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“ACO announces that $\$100 - \$10 = \$115$ for
Neurologists”

Questions for this session:

- Is there a model that makes the math work?
- Is there a model that is attractive to specialists?

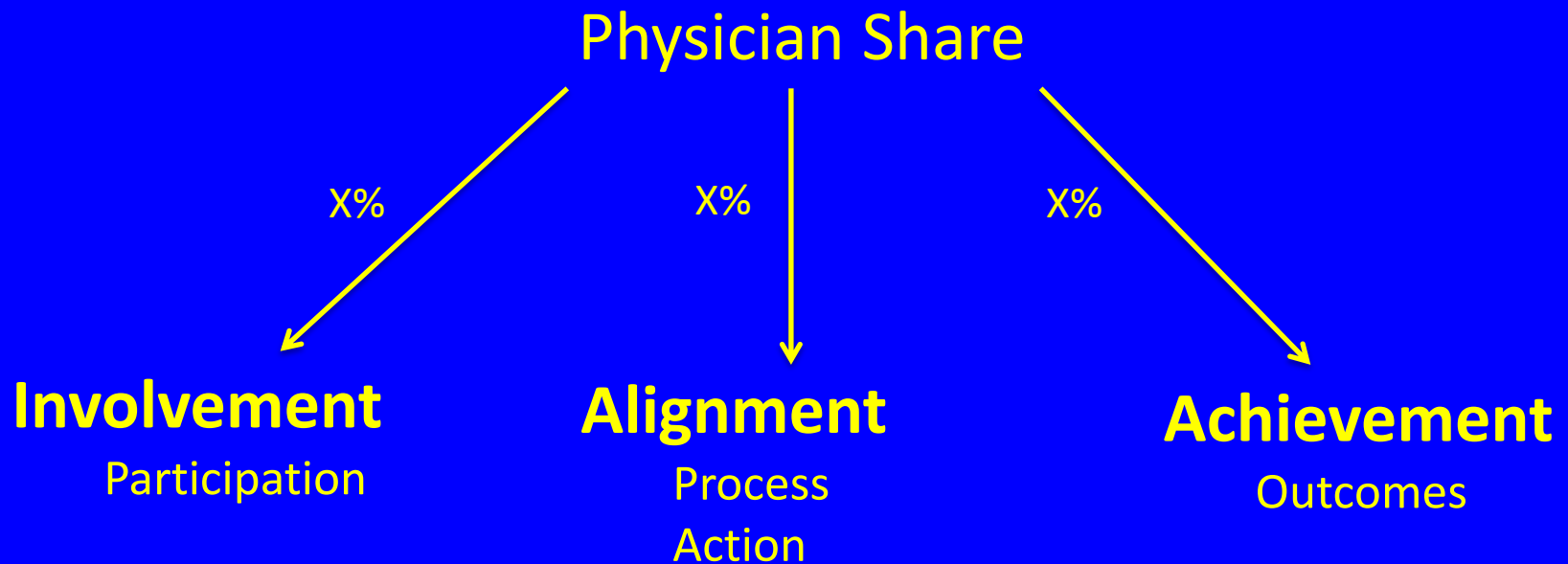
Funds Flow Models Need to Recognize All Clinicians

Want to incentivize

- Access and availability for patients and colleagues
- Coordination of care
- Use data, best practices
- Professionalism
- Patient Experience
- Physician Experience
- Spending time with the patient for a proper diagnosis and treatment plan
- Engage physicians in all aspects of the program – and keep engaged

ACO	Primary Care	Medical Groups, Integrated Systems
Bundled Payment	Specialists	Academic Centers, Large Specialty Practices

A Fair Funds Flow Model – three buckets



Population/ACO Model

- Involvement: PCP PMPM, committee work
- Involvement funds in budget, paid as work done
- If savings, % to reward Alignment and % for Achievement
- Alignment: 30% PCPs/70% Specialists
- Alignment Reward per doc = $\frac{\text{Total Align \$}}{\text{Total points all docs}} \times \text{Earned points}$
- Achievement: 70 % PCPs/30% Specialists
- Achievement Reward allocated as a percent of paid

Population/ACO Measures for Specialists

- **Involvement:**
 - Committee work
 - Leadership
- **Alignment:**
 - Referrer/PCP Satisfaction
 - Use of Care Coordination Resources
 - Submitted all data electronically
- **Achievement:**
 - Readmissions
 - LOS
 - Use of narcotics in migraine
 - PQRS

ACO Specialist Report

Specialist Paid \$85K for Medical Services

- **Involvement:** 8 medical management committee meetings $\$125 \times 8 = \1000
- **Alignment:** Earned 165 points
 - 93% PCP Sat = 50 points
 - 22 pts referred to CM = 85 points
 - All data submitted electronically = 30 points
 - $\$750\text{K pool} / 36\text{K total points} \times 165 = \3437
- **Achievement:** 85% Qual Score, $\$85\text{ K} \times .02 = \1700
- **Total Earned = \$6137**

Bundled Payment Model

- Involvement funds in budget, paid as work done
- If savings, % to reward Alignment and % for Achievement
- Both allocated as a percent of paid to clinician
- Quality opener
- Alignment: 20% Others/80% Specialists in bundle
- Achievement: 20% Others/80% Specialists in bundle

Bundled Payment Arrangement for Specialists

- **Quality Opener:**
 - Readmissions
 - Home after discharge
 - Medication Compliance
- **Involvement:**
 - Committee work
 - Leadership
- **Alignment:**
 - Use of Care Coordination Resources
 - Participation in work groups, committees
- **Achievement:**
 - Surplus

Bundled Payment Specialist Report

Paid \$85K for Medical Services

Met Quality opener

- **Involvement:** 8 medical management committee meetings $\$125 \times 8 = \1000
- **Alignment:** $\$85,000 \times .05 = \$4,250$
 - Used CM 85% of time - Met Standard
 - Attended 90% of specialty meetings – Met Standard
- **Achievement:** $\$85,000 \times .10 = \$8,500$
 - Bundle surplus achieved
- **Total Earned** = \$13,750

- Informed decision-making comes from a long tradition of guessing and then blaming others for inadequate results. – Scott Adams