Diving Deeper into Financial and Utilization Impacts:

An ACO Cohort Study of COVID-19 Episodes

SALIENT® HEALTHCARE

A Division of Salient Management Company

Speakers

Amy H. Kotch, MHA
Principal Business Consultant

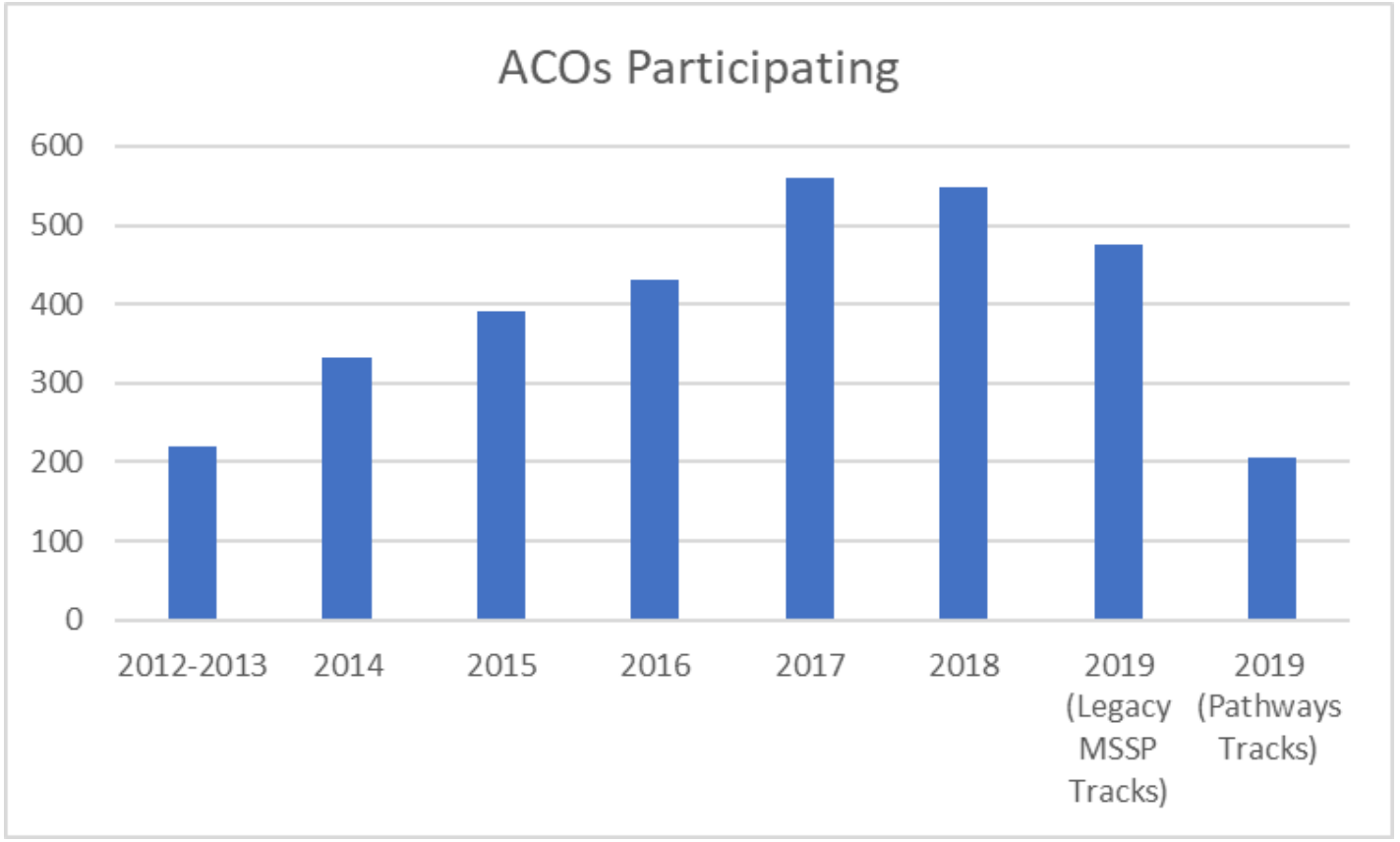
Maria Nikol, MJ
Sr. Business Consultant

SALIENT® HEALTHCARE
A Division of Salient Management Company

Agenda

- Pre-COVID 2019 Status
- COVID-19 2020 Impacts
- CMS Decisions and Responses
- 2021 Expectations

