

Alignment and Parity Amongst the MSSP and MA Payment Models

July XX, 2019

Agenda

- About Salient
- Why is this **topic** important?
- Who is the **population**?
- What are the **similarities** and **differences**?
- What **resources** and **infrastructure** are required?
- Conclusion
- Q/A

Who is Salient Healthcare?

Salient Healthcare is focused on helping provider organizations confidently accept greater risk in their value-based contracts.

Our solutions support provider organizations of all sizes across the country managing more than 5,000,000 lives in value-based contracts with Medicare, Medicaid, and Commercial Payers.

A Division of Salient Corporation, a Performance Management Company, located in Albany, New York.



A Division of Salient Management Company

Who are the Speakers?

Craigan Gray, MD, JD, MBA; Chief Medical Officer, Salient

- Physician with over 30 years of clinical experience
- Former Medicaid Director of NC and Hospital Medical Director
- Fun Fact: Enjoys jamming with the band

Amy Kotch, MHA; Lead Business Consultant, Salient

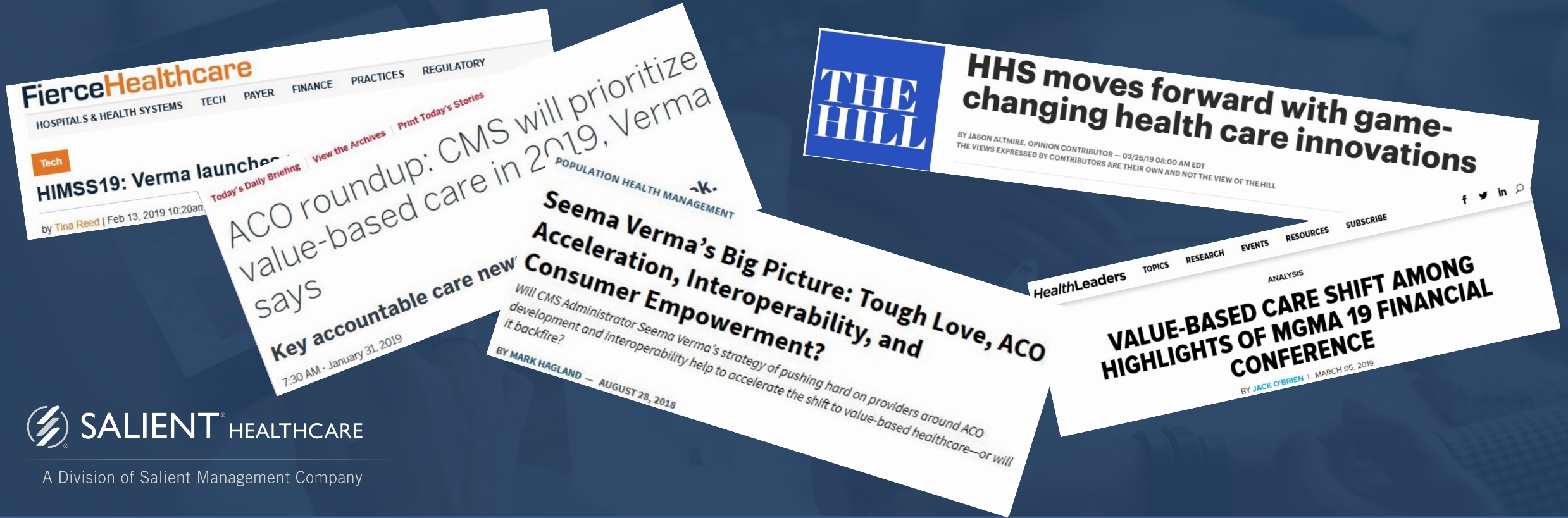
- Consultant for over 25 ACOs/ MSOs
- Received a Masters Certification in Population Health from Johns Hopkins University and Normandale Community College
- Fun fact: Advanced open-water scuba-diver

Maria Nikol, MJ; Senior Business Consultant, Salient

- 10 years of experience in healthcare operations and healthcare strategy
- Holds a Master of Jurisprudence in Health Law from Widener University and a Bachelor of Science in Pharmaceutical Marketing and Management from the University of the Sciences in Philadelphia
- Fun Fact: Figure skater

It's 2019, Where is the healthcare landscape?

- Major Evolution!
- Value-Based Programs have a long history of bipartisan support
 - Originally created by the Affordable Care Act, the Trump administration continues to support value-based programs. In March 2018, Alex Azar, Secretary of Health and Human Services said value-based care “needs to accelerate dramatically.”



It's 2019, Where is the healthcare landscape?

There is a strong need to manage the Medicare population

**4.6% growth
over 10 years**

Payments to MA plans have **2x**
between 2007-2017

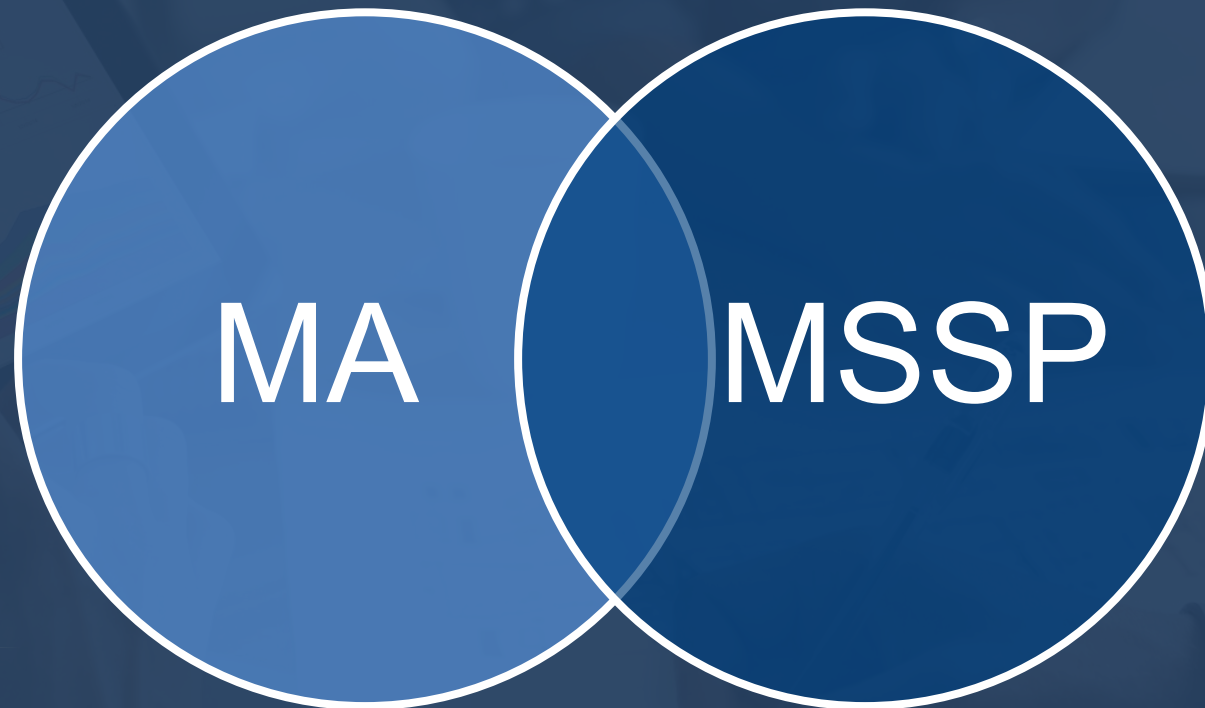


It's 2019, Where is the healthcare landscape?

Similarities and differences between the programs

Different resources and infrastructure to take on these contracts

Contract alignment when negotiating with payers



Poll Q2:

Which payer model is preferred by your organization?

Select one

- **A) Medicare ACO MSSP/Next Gen**
- **B) MA**
- **C) commercial ACO**

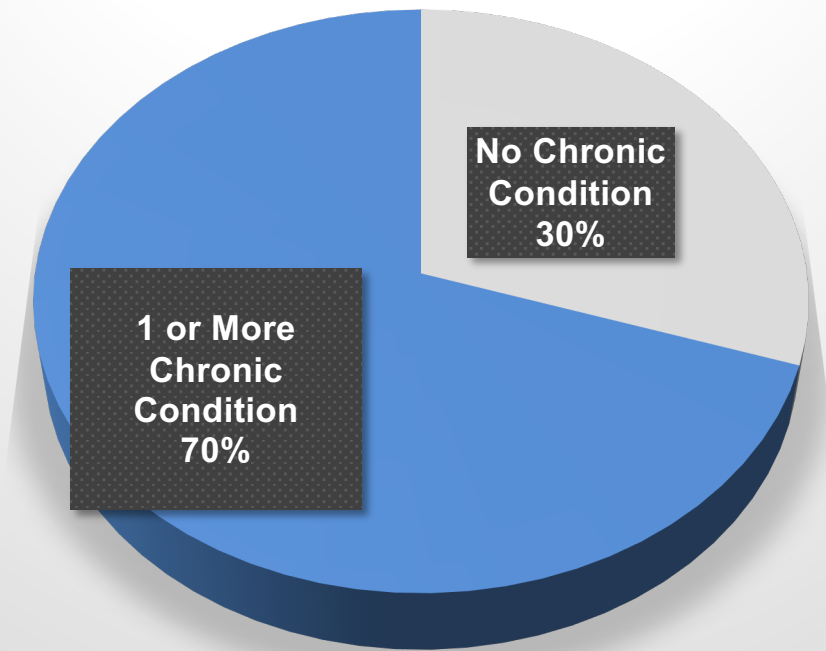


Who is the population?



