Roadmap for Driving High Performance in Alternative Payment Models

Launch Event
April 3, 2019
11:30 am – 12:30 pm EDT
Welcome and Introductions

Mark McClellan, MD, PhD
Robert Margolis Professor of Business, Medicine, and Policy Director of the Robert J. Margolis Center for Health Policy at Duke

Mark Smith, MD, MBA
Visiting Professor, University of California at Berkeley and Clinical Professor of Medicine, University of California at San Francisco

Thomas Buckingham, BSN, MBA
Executive Vice President, Select Medical
Objectives

✓ Launch the public release of the *Roadmap for Driving High Performance in Alternative Payment Models* 

✓ Provide attendees with a high-level overview of the Roadmap’s purpose, scope, domains and key findings 

✓ Offer perspectives from the payer and provider communities on the value of the Roadmap tool, and how it can be used to support the design and adoption of alternative payment models
What is the Roadmap?
Overview

...is the LAN’s capstone product, which builds on LAN’s seminal work on APM classification, measurement, and design recommendations

...is a unique contribution to the field of health care payment reform, developed interviews with payers and providers who are experiencing success in ten different APMs

...is an interactive implementation guide that public and private payers can use to work with providers, and other stakeholders to accelerate the creation and adoption of high-performing APMs

...details promising practices from three domains – APM Design; Payer-Provider Collaboration; and Person-Centered Care – that provide operational guidance for designing and implementing APMs
**Approach**

**GOALS**

- Accelerate the adoption of high-performing APMs by diffusing information about success criteria
- Identify promising practices (drawn from multi-payer and other successful APMs)
- Develop a Roadmap for implementation

**ROADMAP**

Collection of practices that payers can customize and apply

**PROMISING PRACTICES**

Current practices payers and providers undertake to achieve success on criteria

**SUCCESS CRITERIA**

Lays the foundation for the Roadmap
Scope

9 regional and national payers are participating in the initiative, including The Centers for Medicare and Medicaid Services.

These participating payers represent approximately 135 million covered lives.

Note: Some APMs covered multiple lines of business.
# Featured Domains and Themes

<table>
<thead>
<tr>
<th>APM Design</th>
<th>Payer-Provider Collaboration</th>
<th>Person-Centered Care</th>
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</thead>
<tbody>
<tr>
<td>Payment Structure &amp; Financial Risk</td>
<td>Collaboration on APM Design &amp; Provider Engagement</td>
<td>Patient Engagement</td>
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<tr>
<td>Benchmarking &amp; Utilization</td>
<td>Data Sharing &amp; Analytics</td>
<td>Health Equity</td>
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<td>Quality Measurement</td>
<td>Care Management Support</td>
<td>Benefit Design</td>
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<tr>
<td>Patient Attribution</td>
<td>Leadership &amp; Organizational Culture</td>
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<td>Multi-Payer Alignment</td>
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</tbody>
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DESIGN | IMPLEMENTATION
Roadmap Work Group

Thomas Buckingham, (Chair)
Executive Vice President
Select Medical

Steve Farmer, MD
Senior Advisor and Medical Officer
CMMI

Andrea Gelzer, MD
Senior Vice President & Corporate Chief Medical Officer
AmeriHealth Caritas

JD Fischer
Senior Health Policy Analyst
Washington State Health Care Authority

David Kendrick, MD
Chief Executive Officer
MyHealth Access Network

Steve Hussey
Senior Vice President, Compensation & Benefits
Western & Southern Financial Group

Renee McLaughlin, MD
National Medical Director, Value-Based Relationships
Cigna

Craig Brammer
Chief Executive Officer
The Health Collaborative

Susan Frampton, Ph.D.
President
Planetree International

Angelo Sinopoli, MD
Chief Clinical Officer, Prisma Health
President, CEO & Founder, Care Coordination Institute
Panel Discussion

Angelo Sinopoli, MD
Chief Clinical Officer,
Prisma Health,
President, CEO & Founder,
Care Coordination
Institute

Alicia Berkemeyer
Senior Vice President
Provider Network
Programs
Arkansas Blue Cross
Blue Shield

• Which promising practices in the Roadmap resonated with you most? Are there specific challenges you have faced in APM adoption that are reflected in the Roadmap’s promising practices?

• What utility and value does the roadmap bring to your organizations? How do you envision using it with your networks?

• What immediate and long term actions are critical to advance the adoption of APMs?
Promising Practices

Payer-Provider Collaboration: Collaboration on APM Design & Provider Engagement
Identify an overarching strategy for scaling an APM and leverage regional personnel when entering new markets

Person-Centered Care: Patient Engagement
Implement direct and innovative approaches to further engage patients in their care

Payer-Provider Collaboration: Data Sharing & Data Analytics
Share actionable and timely data analytic reports to ensure providers have information to drive improvements

APM Design: Quality Measurement
Select a parsimonious set of measures that covers prevalent and costly conditions in the patient population and uses common, endorsed measures
The Path Forward

The Roadmap addresses the challenges of APM adoption in the context of the following areas:

- Quality Measurement
- Patient Engagement
- Downside Risk
- Multi-Payer Alignment
- Benefit Design
Roadmap for Driving High Performance in Alternative Payment Models

The Roadmap for Driving High Performance in Alternative Payment Models is a pilot study that focuses on a small sample of APMs. The promising practices detailed in the Roadmap reflect activities payers and providers are currently performing in the field and are based solely on information captured during 22 interviews with payers and providers. These interviews focused on 10 APMs nominated by eight regional and national plans, as well as the Center for Medicare and Medicaid Innovation.
Spread the Word

Promote the Roadmap through your communications channels (newsletters, Twitter, Facebook, LinkedIn, conferences/meetings)

ENCOURAGE YOUR NETWORKS TO VISIT:

- The APM Roadmap Initiative website (https://hcp-lan.org/apm-roadmap)

  Take the tool for a test drive!

Share Resources Available on the Website

- APM Roadmap Overview
- Executive Summary
- APM Roadmap
- APM Roadmap Methodology Report
- Data Collection Tool
- Exploring APM Success Factors
Spread the Word

Join us at:

- **America’s Physician Groups (APG) Annual Conference**
  *April 11-13 | San Diego, CA*

- **ACO Summit**
  *June 17–19 | Washington, DC*

- **AHIP’s Institute & Expo 2019**
  *June 19–21 | Nashville, TN*

Read the Health Affairs Blog

[HealthAffairs](https://www.healthaffairs.org/blog)

Send us your feedback at:

[apmroadmap@rippleeffect.com](mailto:apmroadmap@rippleeffect.com)
Thank You!