Pre-COVID: 2019 Status

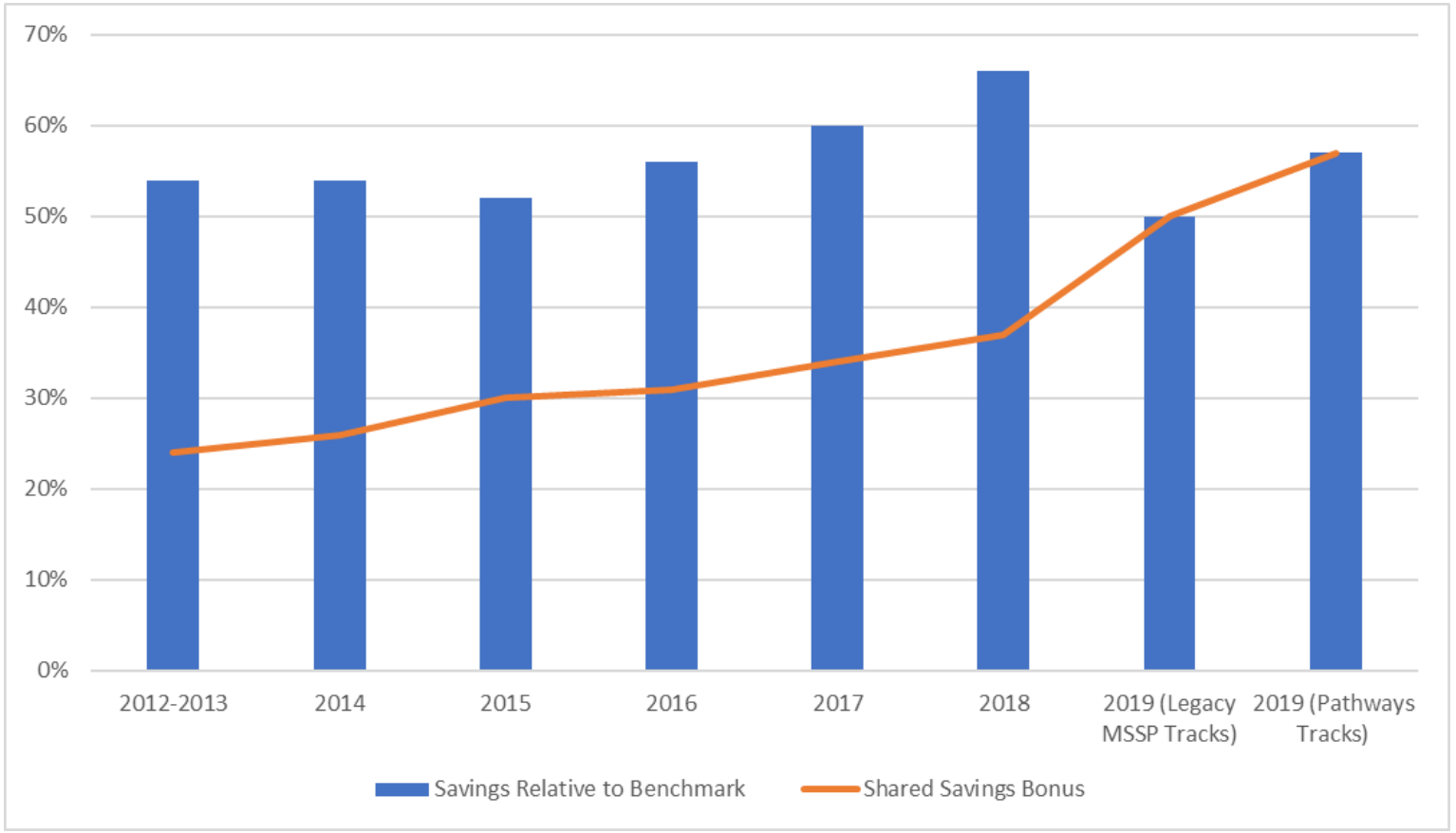


SALIENT® HEALTHCARE

A Division of Salient Management Company

Source: https://www.healthaffairs.org/do/10.1377/hblog20201016.884678/full/

Pre-COVID: 2019 Status

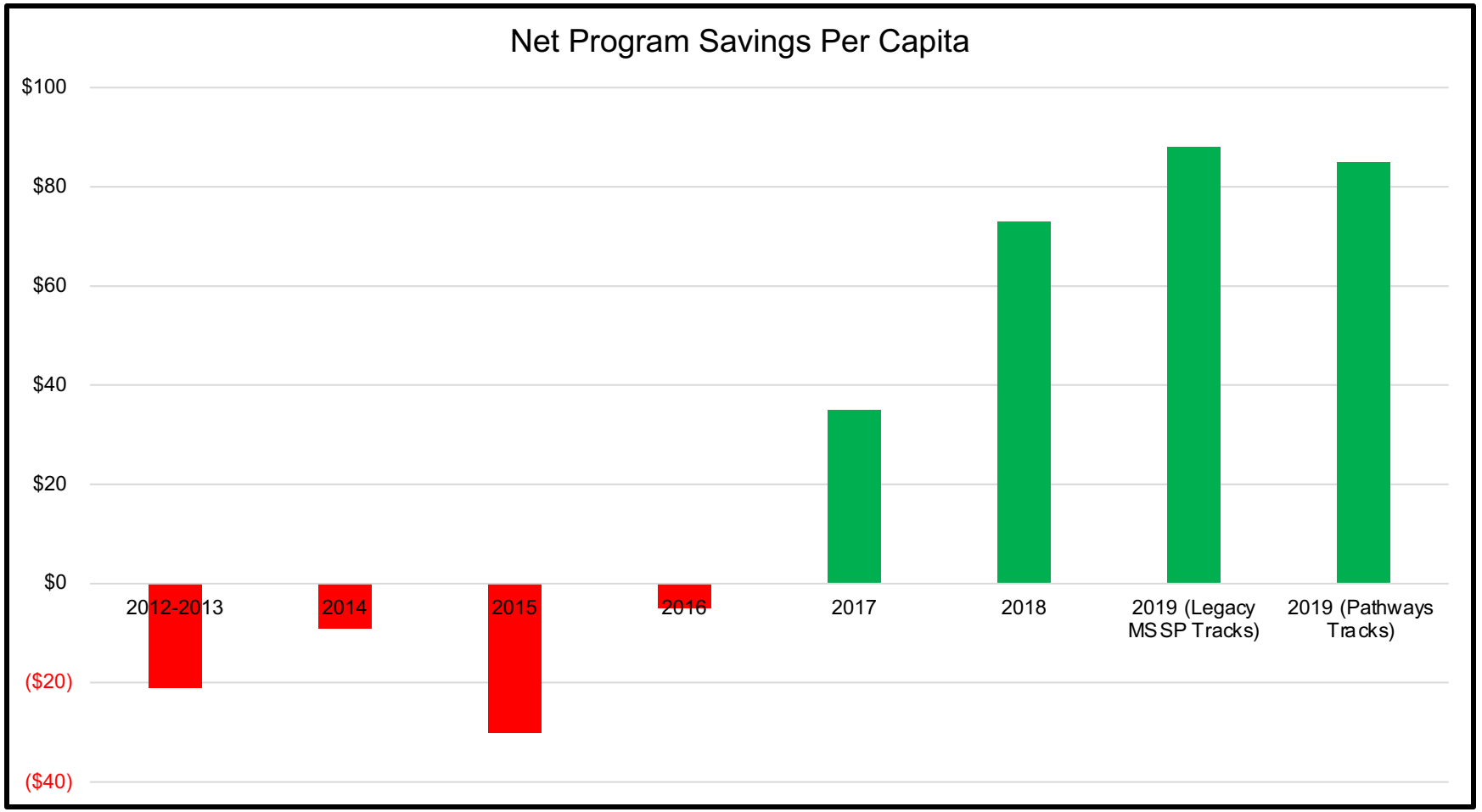


SALIENT® HEALTHCARE

A Division of Salient Management Company

Source: https://www.healthaffairs.org/do/10.1377/hblog20201016.884678/full/

Pre-COVID: 2019 Status



SALIENT HEALTHCARE

A Division of Salient Management Company

Source: https://www.healthaffairs.org/do/10.1377/hblog20201016.884678/full/

The Cohort Study

2019
n=89,494

2019 All MSSP:
10.9B

ProHealth Care

ACO Health Partners
A HealthLynked Company

Rocky Mountain
Accountable Health Network

CCPM
COMMUNITY CARE
PARTNERSHIP OF MAINE

CURA HEALTH
MANAGEMENT

MEDICAL CONSULTANTS
MANAGEMENT

SALIENT HEALTHCARE
A Division of Salient Management Company

Bluestone
Physician Services

Bethesda Health
Quality Alliance
BAPTIST HEALTH SOUTH FLORIDA

Pre-COVID: 2019 Status

The average ACO in the MSSP program generated **$3.9 Million** in shared savings, however, Salient clients generated an average of **$6.4 Million** in shared savings

	Visit ER/1000	Visit IP/1000	HHA/1000	SNF/1000	Observation /1000	Hospice/1000	PCP/1000	PMPY	Benchmark
Salient Cohort	835	379	5300	79	90	760	13,864	$10,291	$12,470
All MSSP	720	326		63			9,767	$10,148	

SALIENT® HEALTHCARE

A Division of Salient Management Company

Salient cohort n=89494
All MSSP 10.9 million

…and then the pandemic came along
SALIENT® HEALTHCARE
A Division of Salient Management Company

Introduction of COVID to Medicare

Introduction of COVID to Medicare

SALIENT HEALTHCARE

A Division of Salient Management Company

Introduction of COVID to Medicare

Health Affairs

TOPICS JOURNAL BLOG

Advertisement

HEALTH AFFAIRS BLOG

RELATED TOPICS:
COVID-19 | PANDEMICS | DISEASE MANAGEMENT | PATIENT CARE | HOSPITALS | PATIENT CARE | ORGANIZATION OF CARE