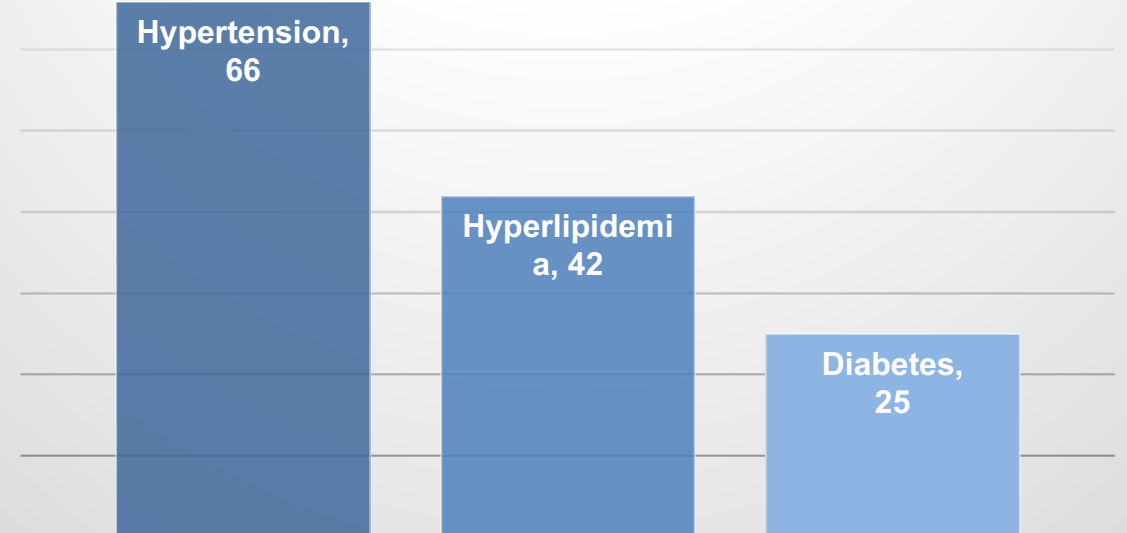
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Medicare Beneficiaries



■ No Chronic Condition ■ 1 or More Chronic Condition

Top Chronic Conditions of Medicare Beneficiaries

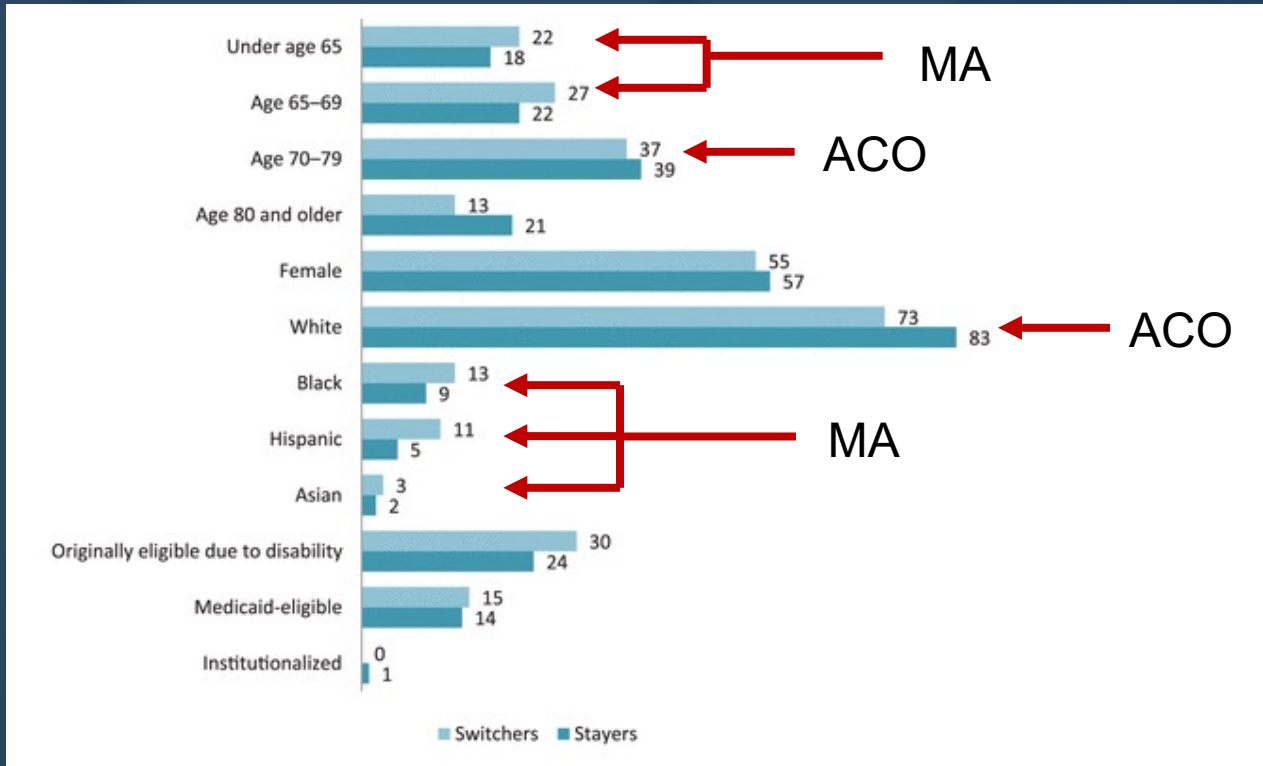


TOP CHRONIC CONDITIONS

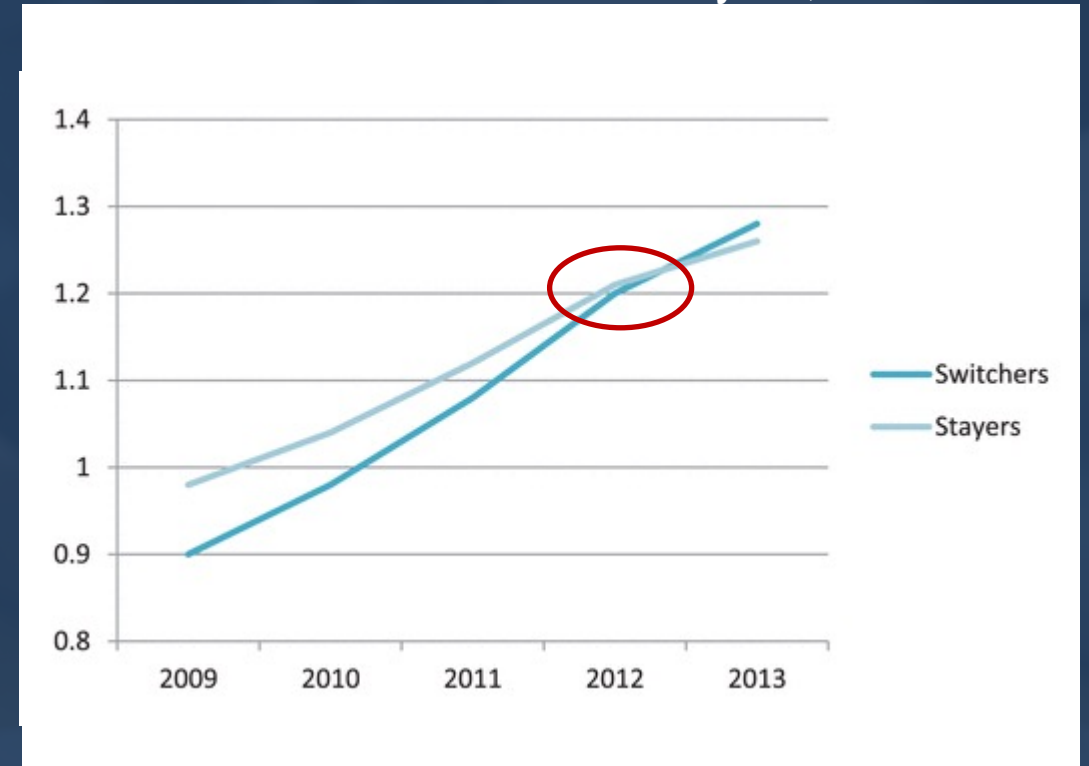
■ Hypertension ■ Hyperlipidemia ■ Diabetes

