Roadmap for Driving High Performance in Alternative Payment Models

Launch Event

April 3, 2019

11:30 am – 12:30 pm EDT

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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

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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

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What is the Roadmap?

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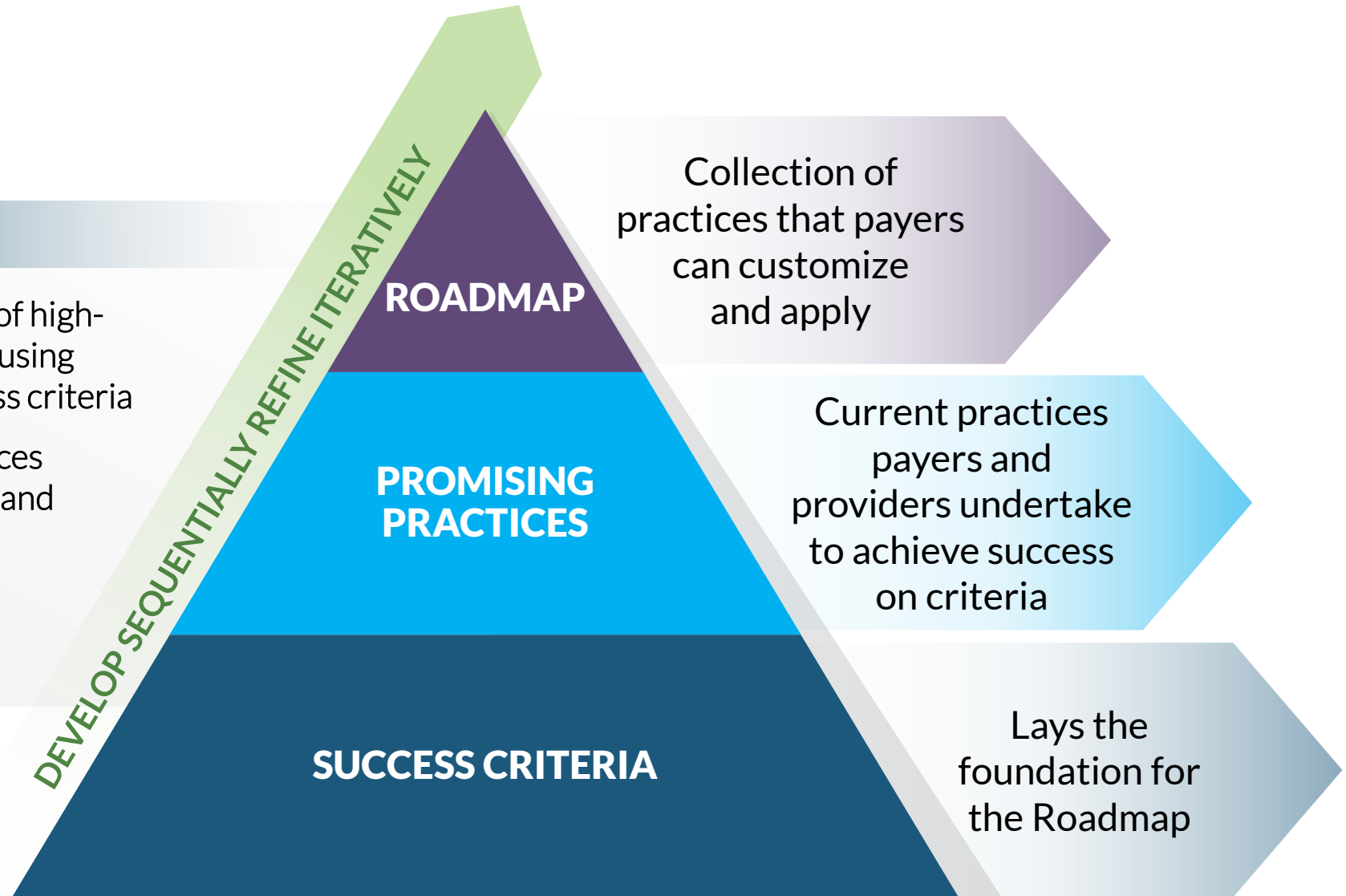
…**details promising practices from three domains** – APM Design; Payer-Provider Collaboration; and Person-Centered Care – that provide operational guidance for designing and implementing APMs