To Save Staff And Supplies, Designate Specialized COVID-19 Referral Centers

Daniel Liebman, Nisarg Patel

MARCH 25, 2020

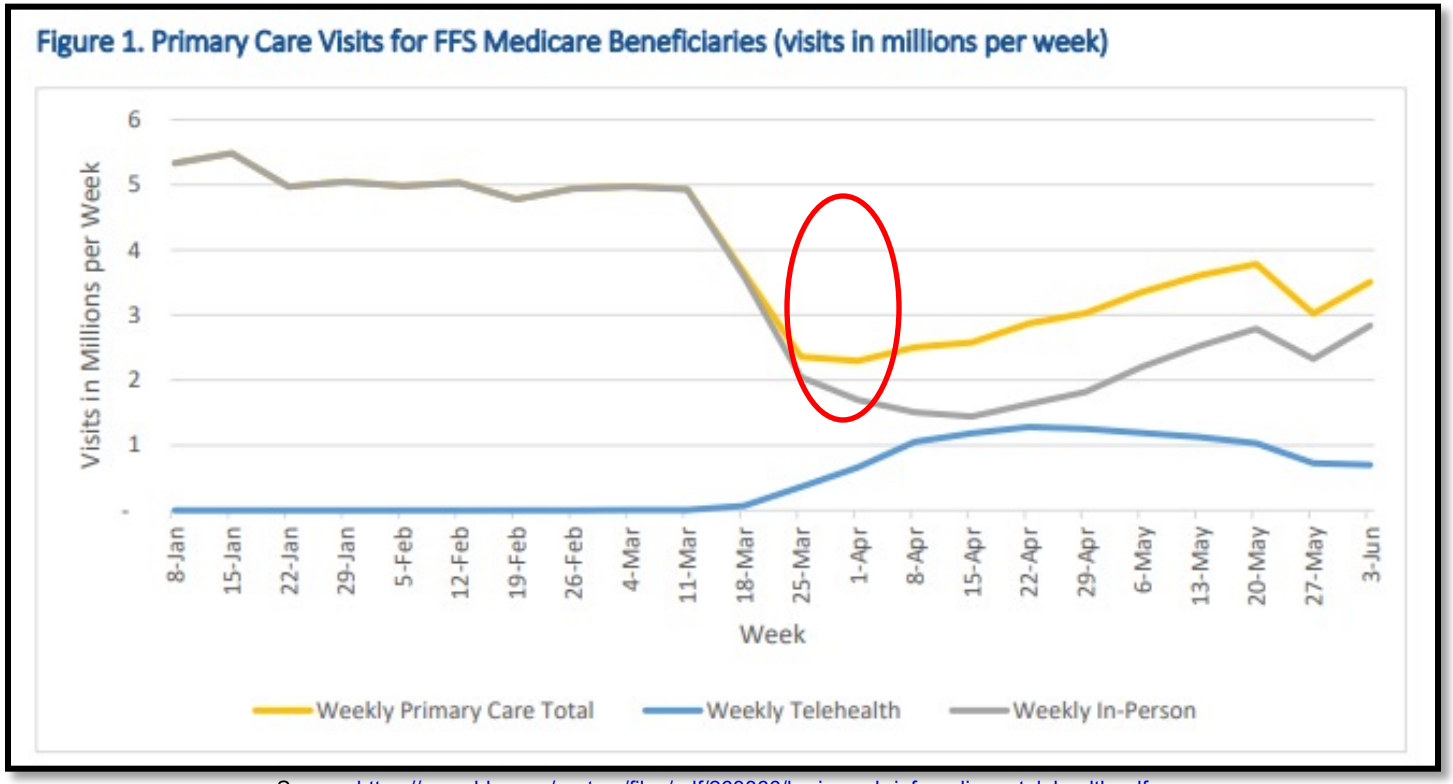
10.1377/hblog20200324.547284

SALIENT HEALTHCARE

A Division of Salient Management Company

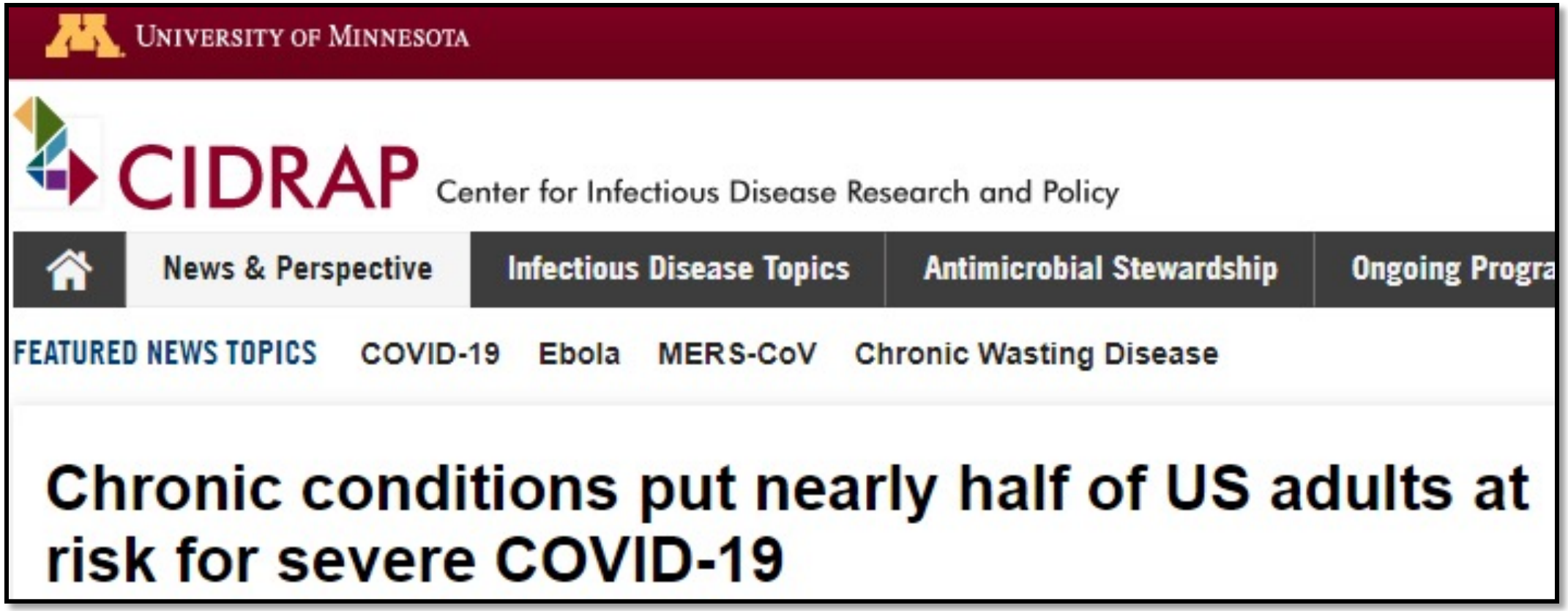
Introduction of COVID to Medicare

April: 43.5% of Medicare primary care visits were provided via telehealth



Source: https://aspe.hhs.gov/system/files/pdf/263866/hp-issue-brief-medicare-telehealth.pdf;
Medicare claims data up to June 3rd, available as of June 16

Introduction of COVID to Medicare



Introduction of COVID to Medicare

The CDC indicates that patients with certain medical conditions are at an increased risk for severe illness