MA Patients Tend to Be Younger and Healthier

Percent of beneficiaries with certain characteristics



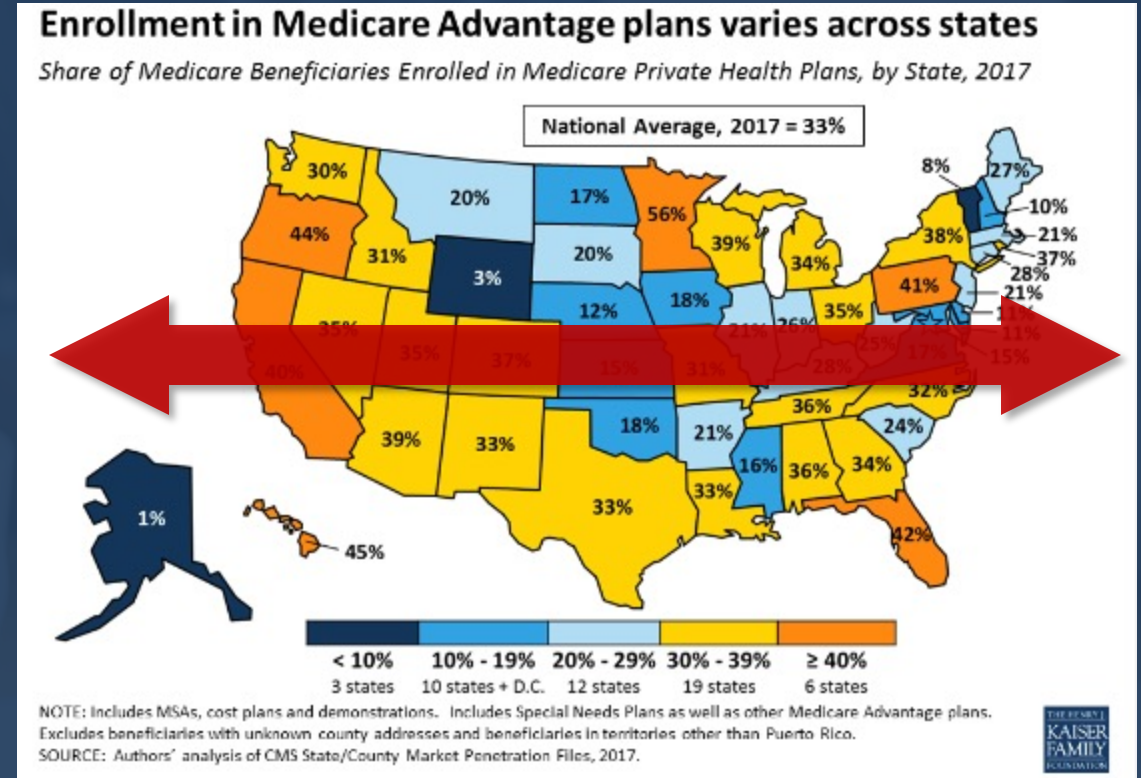
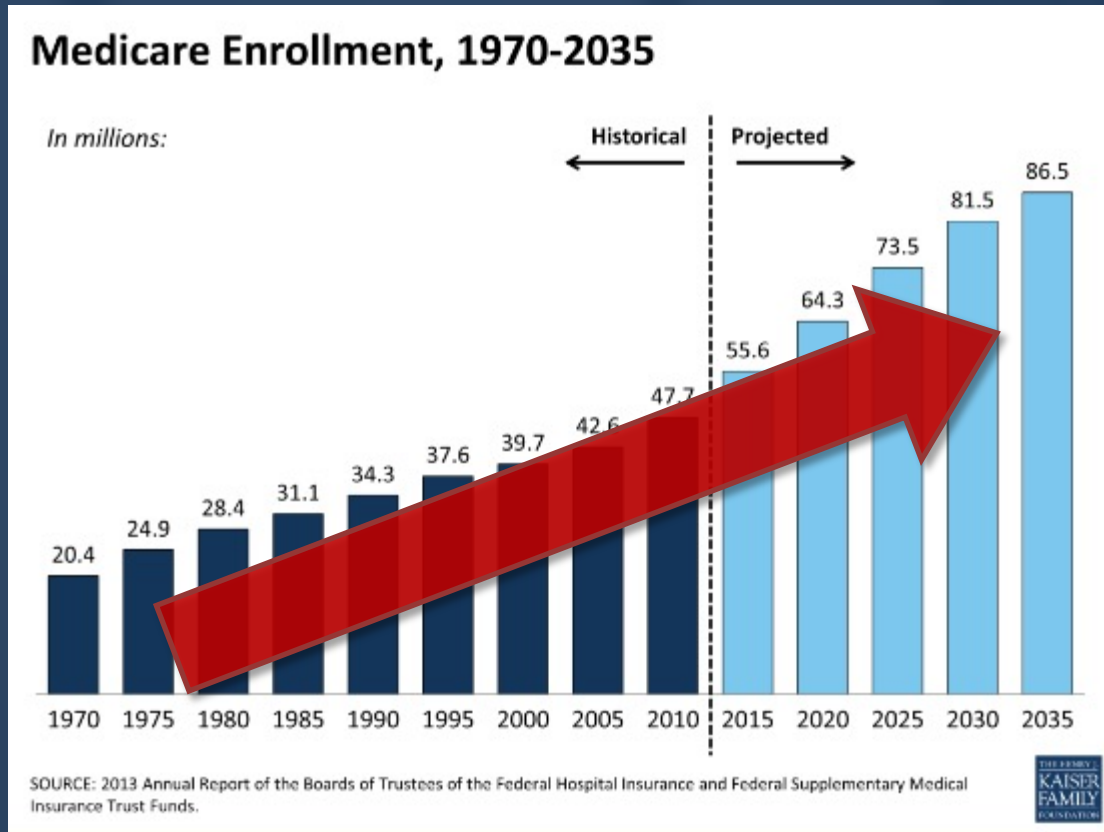
Risk scores for switchers and stayers, 2009-2013.



- Percent of beneficiaries with certain characteristics: comparing those who switch to Medicare Advantage (switchers) to those who stay in fee-for-service (stayers).
- Source. Authors' analysis of Medicare beneficiary summary file and risk adjustment data, 2008-2013.

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- <https://journals.sagepub.com/doi/figure/10.1177/0046958018788640?>

Medicare and MA Enrollment Increasing

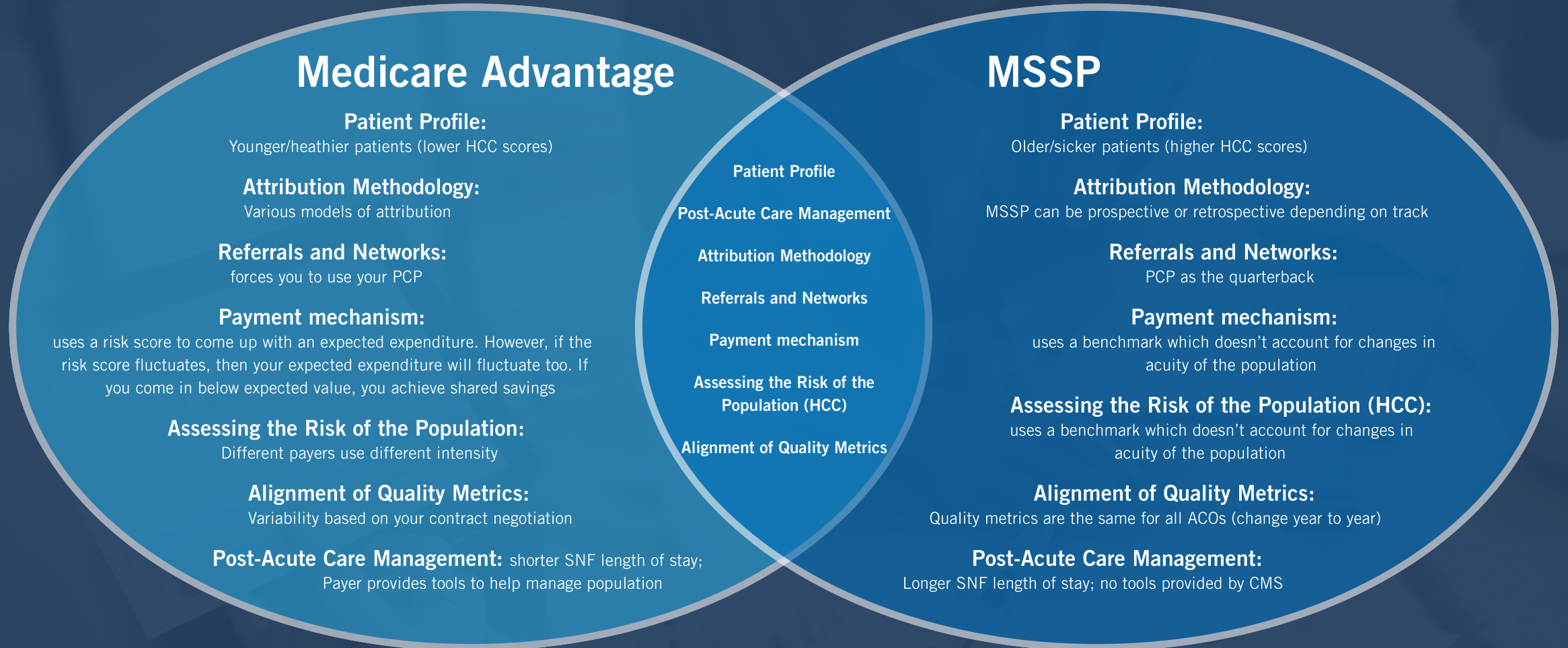


**What are the similarities
and differences?**

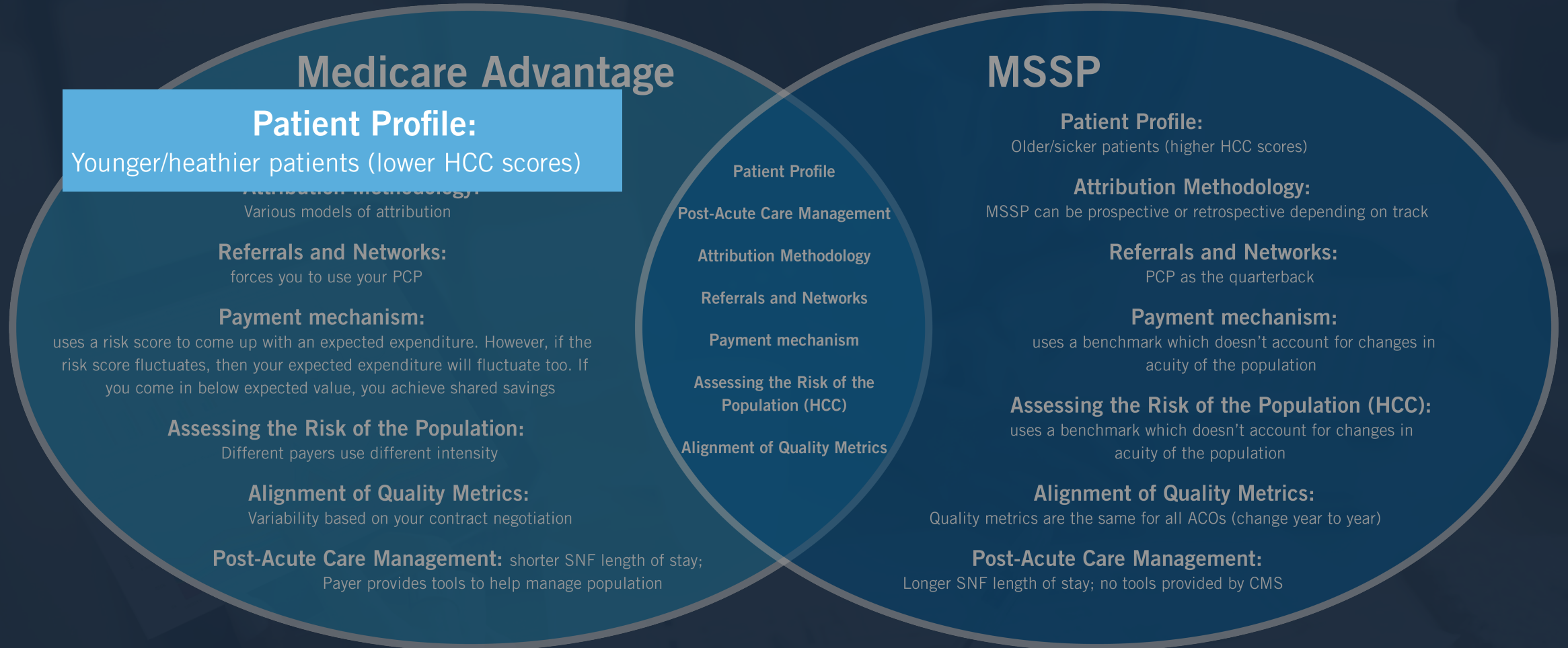
**How do you create more
alignment and parity via
contract negotiation?**



