

NAACOS Spring 2019

Managing MSSP and MA Populations

Moderator:

Amy Holm Kotch, MHA

Panel Members:

Craigian Gray, MD, MBA, JD, CPE — CMO, Salient Healthcare

David Klebonis — COO, Palm Beach ACO

Katie Herron, MS — Director of Network Operations, Vanderbilt Health Affiliated Network

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.](#)”

FierceHealthcare

HOSPITALS & HEALTH SYSTEMS TECH PAYER FINANCE PRACTICES REGULATORY

Tech

HIMSS19: Verma launches project to

by Tina Reed | Feb 13, 2019 10:20am

Today's Daily Briefing View the Archives Print Today's Stories

ACO roundup: CMS will prioritize value-based care in 2019, Verma says

POPULATION HEALTH MANAGEMENT

Seema Verma's Big Picture: Tough Love, ACO Acceleration, Interoperability, and Consumer Empowerment?

Will CMS Administrator Seema Verma's strategy of pushing hard on providers around ACO development and interoperability help to accelerate the shift to value-based healthcare—or will it backfire?

BY MARK HAGLAND — AUGUST 28, 2018

Key accountable care organization development and interoperability help to accelerate the shift to value-based healthcare—or will it backfire?

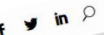
7:30 AM - January 31, 2019



HHS moves forward with game-changing health care innovations

BY JASON ALTMIRE, OPINION CONTRIBUTOR — 03/26/19 08:00 AM EDT
THE VIEWS EXPRESSED BY CONTRIBUTORS ARE THEIR OWN AND NOT THE VIEW OF THE HILL

8 COMMENTS



HealthLeaders TOPICS RESEARCH EVENTS RESOURCES SUBSCRIBE

VALUE-BASED CARE SHIFT AMONG HIGHLIGHTS OF MGMA 19 FINANCIAL CONFERENCE

BY JACK O'BRIEN | MARCH 05, 2019



A Division of Salient Management Company

Why is Medicare the Focus?

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

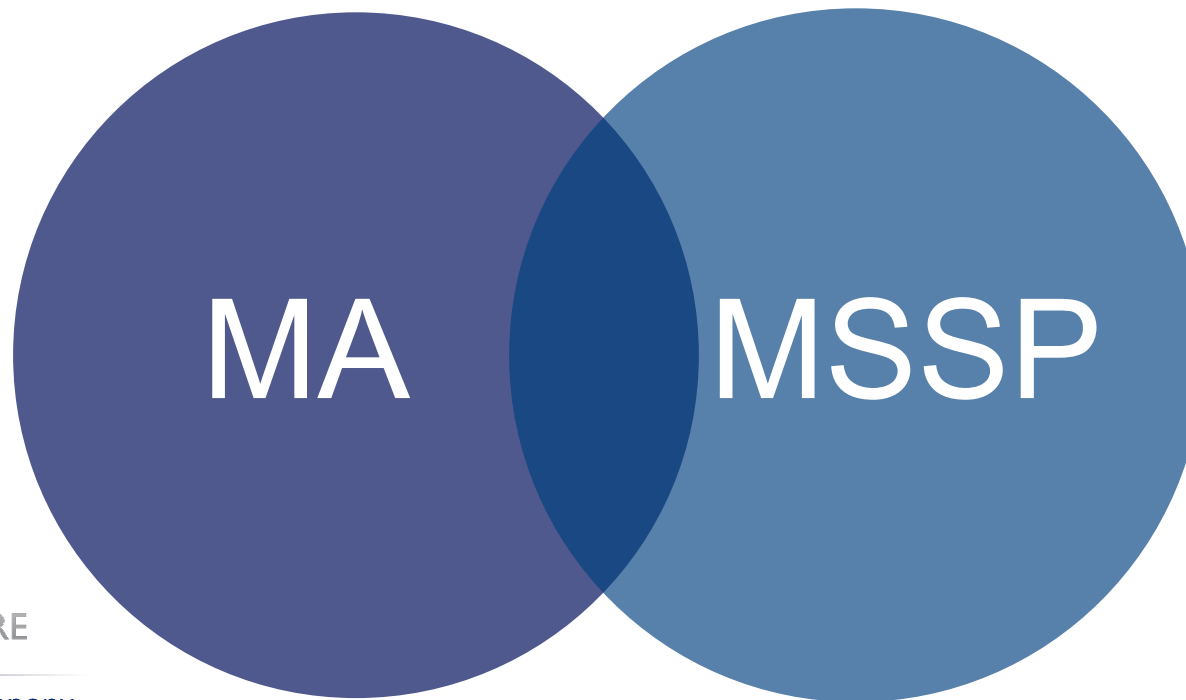


Finding Parity Across Payer Contracts and Infrastructure

Similarities and differences between the programs

Different resources and infrastructure to take on these contracts

Contract alignment when negotiating with payers





Introduction of Panel Members



Katie Herron
Vanderbilt Affiliated Health Network (VHAN),
Vanderbilt University Medical Center

Years at Organization	Years in Provider Network	Org. Years in ACO Space	Org. Years in MA
1	15	1	5



Craigian Gray, MD, JD, MBA
Salient Healthcare

Years at Organization	Years in ACO/Medicare Space	Org. Years in ACO	Org. Years in MA
5+	6	4.5	1



David Klebonis
Palm Beach Accountable Care Organization

Years at Organization	Years in ACO/Medicare Space	Org. Years in ACO	Org. Years in MA
6+	6+	6+	1

Discussion Topic #1

What are the *similarities* in managing MA and MSSP Populations?

- Attribution Methodology
- Assessing the Risk of the Population
- Alignment of Quality Metrics
- Post-Acute Care Management

Discussion Topic #2

What are the *differences* in managing MA and MSSP Populations?

- Patient Profile
- Attribution Methodology
- Referrals and networks
- Payment mechanism
- Assessing the Risk of the Population
- Alignment of Quality Metrics
- Post-Acute Care Management

Discussion Topic #3

What resources and infrastructure are required to maintain and manage the MA and MSSP Programs?

- Care Management
- Provider Network Engagement
- Patient Engagement
- Ongoing Data Analytics, Reporting, and Monitoring
- Compliance

Discussion Topic #4

What types of contract negotiation points are important for your organization?

- Attribution
- Quality metrics
- Network
- Payment rates based on
 - utilization patterns
 - wellness visit
 - continuous assignment

Discussion Topic #5

What is on the horizon for your organization?

- Other Payers
- Other VBP Contracts
 - ERISA
 - Commercial ACO
- Revisit Existing Contracts
- Initiatives

THANK YOU

Please Visit Our Booth in the Exhibit Hall



Amy Holm Kotch, MHA | Lead Business Consultant

- Office: 607.739.5228 ext. 341
- Mobile: 914.275.6531
- Email: akotch@salient.com



Maria Nikol, MJ | Senior Business Consultant

- Mobile: 410.812.7156
- E-mail: mnikol@salient.com



Ryan T. Mackman, MBA, MHA | Business Consultant

- Office: 607.739.4511 ext. 353
- Mobile: 954.270.0692
- E-mail: rmackman@salient.com