At Increased Risk	Potentially At Increased Risk
Cancer	Asthma
Chronic Kidney Disease	Cerebrovascular disease
COPD	Cystic fibrosis
Down Syndrome	Hypertension
Heart Conditions (such as heart failure, coronary artery disease, or cardiomyopathies	Immunocompromised state
Immunocompromised state	Neurologic conditions, such as dementia
Obesity	Liver disease
Severe Obesity	Overweight
Pregnancy	Pulmonary fibrosis
Sickle Cell Disease	Thalassemia
Smoking	Type 1 diabetes
Type 2 Diabetes	

Source: https://www.cdc.gov/coronavirus/2019-ncov/need-extra-precautions/people-with-medical-conditions.html

Introduction of COVID to Medicare

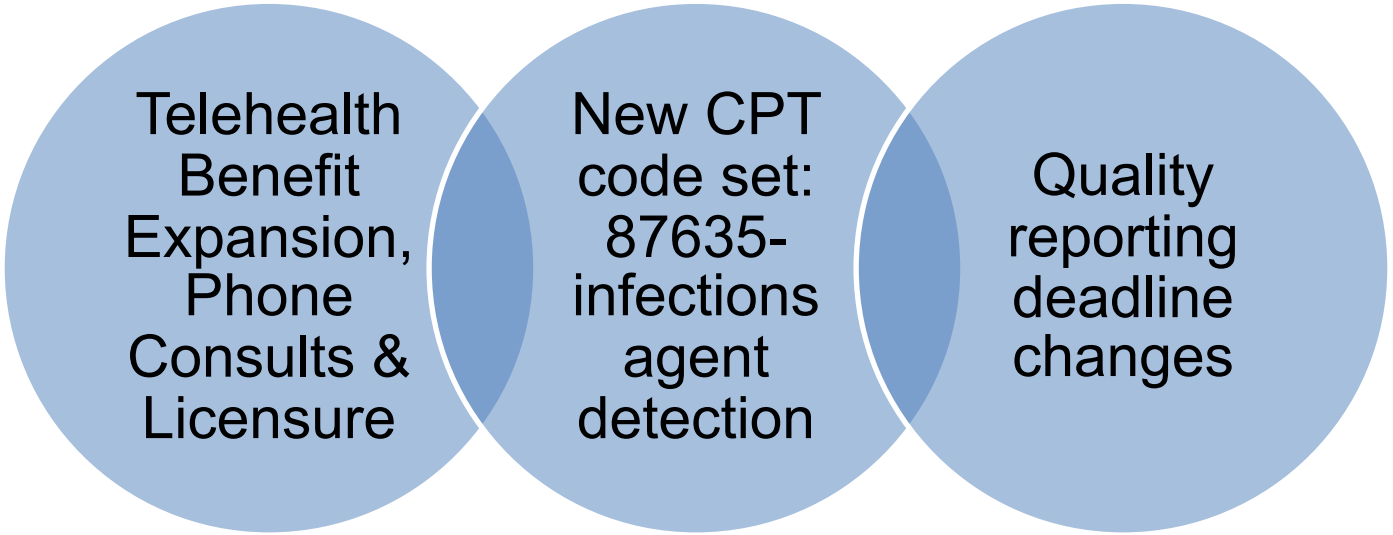
- Identifying and Reaching Out to High-Risk Patients
- Telehealth and Remote Monitoring
- Care Transitions
- Focus on Nursing Homes

… so CMS had to react

SALIENT® HEALTHCARE

A Division of Salient Management Company

CMS Response



Covid-19 and how At-Risk Organizations Will be Affected

Extreme and Uncontrollable Circumstances

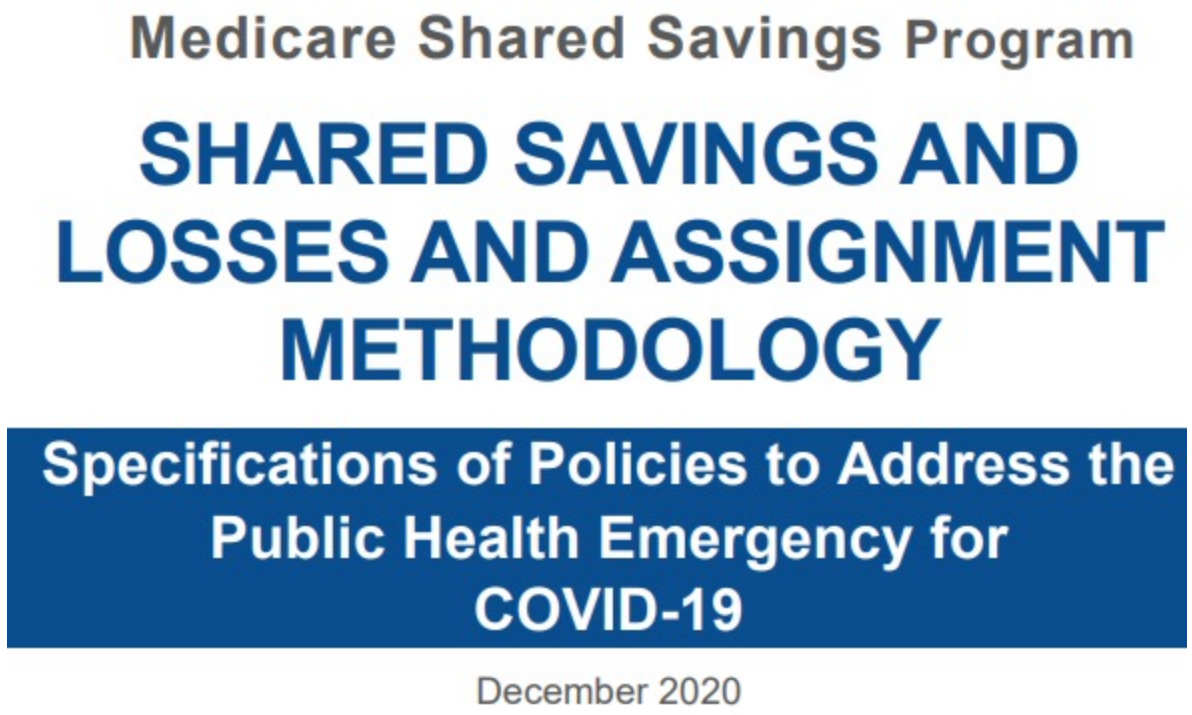
Benchmark Methodology Applied to Optional 4th Year for ACOs that elect the 1-year Extension

