viable, scale, and consistently achieve better clinical results under your value-based contract arrangements.

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