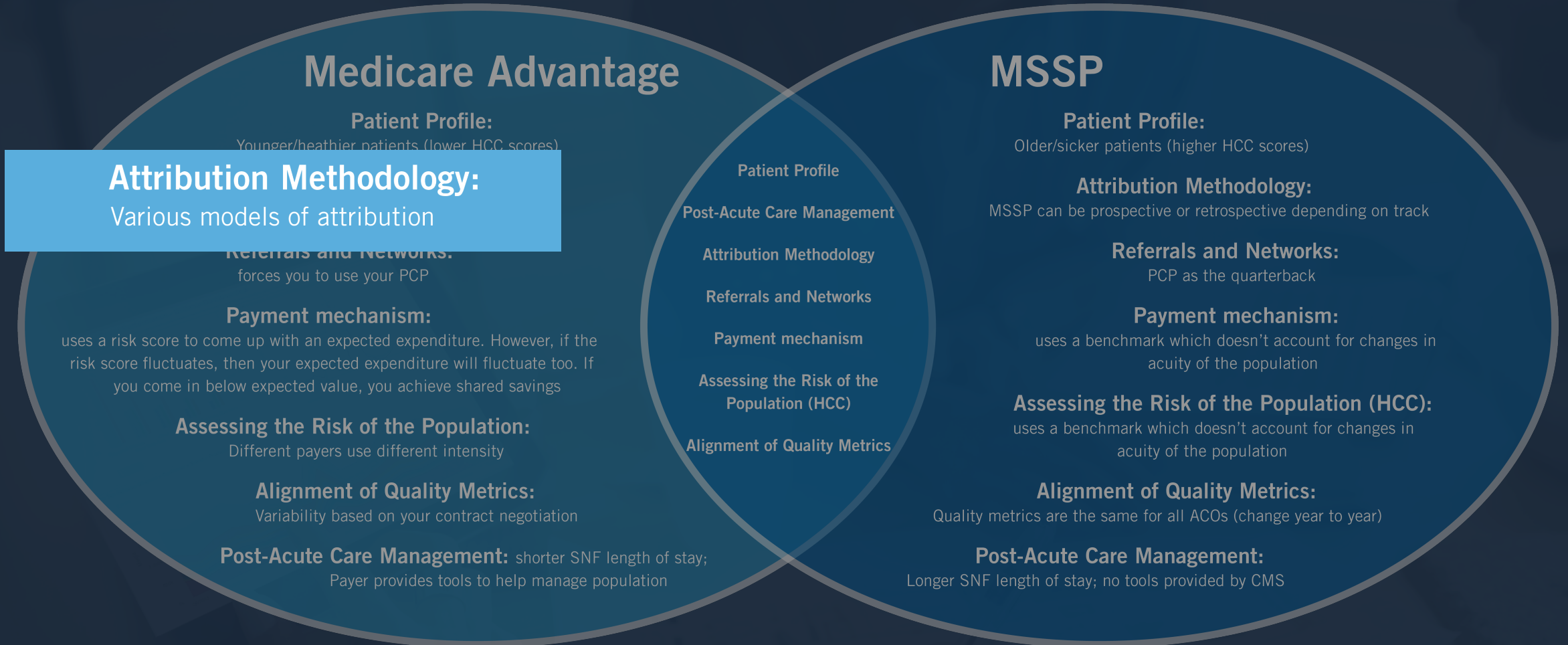
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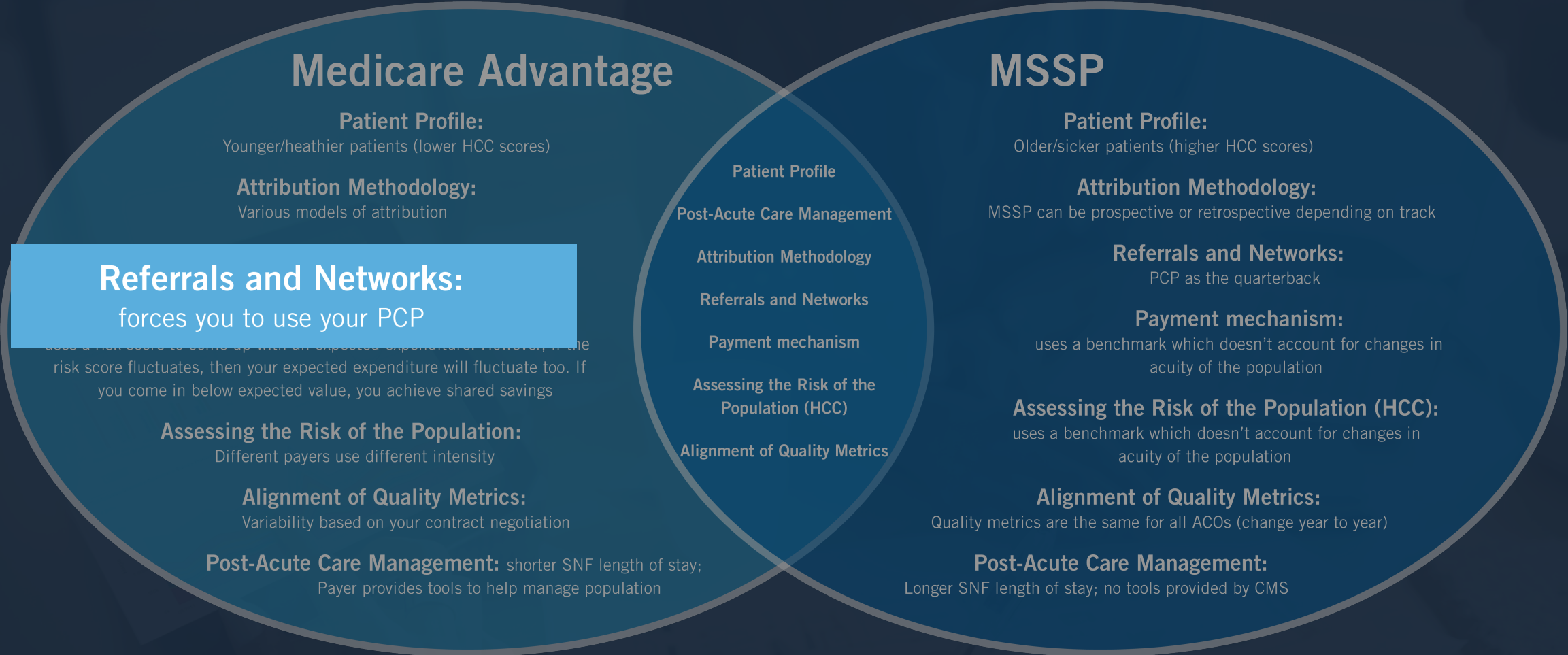
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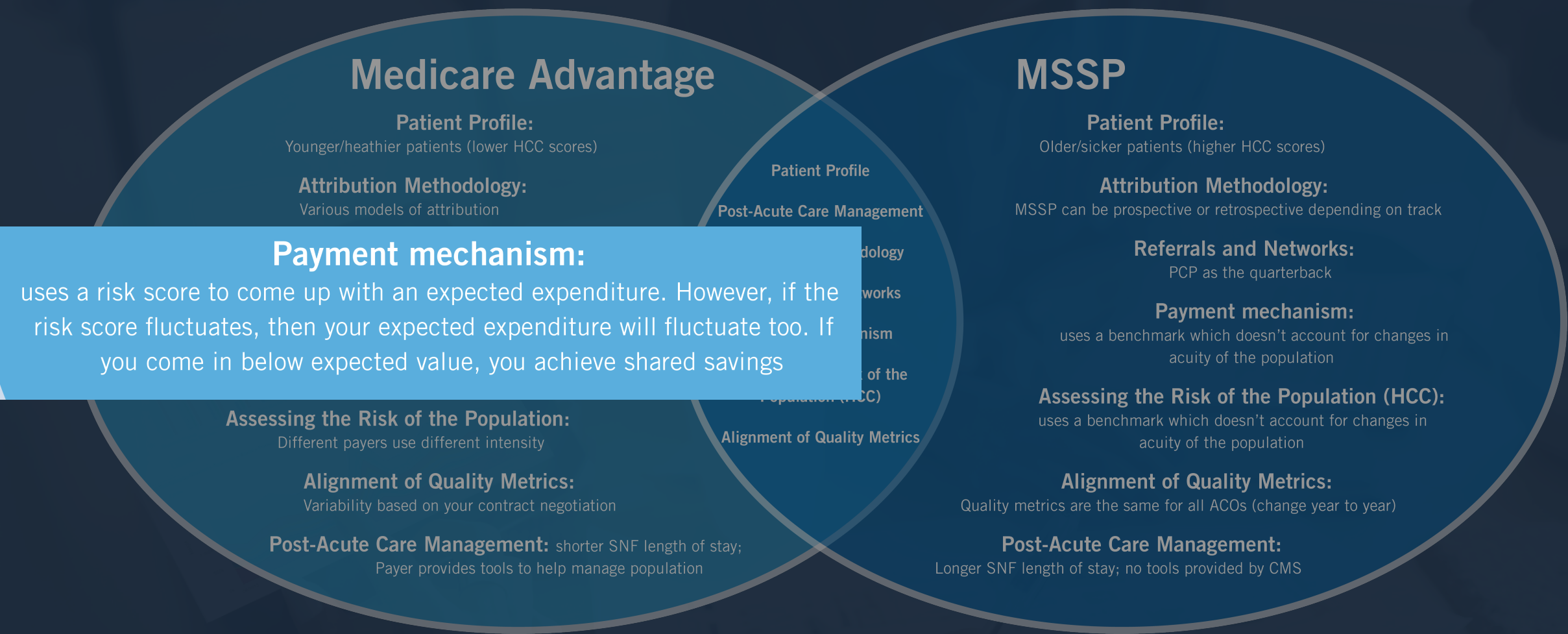
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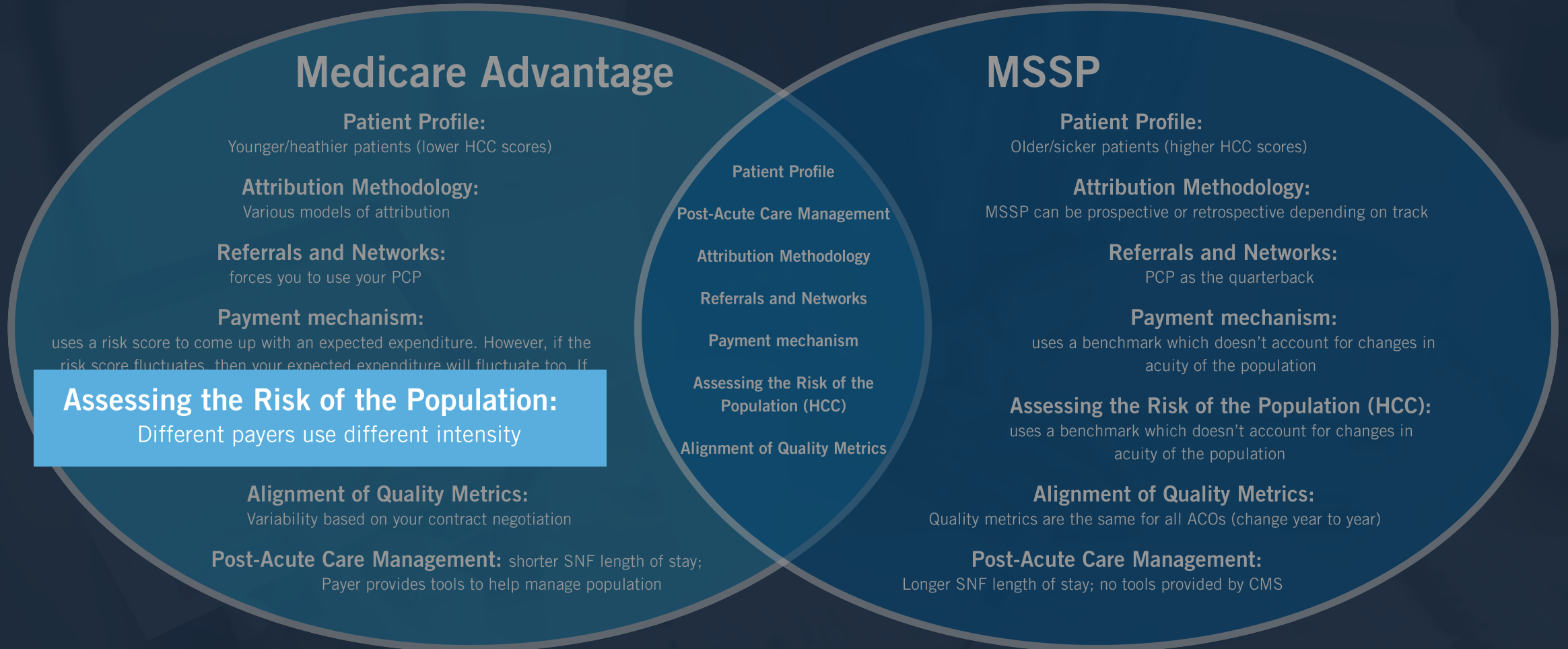