https://www.govinfo.gov/content/pkg/FR-2020-05-08/pdf/2020-09608.pdf

CMS Response

CMS will be excluding cost and utilization for COVID-19 episodes.

These episodes are specifically defined by flagged timeframes patients had COVID-19 inpatient services.



SALIENT HEALTHCARE
A Division of Salient Management Company

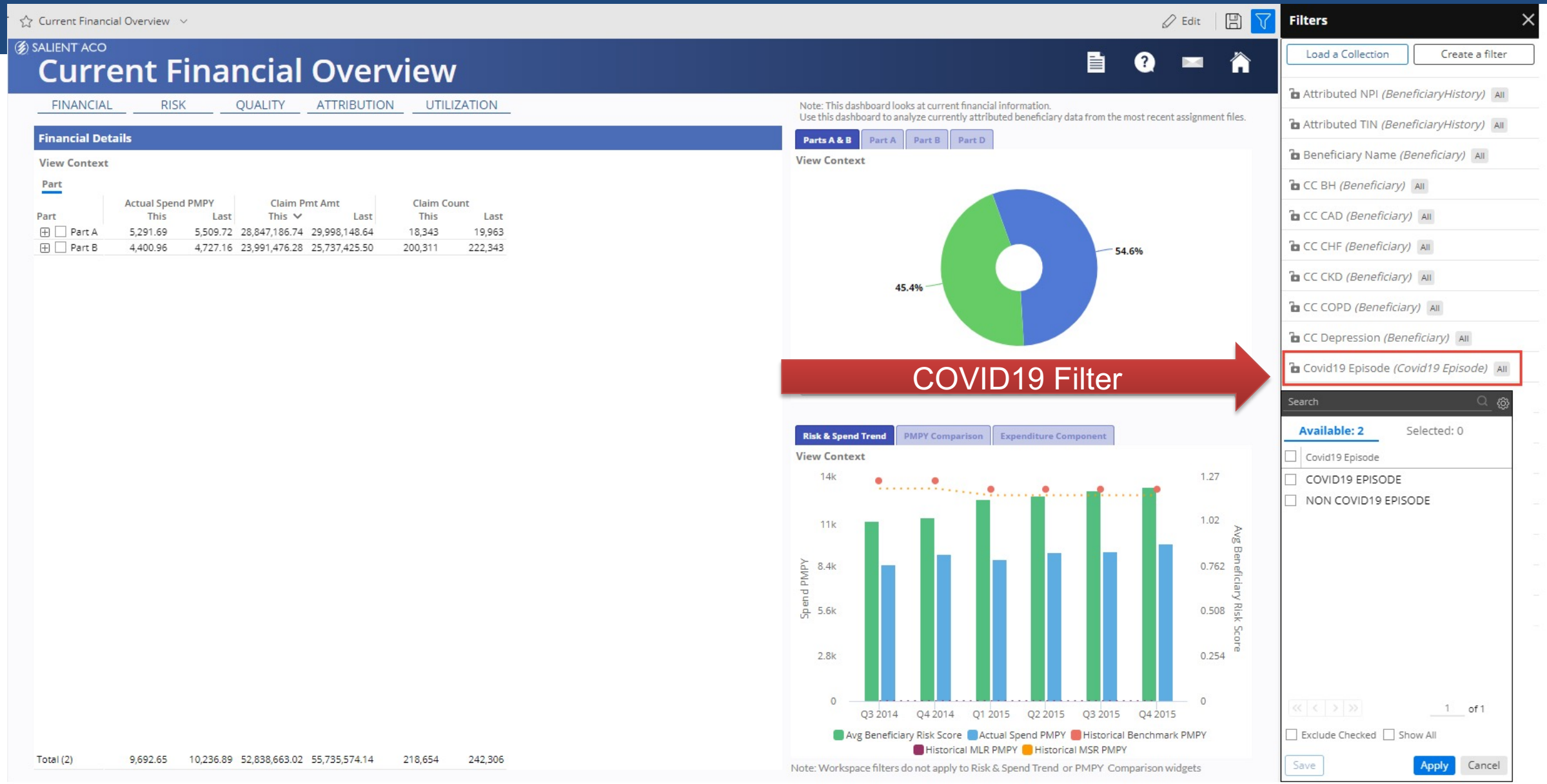
Reference: Covid-19 Episode CMS logic

… so Salient enhanced our solution to accommodate CMS regulations

SALIENT® HEALTHCARE

A Division of Salient Management Company

Data Enhancement for COVID-19



The Cohort Study

2019	2020
n=89,494	n=102,251

ProHealth Care

ACO Health Partners
A HealthLynked Company

Rocky Mountain
Accountable Health Network

CCPM
COMMUNITY CARE
PARTNERSHIP OF MAINE

CURA HEALTH
MANAGEMENT

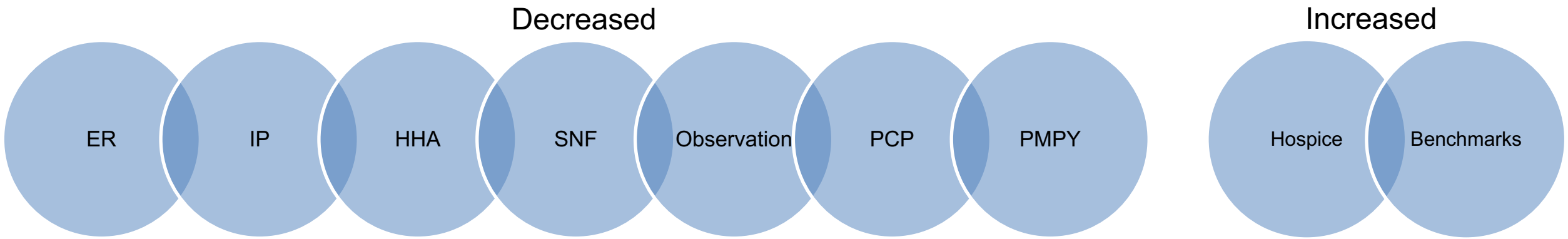
MEDICAL CONSULTANTS
MANAGEMENT

