PAYER/PROVIDER PARTNERSHIPS: COLLABORATING ON CARE AND COST
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OBJECTIVES

Understand the driving forces requiring payers and providers to collaborate on care and cost

Understand core challenges providers and payers have faced in creating successful partnerships

Identify key factors to achieve alignment and progress ensuring a successful partnership
ROADMAP FOR TODAY’S DISCUSSION

Drivers Behind Payer/Provider Partnerships

Entering a Partnership
  • Payer Perspective
  • Provider Perspective

Discussion: Considerations for Engaging in a Payer/Provider Partnership
TRADITIONAL PAYER/PROVIDER RELATIONSHIPS

Reimbursement

Service Provision to Members

Payer

Provider

Largely Transactional

CMS DEMANDS MORE VALUE FROM PROVIDERS

MACRA

MIPS

BPCI

MSSP

HAC Reduction Program

CJR

OCM

PPACA

Hospital Readmissions Reduction Program

Next Generation ACOs

Pioneer ACOs

Cardiac Rehabilitation Incentive Payment Model

VBP

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CONSUMER/EMPLOYER PUSHBACK ON RISING INSURANCE PREMIUMS

Average Annual Health Insurance Premiums and Worker Contributions for Family Coverage, 2004-2014

2004

Worker Contribution
5,890

Employer Contribution
$1,289

2014

Worker Contribution Increase
$4,823

Employer Contribution Increase
$12,011

69% Total Premium Increase


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Evolving Payer/Provider Relationships

Highly Collaborative

Payer

Quality
Patient Satisfaction
Cost Reduction

Provider

$
RECENT PAYER & PROVIDER COLLABORATIONS*

Anthem
Aurora Health Care
Well Priority
(Wisconsin Collaborative Insurance Co.)

aetna
Texas Health Resources

WellCare Health Plans
Advicare

Humana

Cigna

NETWORK

*a few still pending final review

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Drivers Behind Payer/Provider Partnerships

Entering a Partnership
  • Payer Perspective
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Discussion: Considerations for Engaging in a Payer/Provider Partnership
Insider knowledge.

Outsider perspective.