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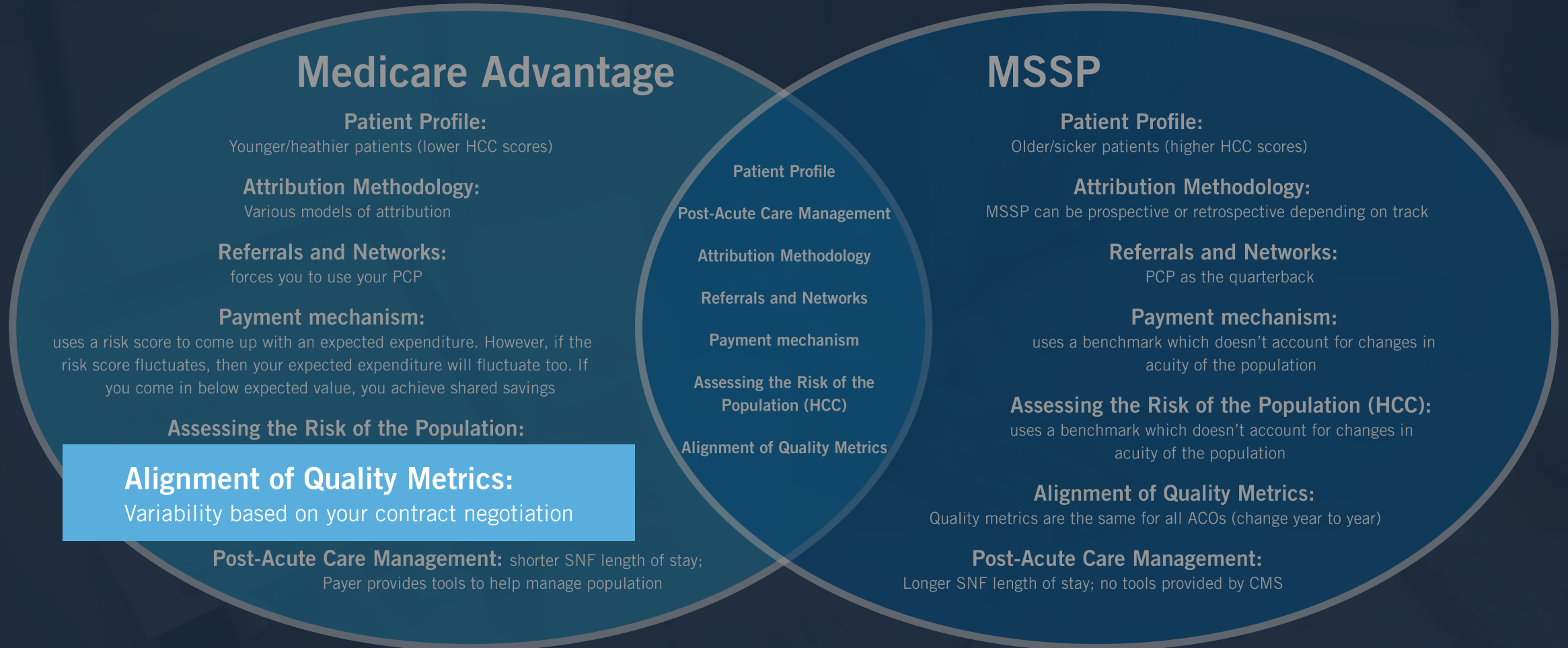


Payment mechanism:
uses a risk score to come up with an expected expenditure. However, if the risk score fluctuates, then your expected expenditure will fluctuate too. If you come in below expected value, you achieve shared savings