SALIENT HEALTHCARE
A Division of Salient Management Company

Bluestone
Physician Services

Bethesda Health
Quality Alliance
BAPTIST HEALTH SOUTH FLORIDA

COVID 2020 Impacts: Spend and Utilization Comparison



36.15%	• The largest decrease in utilization was in inpatient utilization
33.75%	• The second largest decrease in utilization was in home health
25.32%	• The third largest decrease in utilization was in SNF

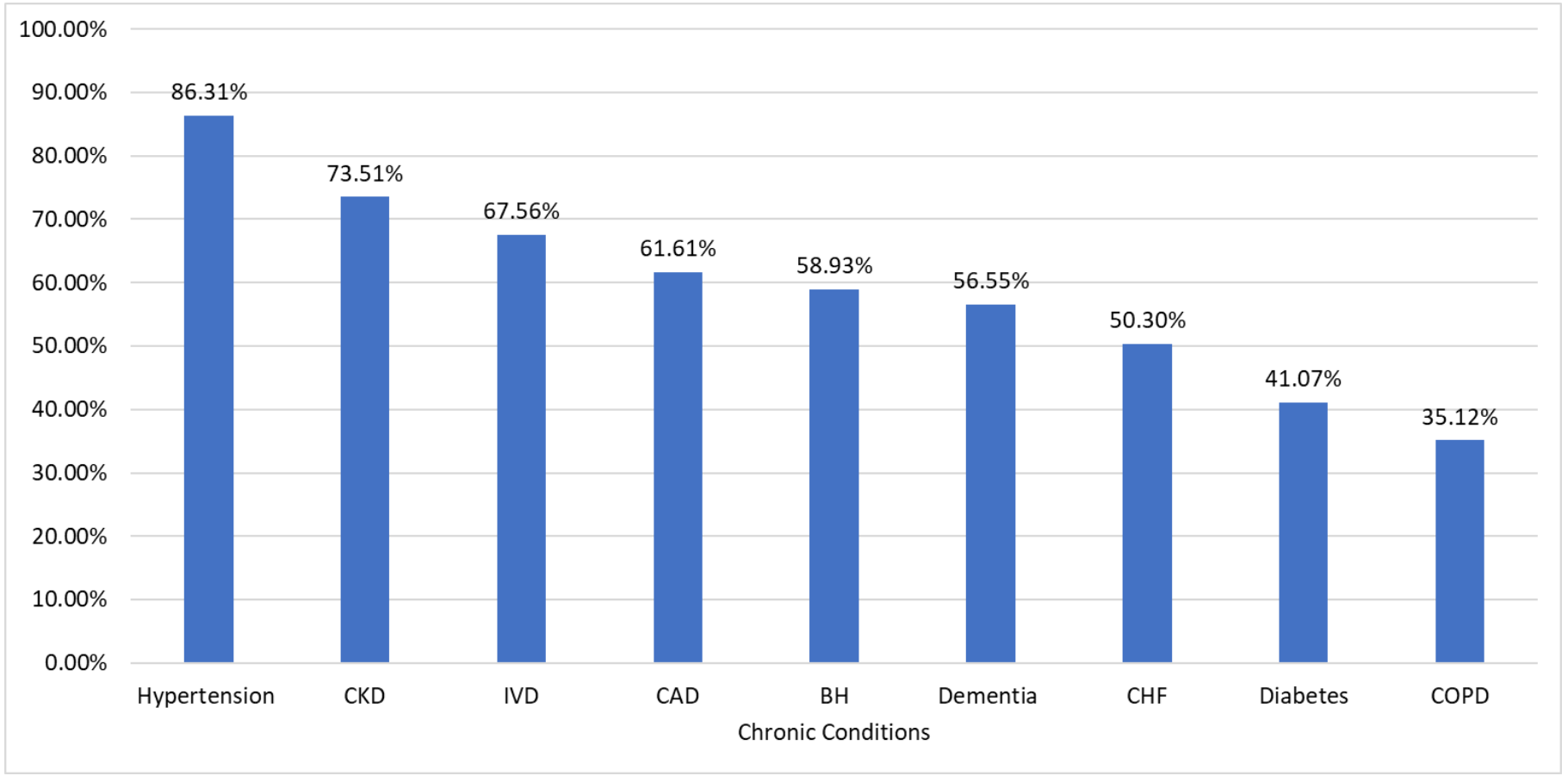
SALIENT® HEALTHCARE

A Division of Salient Management Company

COVID 2020 Impacts: Patients with COVID episode

- ~ 1% of patients were reported to have a COVID episode
- Risk scores were higher
- Costs were ~3x higher
- ~ 3% of ER utilization was due to COVID episodes
- ~ 6% of IP utilization was due to COVID episodes
- IP length of stay was ~2x higher
- Of the patients that died, ~ 5% had a COVID episode