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

DEVELOP SEQUENTIALLY REFINE ITERATIVELY

ROADMAP

PROMISING PRACTICES

SUCCESS CRITERIA

Collection of practices that payers can customize and apply

Current practices payers and providers undertake to achieve success on criteria

Lays the foundation for the Roadmap

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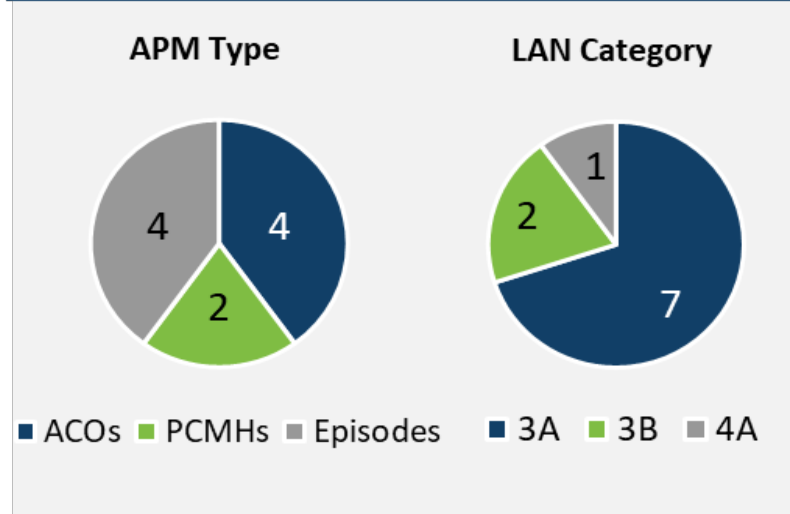Health Care Payment Learning & Action Network

Scope

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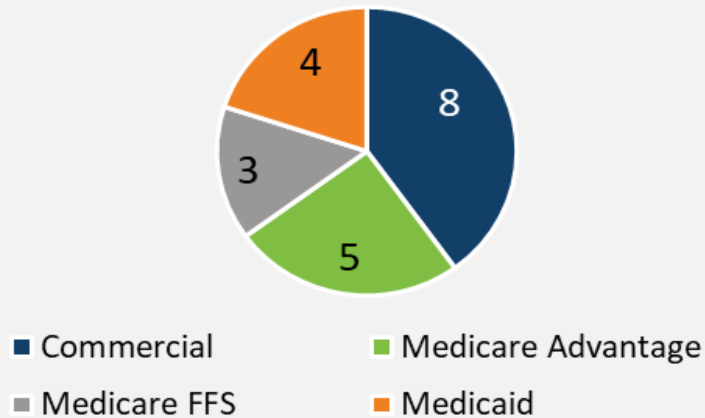
These participating payers represent approximately

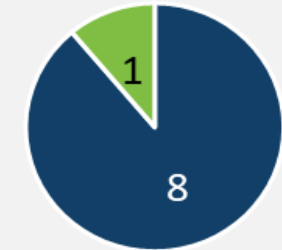**135 million covered lives**

Scope of APMs Considered

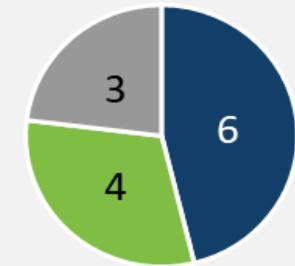### APM Type

- ACOs: 4
- PCMHs: 2
- Episodes: 4

LAN Category

- 3A: 7
- 3B: 2
- 4A: 1

Line of Business

- Commercial: 8
- Medicare Advantage: 5
- Medicare FFS: 3
- Medicaid: 4

Note: Some APMs covered multiple lines of business

Scope of Payer and Provider Interviews

Payers Interviewed

- Private: 8
- Public: 1

Provider Organization

- Small Primary Care Practices in PCMH models: 6
- Integrated Delivery Systems in ACO models: 4
- Single Specialty Practices in Episode Models: 3

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Featured Domains and Themes

APM Design	Payer-Provider Collaboration	Person-Centered Care
Payment Structure & Financial Risk	Collaboration on APM Design & Provider Engagement	Patient Engagement
Benchmarking & Utilization	Data Sharing & Analytics	Health Equity
Quality Measurement	Care Management Support	
Patient Attribution	Leadership & Organizational Culture	Benefit Design
Multi-Payer Alignment		
DESIGN	**IMPLEMENTATION**	

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Roadmap Work Group

Thomas Buckingham, (Chair)
Executive Vice President
Select Medical

JD Fischer
Senior Health Policy
Analyst
Washington State Health
Care Authority

Craig Brammer
Chief Executive Officer
The Health Collaborative

Steve Farmer, MD
Senior Advisor and Medical
Officer
CMMI

David Kendrick, MD
Chief Executive Officer
MyHealth Access Network

Susan Frampton, Ph.D.
President
Planetree International

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

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

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

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

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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?

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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

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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

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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.

Executive Summary

Acknowledgements

Video Tutorial

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 Success Factors

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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

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Send us your feedback at:
apmroadmap@rippleeffect.com

Thank You!

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