



VERALON[®]

TRANSFORMATIVE HEALTHCARE CONSULTING

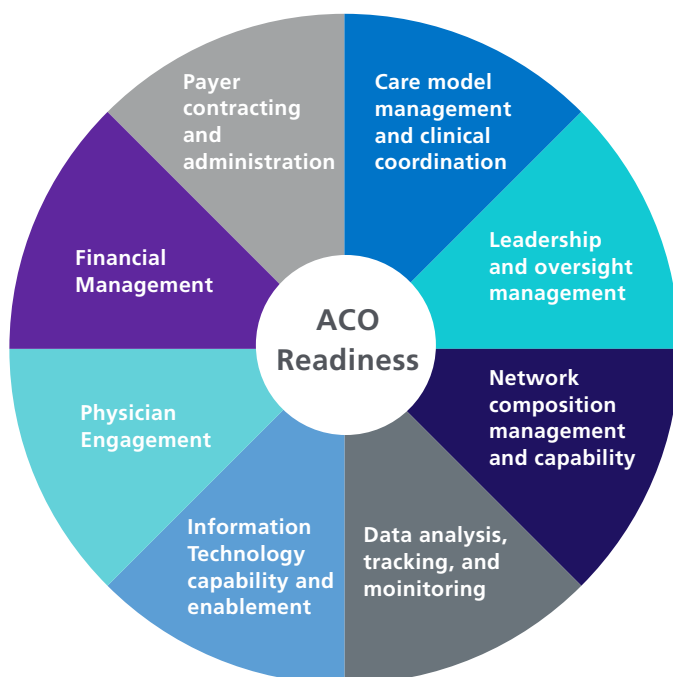
Accountable Care Organizations

ACOs, born as a Medicare program, are now at least equally common among commercial payers. Whether participating in the MSSP program or if commercial payers in your market are offering participation in an ACO, downside risk is already your reality or will be in the next.

Veralon can assure that your ACO structure and operations will assure optimum performance.

We can assist you with:

- ACO planning and development, including strategic and feasibility analysis, investment requirements, and model selection
- ACO implementation, including organizational and financial structure, quality and operations management, monitoring contract performance, and incentive model design
- Performance optimization for ACOs, including performance monitoring, identifying opportunities for clinical care redesign and improved population management, engaging physicians, and strengthening infrastructure
- ACO mergers, for example during the course of hospital/system mergers



WHY VERALON?

Veralon has extensive experience in helping health systems with Medicare and other ACO development and implementation, as well as in optimizing performance of existing ACOs.

Experienced with Value-Based Payment: Veralon staff are national thought leaders on value-based payment and have years of experience supporting clients in bundled payment and shared risk arrangements.

Data Analysis and Management Skills: Veralon offers Quanto, a web-based data analysis tool, that giving users one place to track results, identify opportunities for further improvement, calculate incentive payments, and aggregate results across value-based contracts.

Deep Knowledge of Financial Modeling: The Veralon team has performed 100s of healthcare financial feasibility assignments that hold up to regulatory scrutiny. We can model the impact of specific approaches to optimizing your ACO payment performance on your bottom line and that of your physicians.

Veralon tailors its work to each client's specific needs.

ACO Development

Veralon will evaluate the potential for a new ACO and assist you in deciding whether to move forward. We will:

- Assess existing organizational capabilities vs. ACO requirements
- Determine required investment
- Analyze risk and return
- Determine probable shared savings, timing and division
- Engage physicians
- Project impact of ACO on volumes and revenues
- Select ACO model to pursue

ACO Implementation

Veralon can assist with detailed preparation for initiating ACO operations. We will:

- Assist in defining organizational structure
- Identify opportunities to redesign clinical care and better manage your population
- Develop approaches to monitoring financial and quality performance, using customized solutions
- Maximize contracting effectiveness, by monitoring the financial performance of your ACO contracts and positioning you to retrieve money being left on the table
- Design incentive models that emphasize care goals, teamwork, and individual contributions
- Understand the financial impact on all system and partner entities

Optimizing ACO Performance

Veralon will help your ACO obtain the best possible financial and quality results, by:

- Assessing trends in cost and utilization such as:
 - Care location
 - Sequence of care
- Looking at in-and-out of network leakage, avoidable admissions, and readmissions
- Engaging physicians to drive improved results, including development of **customized report cards**
- Identifying **high-cost and high-risk beneficiaries** to target care management initiatives
- Identifying and designing performance improvement initiatives and modeling potential impact

ACO Strategy

We can help you shape future development by:

- Evaluating market, competition, and regional payers
- Assessing your organization
 - IT capabilities
 - Physician engagement
 - Financial—surplus distribution and incentives
 - Contract quality and performance
- Developing strategy and goals
 - Identifying critical issues that must be addressed
 - Reviewing strategic position with board
 - Discussing potential strategic direction and vision
 - Establishing goals and strategies
- Creating an implementation plan