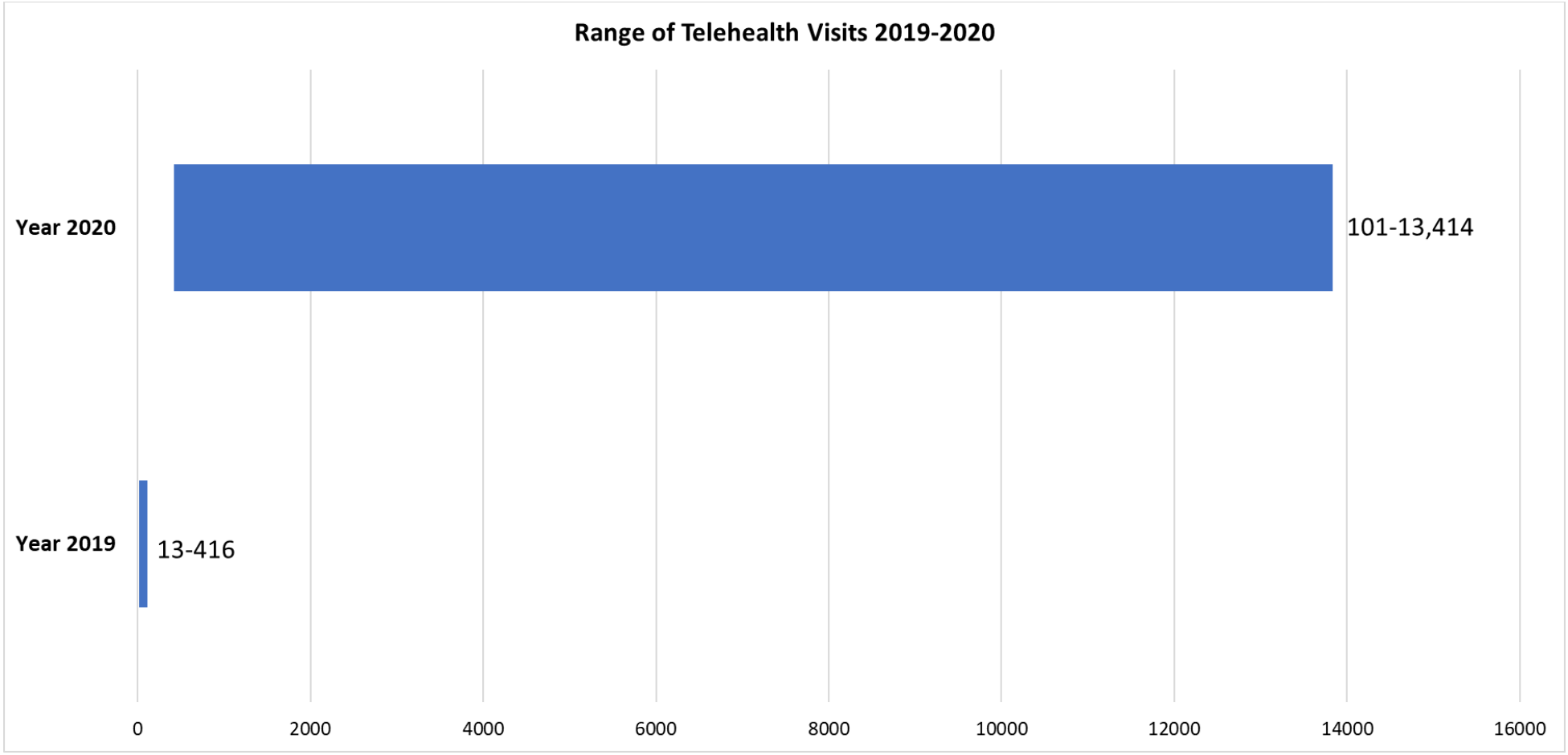
COVID 2020 Impacts: Patients Deaths with COVID Episodes



SALIENT HEALTHCARE

A Division of Salient Management Company

Telehealth



SALIENT® HEALTHCARE
A Division of Salient Management Company

2019 n= 130,149
2020 n= 142,935

… what can we expect moving forward?
SALIENT® HEALTHCARE
A Division of Salient Management Company

2021 Expectations and Beyond

- High Likelihood for Shared Savings
- Maximum cap
- Shared Savings Distributions
- Benchmarking for 2022 and Beyond
- Exacerbations

E-mail the secret word to rmackman@salient.com to enter to win an Amazon Gift Card.

SALIENT HEALTHCARE

A Division of Salient Management Company

Thank you

Questions?

Amy Holm Kotch, MHA | Principal Business Consultant
Mobile: 914.275.6531
Email: akotch@salient.com

Maria Nikol, MJ | Senior Business Consultant
Mobile: 410.812.7156
E-mail: mnikol@salient.com

SALIENT® HEALTHCARE
A Division of Salient Management Company