



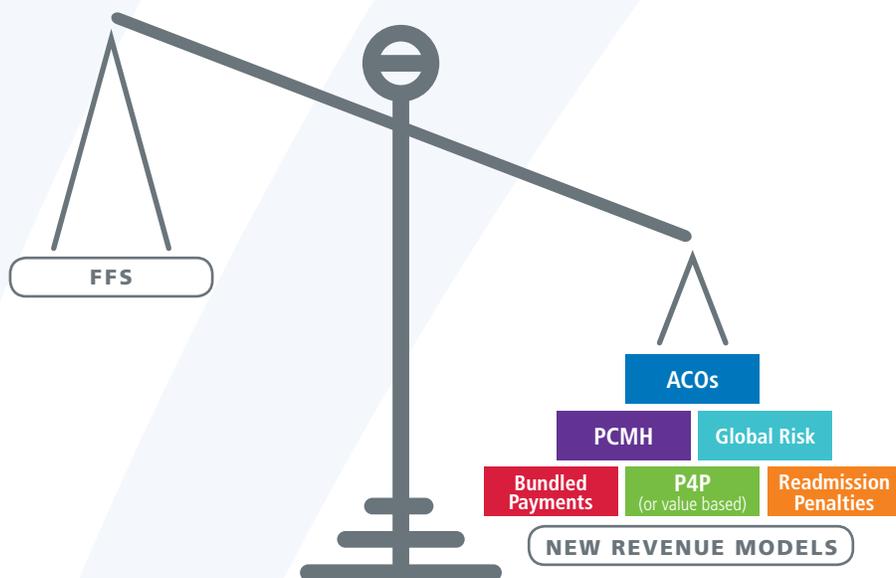
# Clinical Transformation & Value-Based Payment

With value-based payment becoming more pervasive and the need to manage population health looming, it's becoming critical to transform the way that clinical care is delivered. Veralon can help.

We can guide you in *developing, implementing, and optimizing ACOs and CINs*. Once a structure is in place, we can work collaboratively with you to create the organization and programs needed to become truly clinically integrated, improve care quality, and use resources efficiently. We can also assist you to implement *successful value-based payment programs*, analyzing and optimizing single or multiple contracts.

Veralon can also guide your organization in transforming its employed physician enterprise to achieve improved performance and support your population health management and value-based payment initiatives.

## NEW REVENUE MODELS ARE TIPPING THE SCALE TO POPULATION HEALTH



### WHY VERALON?

#### Experience

Our expertise derives from years in developing, optimizing, and working with ACOs, CINs, PHOs, IPAs, and other joint contracting organizations. We helped develop some of the now more mature and successful payer and risk-contracting organizations. We have extensive experience in structuring physician/hospital deals and physician compensation arrangements, conducting meticulous financial feasibility analysis, and in payer contract modeling.

#### Deep knowledge of hospital physician relationships

Our senior team brings expertise from over 25 years each working with all forms of arrangements between physicians and hospitals or health systems. Veralon has assisted with development and strategic planning for over 75 clinical integration networks and similar entities.

#### Outstanding interaction with physicians

The Veralon team is expert at gaining and retaining physician trust. We have been very successful in engaging both employed and independent physicians and creating physician-hospital entities.

#### Integrated perspective

We can help you understand the larger strategic and financial implications of ACOs and value-based payment for your organization.



## ACO Development & Implementation

Veralon can help your organization in all aspects of ACO development, implementation, or optimization. We address:

- Whether your existing structure can support ACO development
- Investment requirements
- Risk and return
- The timing and distribution of shared savings
- Engaging independent and employed physicians
- ACO impacts on volumes and revenues
- Which ACO model to pursue
- Contracting opportunities

## Clinically Integrated Network Development

Veralon can support you by engaging physicians and hospital leaders, facilitating creation of guiding principles for the CIN, and helping with planning and development. We can assist with:

- Creating the structure, governance, and participation agreements
- Developing business plans
- Identifying payer contracting strategy

- Establishing an operating plan and IT strategy
- Testing the financial impact of incentive funds distribution models
- Modeling the financial impact of the CIN on system utilization and revenues

## Value-Based Payment

To succeed with value-based payment, providers must handle contracts wisely, engage physicians, implement the right care improvements, track performance, and then do it all again.

Veralon has the extensive domain knowledge, strategic perspective, and financial and data analysis skills to support you in achieving success. We can help with:

- Designing shared savings or risk-sharing arrangements
- Selecting target episodes for bundled payments, identifying opportunities and implementing savings programs
- Structuring and negotiating pay-for-performance contracts
- Determining the specific data analytics needed to support each value-based contract.

## Clinical Integration: Implementation & Optimization

Achieving clinical integration requires more than creating a structure. Veralon can assist with any/all of the following:

- Choosing clinical care initiatives to pursue
- Leading the clinical guideline development process
- Specifying required data reporting and analytics
- Developing care management programs
- Identifying quality goals and monitoring metrics
- Engaging primary care and specialty physicians
- Establishing a budget and capital plan

## Physician Enterprise Performance Improvement

Veralon can work with you to improve performance in all aspects of your physician enterprise. We use analysis, group facilitation, and our familiarity with traditional and emerging models to address:

- Physician compensation design, including quality incentives
- Quality of care and clinical integration
- Engaging physicians in governance to achieve meaningful leadership and change
- Organizational design
- Preparing for / supporting the transition to value-based care
- Revenue optimization
- Office operations