



**VERALON**®

TRANSFORMATIVE HEALTHCARE CONSULTING

# Achieve Optimum Results with Your CIN

Every CIN engagement must address its own unique set of market and provider circumstances. **Veralon can help you respond to those circumstances in establishing or strengthening a CIN, resulting in a positive impact on patient care and physician engagement.** We engage physicians and hospital leaders in productive discussions and support creation of a vision and guiding principles for the CIN. Then we can help you:

- **Plan and develop a CIN:** Establishing structure, governance, participation agreements, and other foundational pieces
- **Implement the CIN:** Further engaging physicians, determining the care processes and structure that will support the CIN; deciding whether to participate in an ACO, bundled payment, or other value-based payment model; determining how to meet data service requirements; developing budgets and capital plans
- **Optimize performance on existing contracts:** Establishing clinical guidelines and other aspects of care management, defining financial and quality goals and metrics, and transforming the practice of primary care
- **Develop a strategic plan for the CIN:** Assessing market position and strategy to be sure your organization is getting maximum benefit from the CIN

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## PILLARS OF SUCCESS



PROVIDER  
ALIGNMENT  
AND  
LEADERSHIP



DATA  
AND  
INFORMATION  
SYSTEMS /  
SHARING



CARE  
MANAGEMENT  
AND  
REDESIGN



CONTRACTING  
AND  
PAYMENT  
ARRANGEMENT



QUALITY  
MONITORING  
AND  
IMPROVEMENT

## WHY VERALON?

Veralon has a history of success in engaging independent physicians with healthcare organizations. Veralon is:

**Experienced with value-based payment:** Veralon staff are thought leaders in VBP and have years of experience supporting clients in bundled payment and shared risk arrangements.

**Expert in hospital-physician relationships.** Our team brings expertise from more than 25 years working with all forms of arrangements between physicians and health systems.

**Deeply knowledgeable on financial modeling:** 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.

**Accomplished in data analysis and management:** Veralon offers Quanto, a web-based data analysis tool that: gives users one place to track results; helps identify opportunities for further improvement; calculates incentive payment; and aggregates results across value-based contracts.

**Veralon's well-honed process and experience with CINs allow us to address physician concerns, establish credibility and trust, and speed resolution of all issues.**

### **CIN Development**

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If you do not yet have a CIN in place, Veralon can assist in creating one by helping you:

- Establish CIN structure based on tax status, approach to capitalization, member responsibilities, and contracting process and authority
- Guide design of governance structure and participation agreements, working with legal counsel
- Create business and implementation plans
- Identify payer contracting strategy
- Establish an operating plan
- Define an IT strategy for the CIN
- Test the financial impact of incentive funds distribution models
- Model the financial impact of the CIN on utilization

### **CIN Implementation**

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Support for clinical integration implementation can include:

- Facilitating intensive physician engagement of employed and independent physicians
- Choosing a manageable number of clinical care initiatives to pursue
- Setting priorities for types of patients and care settings (e.g., patient centered medical home, chronic care management systems, advanced APM programs)
- Establishing a budget and capital plan
- Creating data services to support financial and quality monitoring and provider accountability, serve as a basis for incentives and rewards, and support sharing of clinical information for optimum care
- Work with legal counsel to assure that the CIN will meet the standards of the FTC

### **CIN Optimization**

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

- Identifying opportunities for improvement of financial performance
- Coordinating the process of clinical guideline development
- Developing care management programs customized to match organizational characteristics
- Identifying quality monitoring goals and metrics
- Engaging primary care physicians to transform their approach to practice

### **CIN Strategic Planning**

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Veralon can help you maximize organizational benefit from a CIN, by addressing:

- The mix of payer arrangements that will best balance effort, risk, and reward
- Whether contract performance can be improved
- Opportunities for additional contracts
- Relative attractiveness to physicians vs. competing CINs
- Potential for growth in physician membership
- Whether/how to partner with other organizations