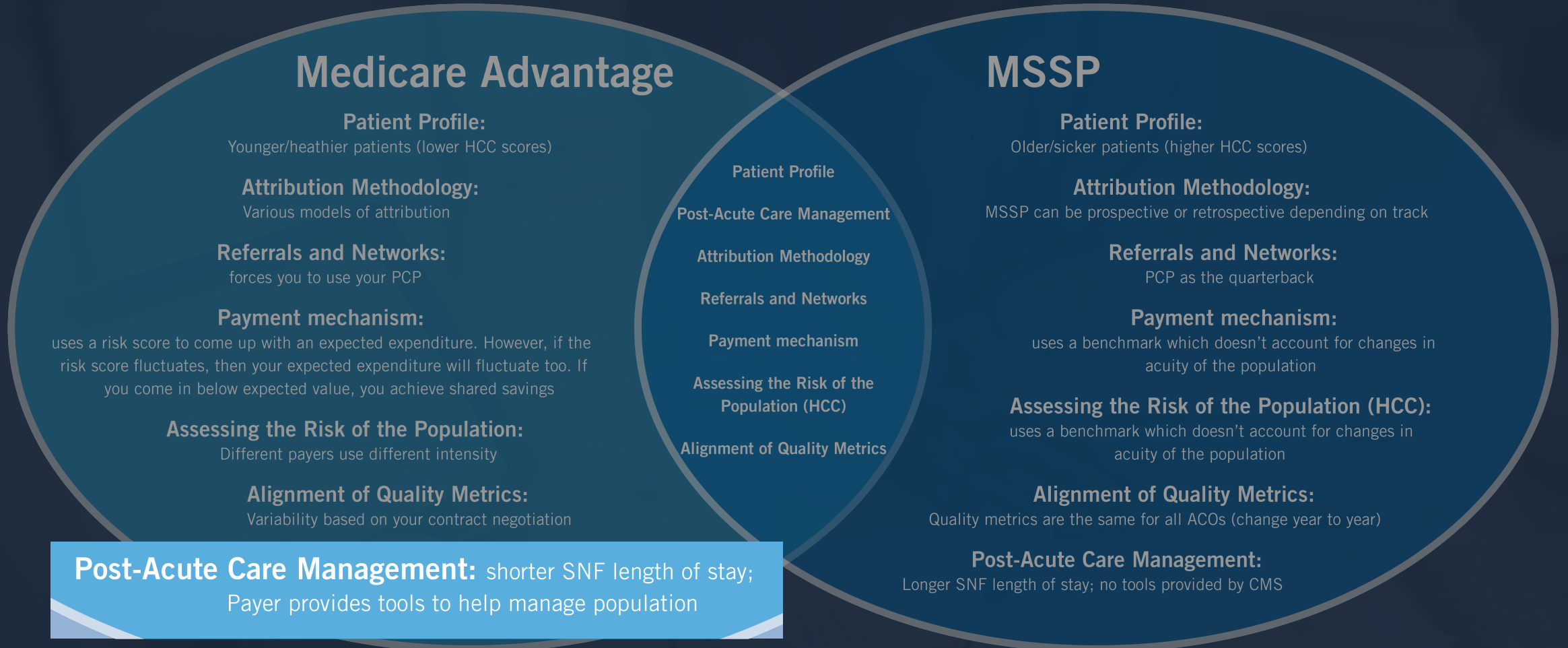
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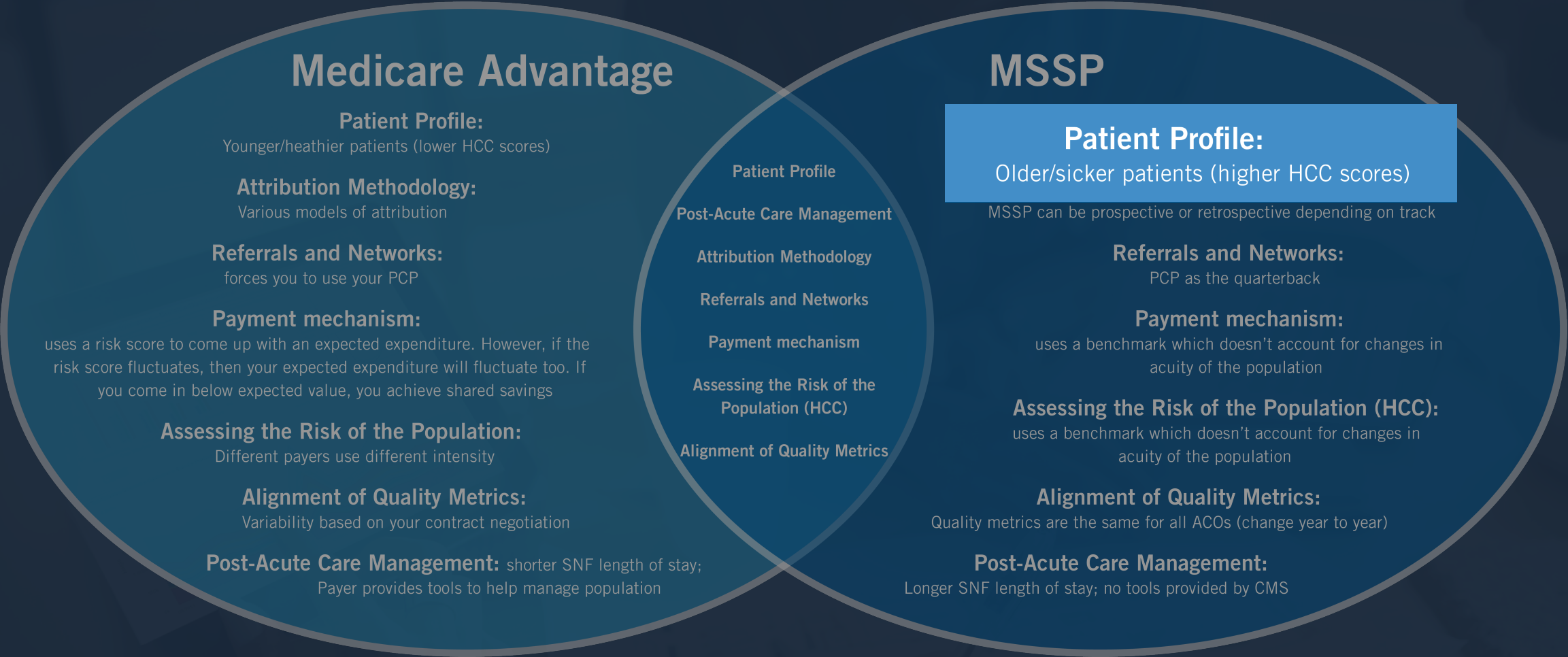
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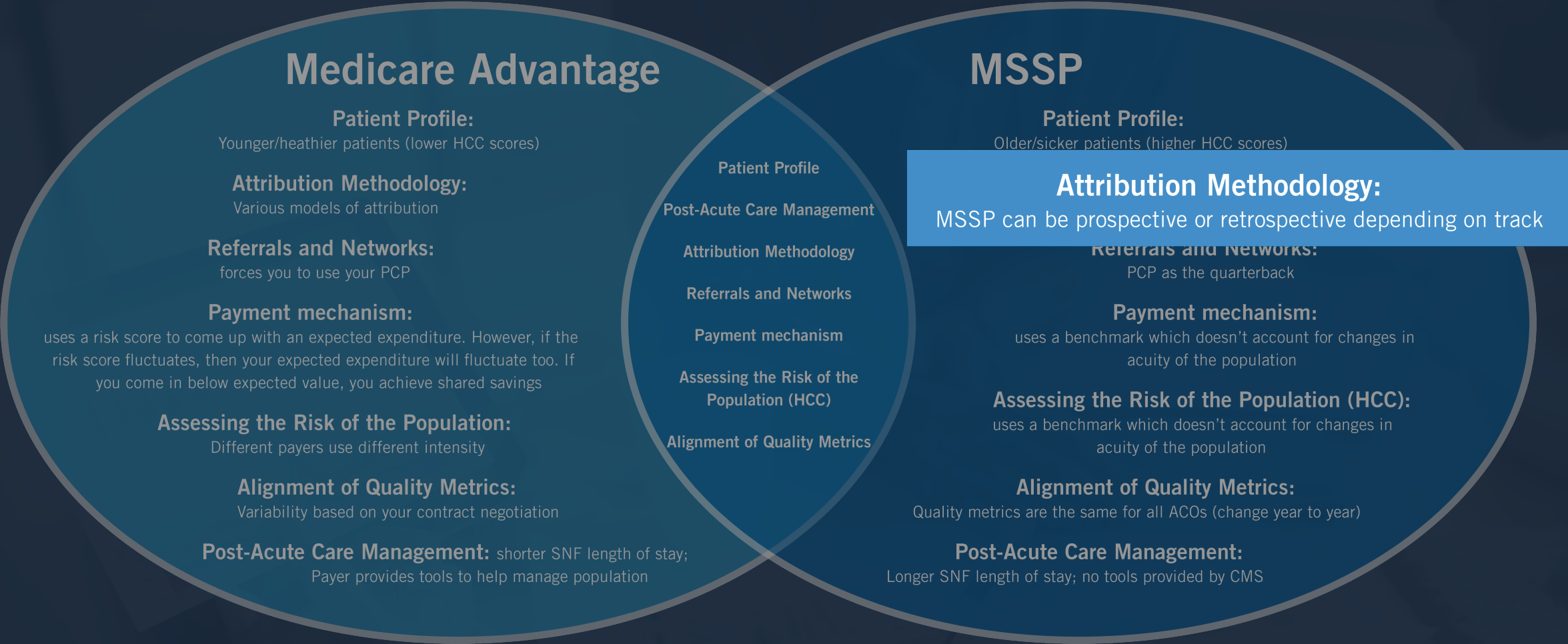
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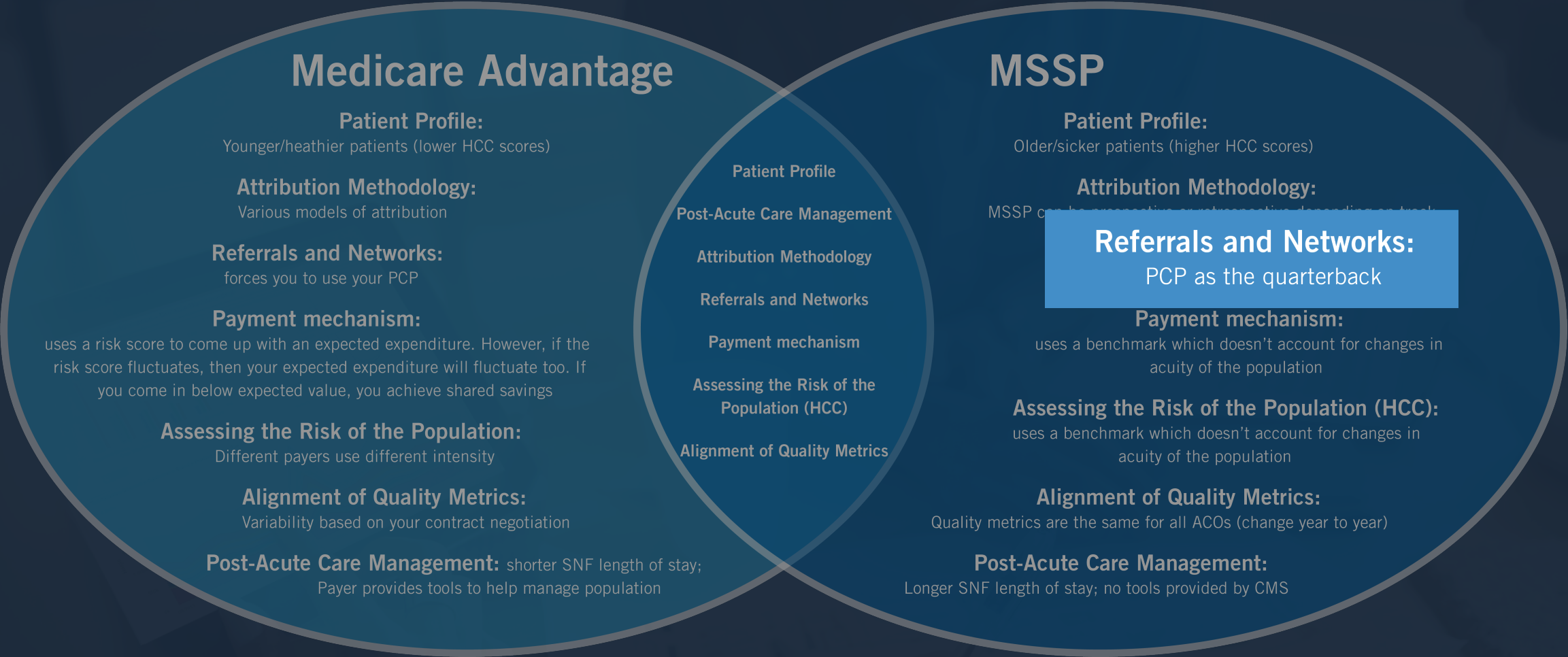
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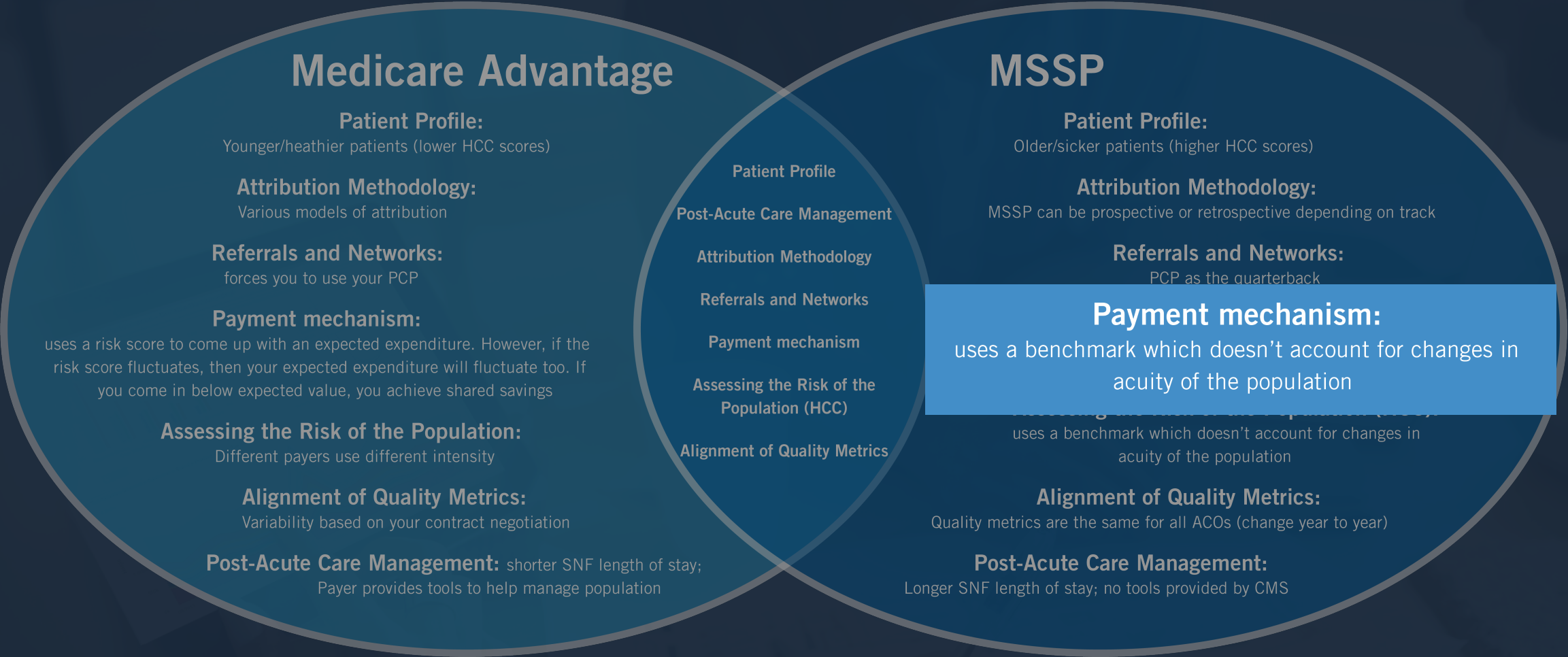
