

THE CHALLENGE

Provider-based organizations, including, but not limited to, accountable care organizations (ACO), independent practice associations (IPA), and clinically integrated networks (CIN), are in a unique position to create benefits for patients by engaging in value-based payment (VBP) models. Payers are also increasingly being called upon to enter into VBP arrangements with providers.

Though many provider organizations have their own contract management and business intelligence tools, they often lack the data aggregation, modeling, and analytic capabilities needed to manage performance and ensure compliance with key objectives. These capabilities are particularly critical for an organization to successfully manage within a VBP arrangement. Without a cross-organizational data management platform, with the requisite modeling and analytics expertise, provider groups organizing to pursue VBP contracts may face significant challenges.

THE SOLUTION

Health Performance Accelerator (HPA) solutions combine the highly focused consulting and advisory services of Health Management Associates (HMA) with the data aggregation, analytics, modeling, and performance management technology solutions of HealthEC. Our vast, real-world expertise and top-of-the-line technology solutions help ensure clients are well positioned to realize VBP contracting success.

KEY SERVICES

- » Establishing provider-led entities such as ACOs and IPAs including the guidance to form a legal entity with legal and financial advisors, establishing membership and governance processes, supporting management services organization (MSO) procurement and contracting, and the designing and negotiating of VBP contracts
- » Strategic planning including assessing physician alignment with the organization as well as various organizational options to achieve clinical and financial goals
- » Designing, implementing, and supporting quality performance and quality management infrastructure by creating robust performance measurement processes that incorporate properly weighted measures to identify, target, intervene, and assess measures that are financially and clinically important
- » Supporting implementation of a risk-ready primary care model by assessing gaps in primary care delivery and helping establish population health management
- » Establishing Patient-Centered Medical Homes (PCMH) and optimization supports
- » Providing technical assistance, including learning collaboratives, across sites and member organizations
- » Developing client-specific platforms to create operational value through quality reporting, utilization and financial performance monitoring, care management, and care coordination
- » Implementing a platform that allows for data exchange and aggregation from any system, using any data set, in any format
- » Offering hundreds of pre-build reports, dashboards and measures, "platform ready" in months delivers value quickly and faster return on investment
- » Providing a 3D analytics interface that includes report and dashboard categories, individual reports and dashboards, and report levels and parameters
- » Tracking patients and expenditures by major diagnostic categories (MDC) and utilization and costs by category and MDC
- » Monitoring variations in clinical management, assessing medical loss ratio performance by provider, by disease, and tracking Hierarchical Condition Category scores

PROVEN RESULTS

Our tailored consulting and advisory services and customizable analytics platforms have positioned an array of clients to succeed in the VBP contract driven landscape.

OUR WORK INCLUDES:

IPA, New York

HMA helped with the formation of an IPA, including strategic planning support, subject matter expertise, facilitation of planning and staffing the IPA until an executive director was hired.

In addition, the team provided project management and facilitation, developed membership procedures, and selected and onboarded the MSO procurement.

HealthEC also touts this client and many other IPAs as clients. HealthEC has provided support since 2017, using data and analytics to drive practice transformation. Contracting value has been recognized with standardization of reporting requirements to ensure the client and their partners use identical methodologies to monitor progress and performance.

Three Comprehensive Accountable Entities (CAEs), Rhode Island

HMA provided assessment of the methodologies and performance of a Medicaid ACO including examining risk adjustment, attribution, baseline calculations, and performance calculations. From this analysis, the team of consultants created a report for the state outlining modifications in contracting methodologies. This process is positioning the CAEs, as well as other Medicaid ACOs, to succeed through contract changes and performance improvement.

State Primary Care Association

A team of HMA colleagues led strategic planning efforts between a primary care IPA and behavioral health IPA on behalf of the state's primary care association. HMA assessed strategic options and facilitated the strategic planning process, resulting in a plan poised for more impactful VBP contracts.