

ALIGNING FOR SHARED ACCOUNTABILITY



LAN SUMMIT

Health Care Payment Learning & Action Network

Creating Infrastructure to Support Financial Risk-Taking

Welcome



Jeff Micklos

Executive Director
Health Care Transformation Task Force

Panelists



**Brigitte
Nettlesheim**

**President of Joint
Venture Markets
*Aetna***



Emily Brower

**Senior Vice President of
Clinical Integration and
Physician Services
*Trinity Health***

Health Care Transformation Task Force

Patients, Payers, Providers
and Purchasers Committed
to Better Value Now



Established in 2014, the **Health Care Transformation Task Force** is a multi-sector industry consortium comprised of



committed to advancing delivery system transformation that drives rapid, measurable change for ourselves and our country.



Task Force Members

KAISER PERMANENTE, Remedy, PARTNERS HEALTHCARE, CAMBIA, ASCENSION, COMMUNITY CATALYST, HRHCare, Atrius Health, FAMILIESUSA, PREMIER, BlueCross BlueShield of North Carolina, Blue Cross Blue Shield Blue Care Network of Michigan, aetna, Anthem, Aledade, national partnership for women & families, agilon health, Encompass Health, Geisinger, ChenMed, MASSACHUSETTS, apollomed, HERITAGE PROVIDER NETWORK, Archway Health, Washington State Health Care Authority, Clarify HEALTH SOLUTIONS, PBGH PACIFIC BUSINESS GROUP ON HEALTH, evolent HEALTH, NHELP, Dignity Health, Trinity Health, UAW RETIREE Medical Benefits Trust, AAFP, MIHA Mental Health America, Cleveland Clinic, South Carolina, SENTARA





HCTTF continues to progress towards our goal of 75% of business in value-based payment arrangements by the end of 2020



Combining leading providers with Aetna's expertise, the joint ventures are delivering a differentiated consumer experience



▼ **18%**
inpatient admits

▲ **131%**
mental health visits

▲ **35%**
PCP visits

The joint venture care management strategy

Mentimeter

Approach helps care teams discover and resolve member issues, empowering them to advocate for their own wellness

- Improve health literacy
- Increase disease knowledge
- Reduce obstacles to care
- Improve social health determinants

Focus is on those most in need, using data and algorithms to find and reach out to these members

- Retrospective data
- Pharmacy data
- UM data
- Risk factors
- Historical data
- Alerts for admissions, discharges and transfers

Source: Aetna research. Study used a retrospective cohort design to compare members who were targeted for multidisciplinary care team after program start on January 1, 2017, and cases were closed by June 31, 2018.



Trinity Health

Population Health & Alternative Payment Models:

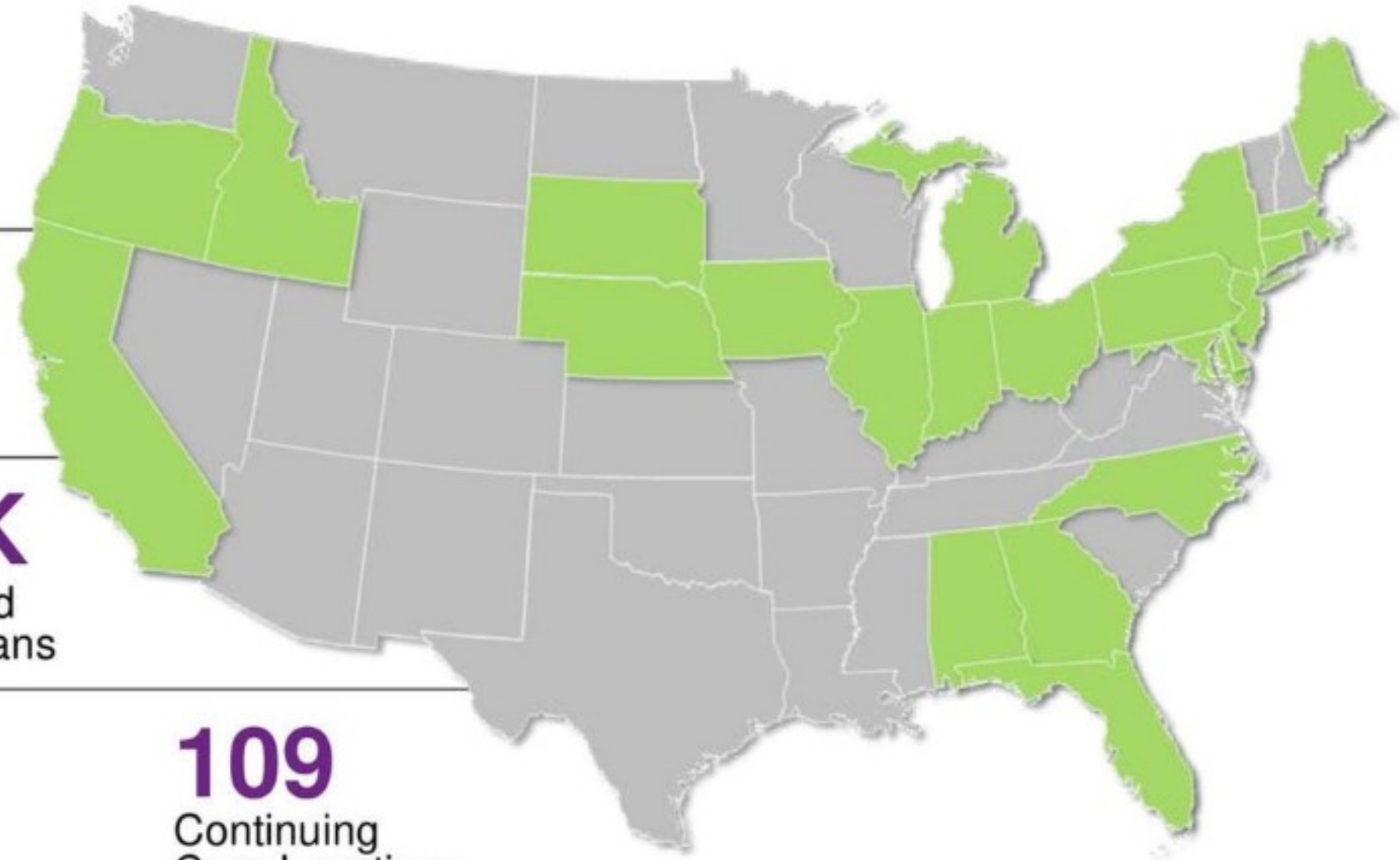
Advancing People-Centered Care

Emily D. Brower

SVP, Clinical Integration & Physician Services

October 24, 2019

Trinity Health operates in 22 states and is one of the largest Catholic health care systems



\$19.3B
In Revenue

1.6M
Attributed Lives

\$1.2B
Community Benefit Ministry

129K
Colleagues

7.5K
Employed Physicians & Clinicians

27K
Affiliated Physicians

92
Hospitals*

18
Clinically Integrated Networks

13
PACE Center Programs

109
Continuing Care Locations

Our Mission drives our Vision and strategy

We, Trinity Health, serve together in the spirit of the Gospel as a **compassionate and transforming healing presence** within our communities.