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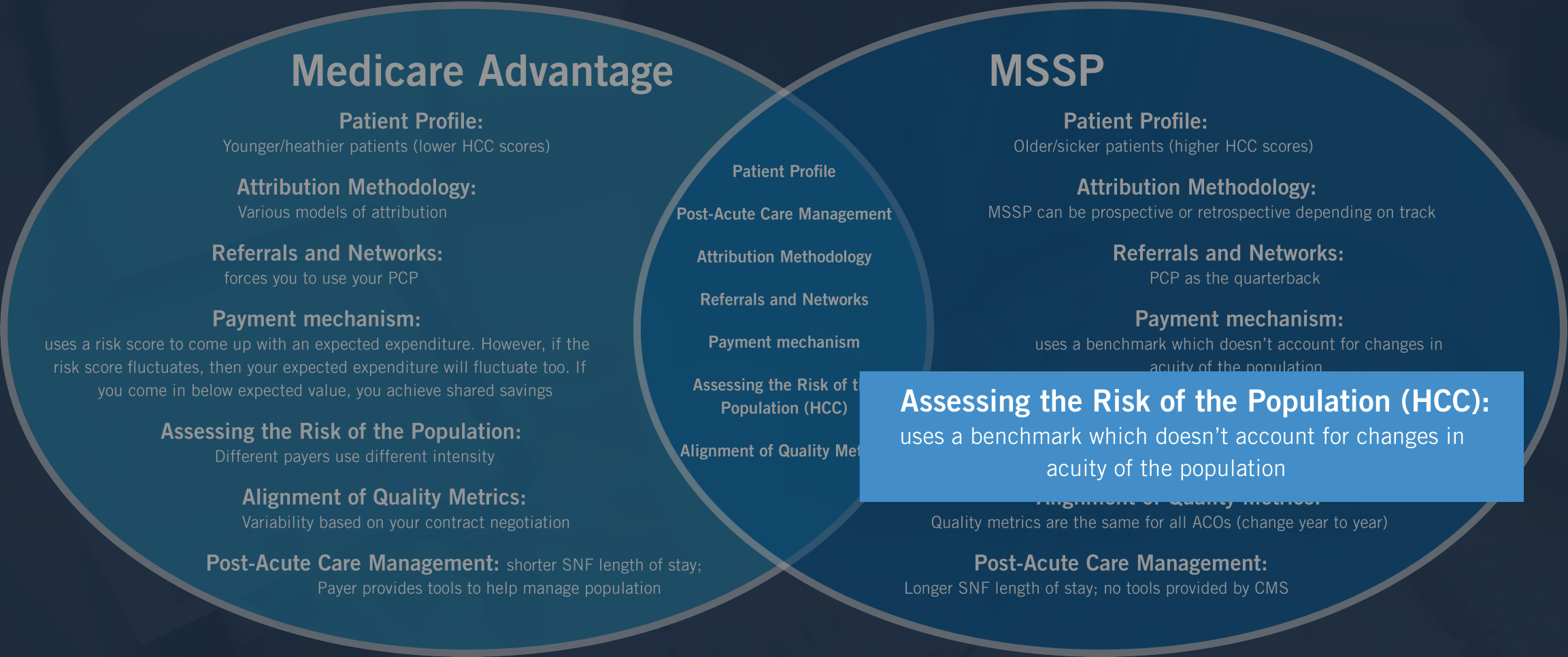
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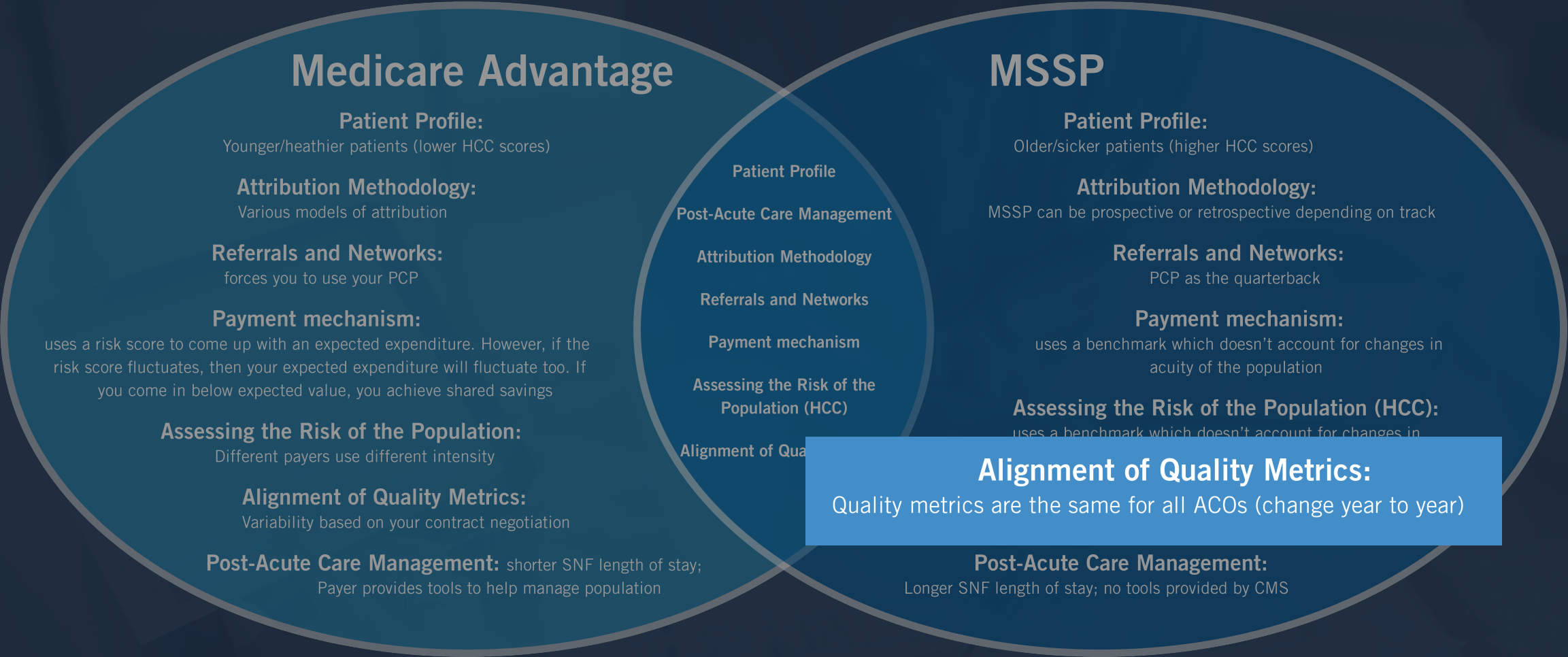
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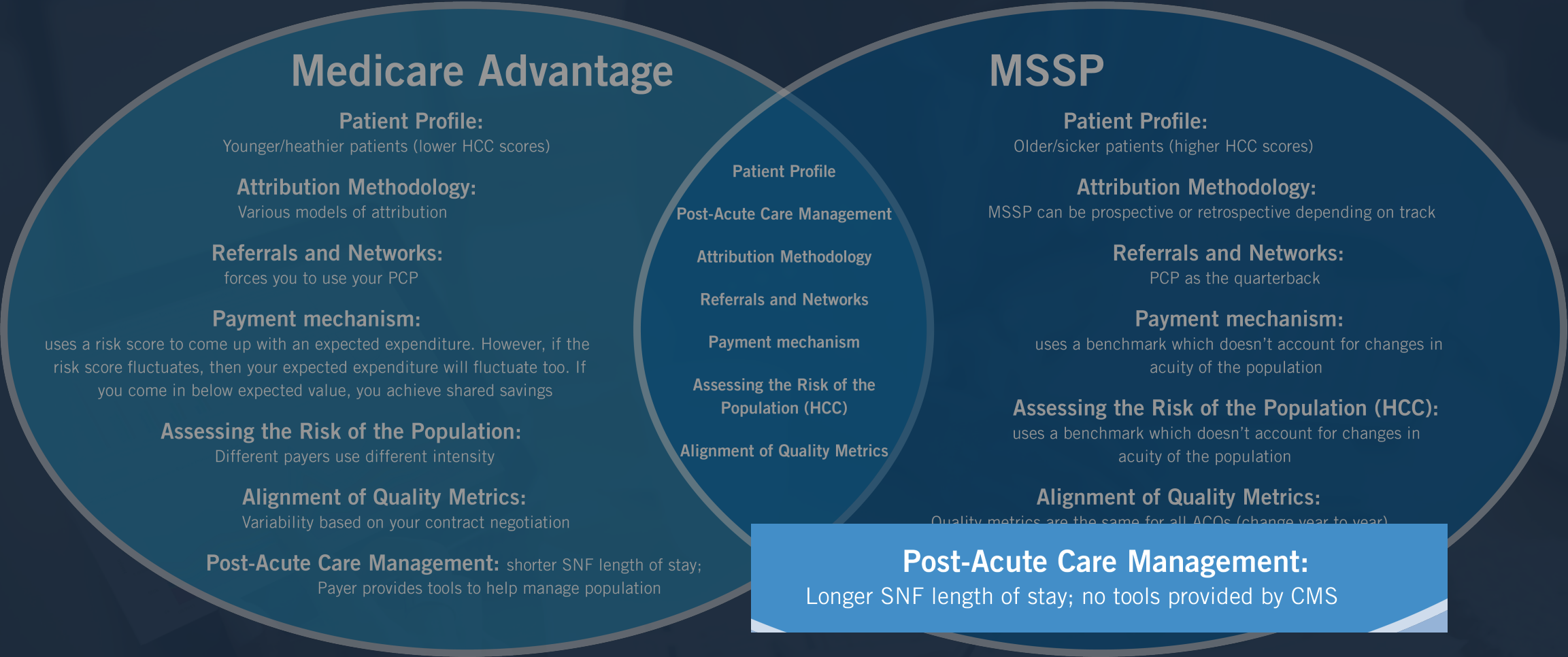
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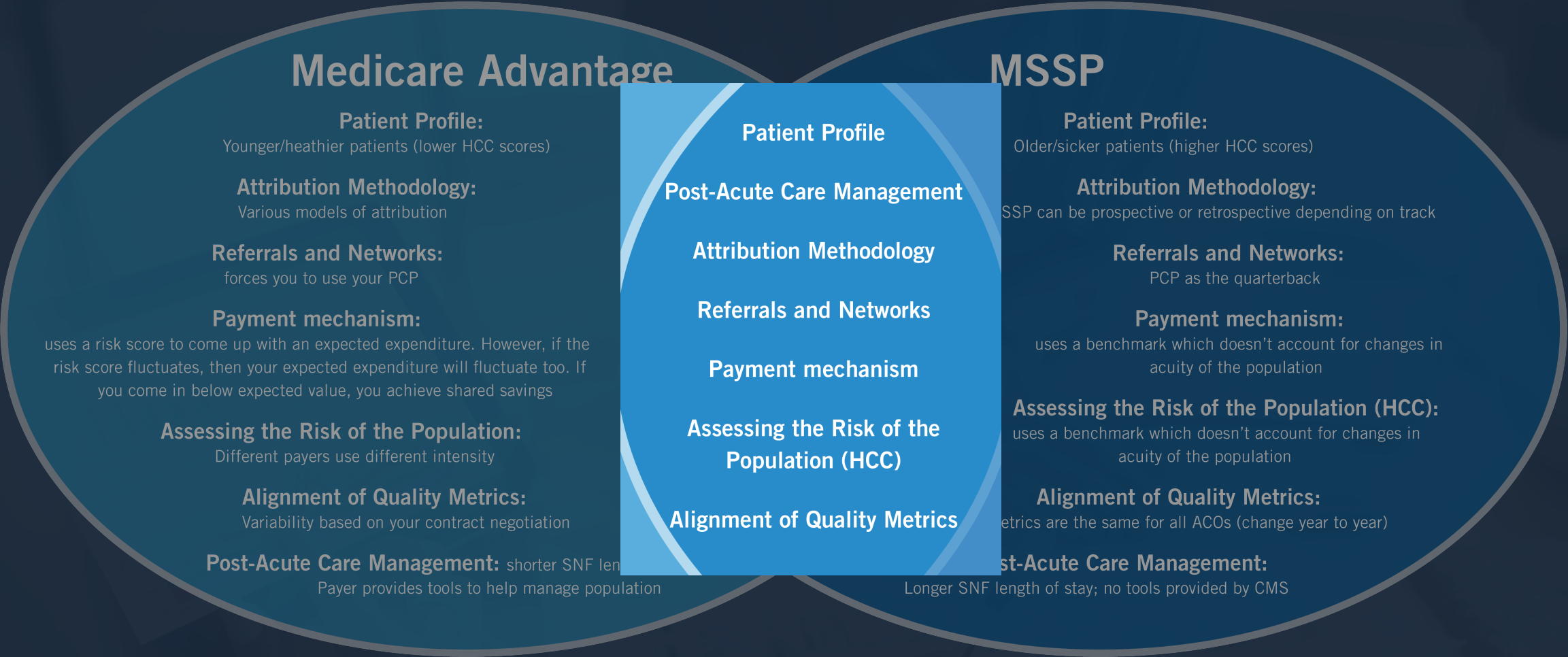
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What are the similarities and differences?



What are the similarities and differences?



Poll Q3:

Have you been able to align your quality metrics across payers?

Select one

- **A) yes**
- **B) no**

What resources and infrastructure are required?



Resources and Infrastructure

Care
Management

Provider
Network
Engagement

Patient
Engagement

Compliance

Data
analytics

Social
Determinants
of Health

Office
Workflow

Salient Healthcare Dashboard



What does Salient Offer?

- **Performance management solution for value-based payment models**
- **Can incorporate multi-payer data into one solution**
- **Data warehousing**
- **2 Data interfaces:**
 - Salient Interactive Miner
 - Dashboards
- **Free 45-day trial for our ACO clients**
 - Training available online and in person
 - Complimentary assessment
- **Extensive analysis and technical in-house support**
- **Continuous system upgrades and enhancements**

The Why

- More and more organizations have multi-payer contracts that need to align in a way that physicians can practice in their day-to-day function without having to perform to contract specifics.
- Effort to decrease physician burden whether it's having to log into multiple system or having to comply with multiple or different quality metrics
- Initiatives should be support and generated with physician buy-in from the start of all programs

“The key to high performance is timely and specific knowledge in the hands of the value creator at the point of value creation.”

- Guy Amisano, CEO, Salient Management Company

THANK YOU



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Thank You



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