Our Core Values

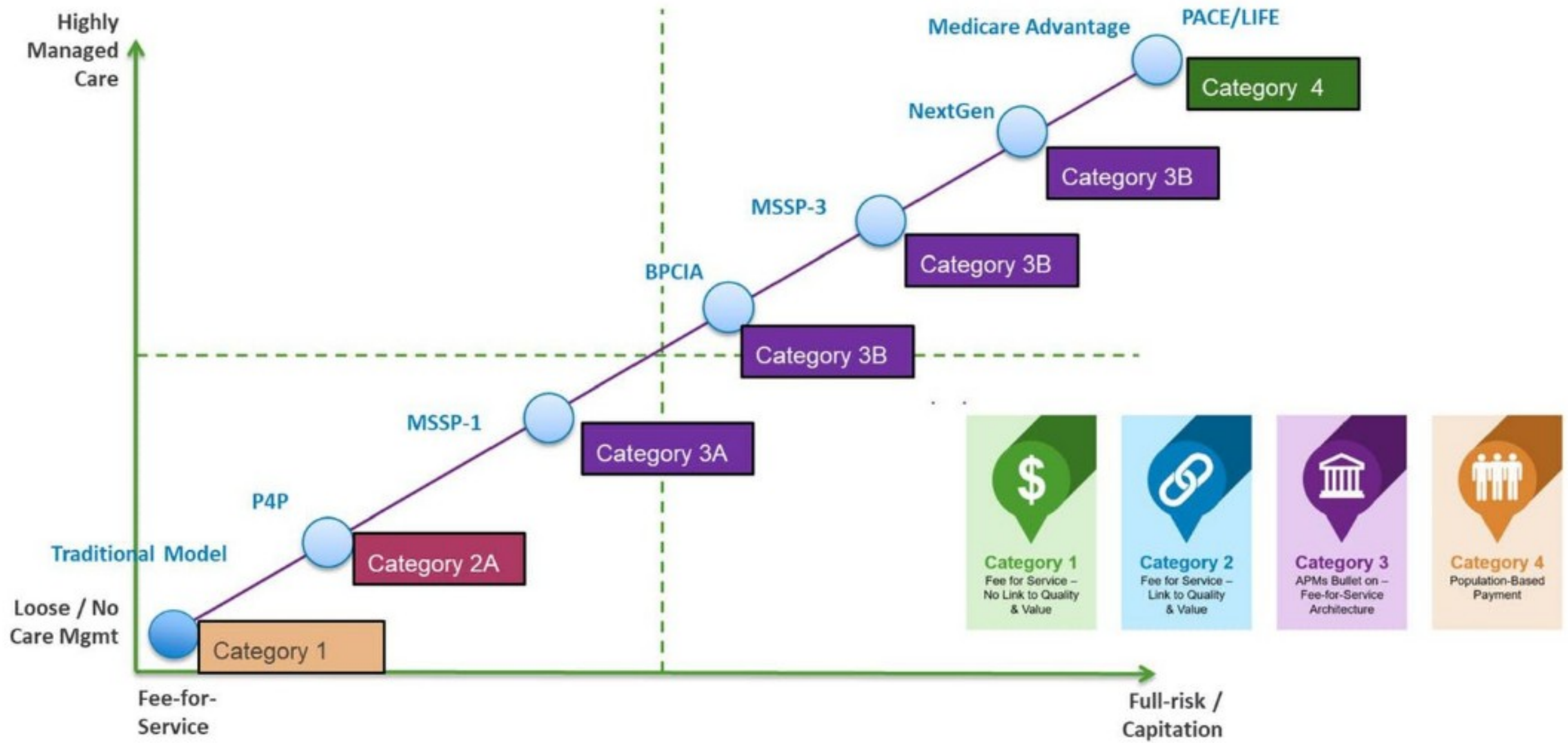
- Reverence
- Commitment to Those Who are Poor
- Justice
- Stewardship
- Integrity



Population Health for us is self-disrupting, but necessary to delivery true people-centered care


- Increasing healthcare costs are crowding out other services in our communities.
- Our patients & families are absorbing proportionately more of those higher costs.
- Our payers demand cost reductions – we strive to operate at Medicare payment rates.
- Population Health & APMs turn cost *reductions* into total cost of care *return*.
- APMs gives us a return not only when we drive down costs but when we increase quality and experience that attracts more patients, employers, providers and payers.
- Care within our networks is evidence we are delivering a differentiated experience for patients – and is our virtuous cycle.

We have participated in APMs with different levels of financial risks and reward since 2014



We currently hold \$10.4B in APM 3+ cost of care accountability for 1.6M people

As of 6/30/19

| |  Annual Medical Cost |  Attributed Lives |
|--------------------------------------|---|--|
| Medicare ACOs | \$3.2 Billion | 276,000 |
| Medicare Advantage | \$1.6 Billion | 166,000 |
| Bundled Payment for Care Improvement | \$430 Million | 14,700 |
| Commercial & Medicaid | \$3.8 Billion | 955,000 |
| PACE / LIFE | \$323 Million | 4,000 |
| Colleague Health Plan* | \$1.0 Billion | 180,000 |

While we have made significant progress, we will go further, faster

Capabilities:

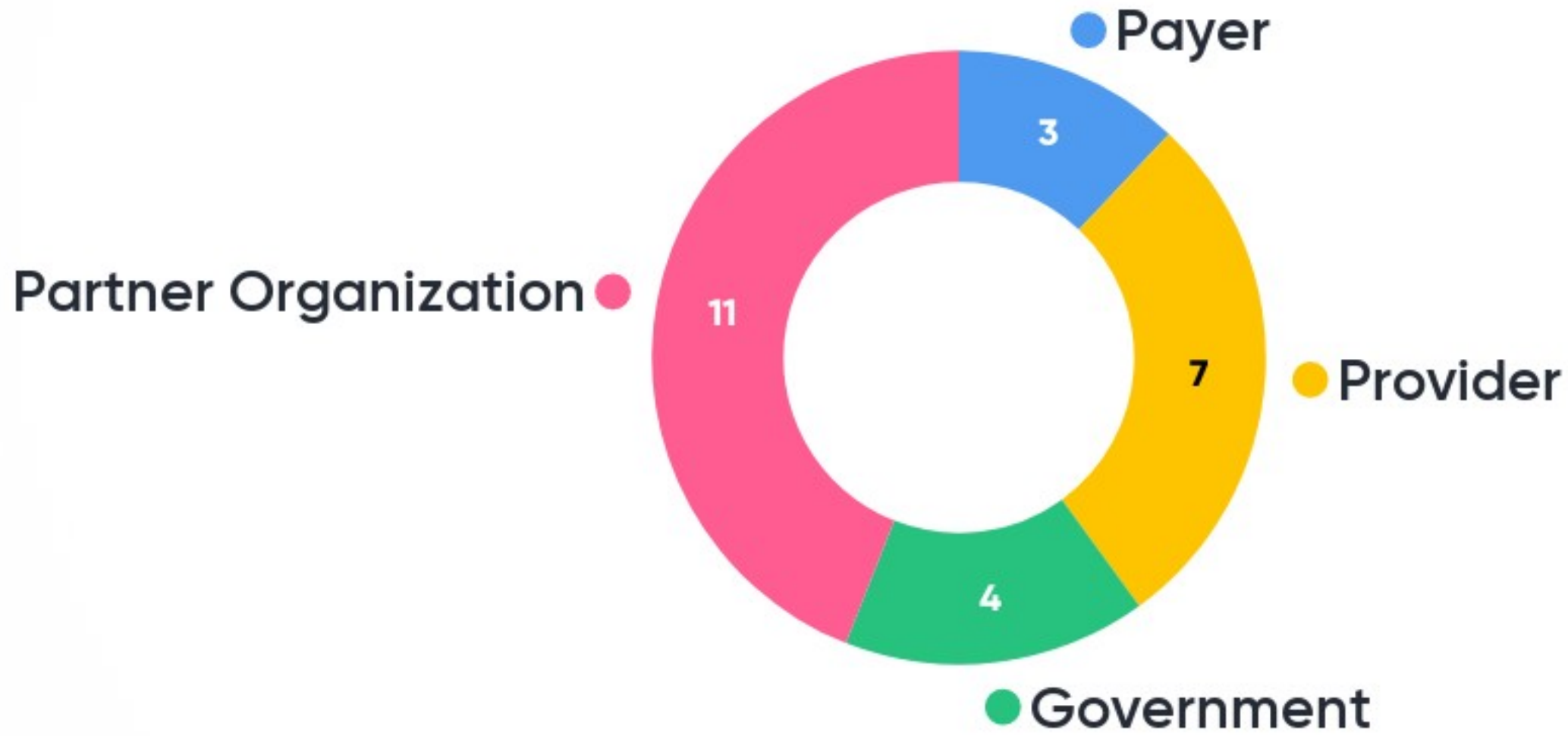
- Integrated Care Coordination across 94 hospitals, 16 Clinically Integrated Networks and hundreds of post-acute settings
- Ambulatory Quality Program that supports quality performance and reporting, with continuous year over year improvements in quality outcomes
- Data Infrastructure including APM payer claims from 47 different data feeds
- Well positioned to take advantage of CMS' new Direct Contracting payment model

FY2019/CY2018 Results:

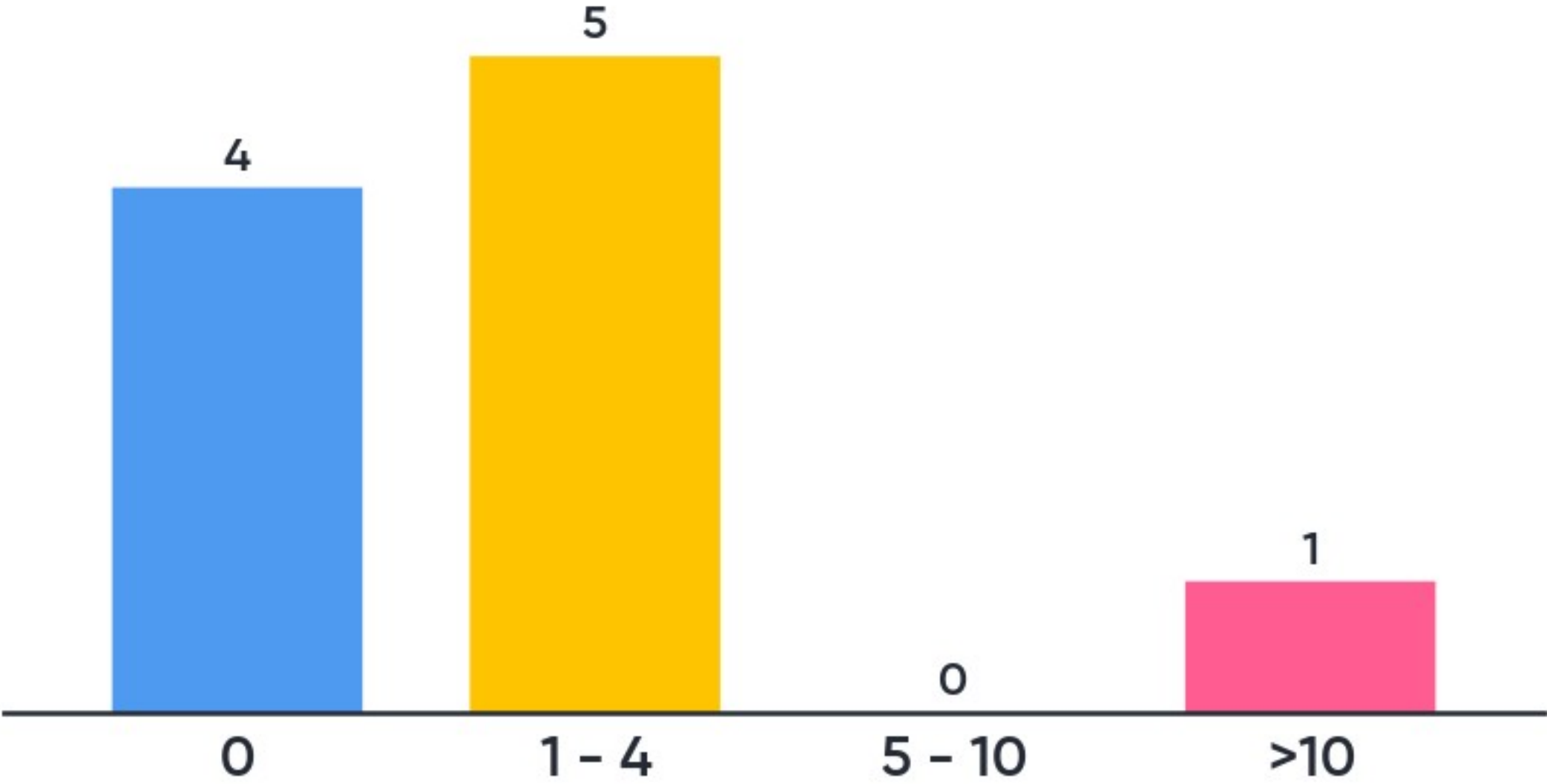
- Trinity Health ACO, a Next Generation ACO (NGACO), earned \$6.5M in shared savings its first year and \$8.5M in its second. Third year (2018) results currently embargoed.
- Trinity Health Integrated Care (THIC), a Medicare Shared Savings Program Track 3 ACO, earned \$18.7M in shared savings for CY2018 after earning \$12M in CY2017, its first year.
- Bundled Payments for Care Improvement (BPCI) earned over \$50M in gainshare in the last two fiscal years.
- All our ACOs have achieved year-over-year improvements on quality measures, with many results in the 90th percentile (NGACO results currently embargoed).



Please select the category that best describes the stakeholder group you represent.



If you are a payer or provider, how many two-sided risk payment arrangements do you operate?



Visit the LAN Website for our Resources

<https://hcp-lan.org/>

Mentimeter



Exit Survey

We want to know what you think!

Let us know your thoughts at the end of each session! The Guidebook app provides quick, simple evaluations for your feedback.


[Session Evaluation Survey](#) (or scan QR code)


[LAN Summit Overall Survey](#)



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We want to hear from you!

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Thank You!