



# HCP LAN

Health Care Payment Learning & Action Network

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Value Incentive & System Innovation Collaborative

Washington, DC

March 1, 2016

Sam Nussbaum, MD

# PURPOSE

The Health Care Payment Learning & Action Network (LAN) was launched because of the need for:



## Better Care

The LAN seeks to shift our health care system from the current fee-for-service payment model to a model that pays providers and hospitals for quality care and improved health.



## Smarter Spending

In order to achieve this, we need to shift our payment structure to incentivize quality and value over volume.



## Healthier People

Such alignment requires the participation of the entire health care community. The LAN is a collaborative network of public and private stakeholders.

“

What we have to do is to share these best practices, these good ideas, including new ways to pay for care so that we're rewarding quality. And that's what this network is all about.

**President Barack Obama**

*2015 LAN Launch Event*

”





“

Whether you are a patient, a provider, a business, a health plan, or a taxpayer, it is in our common interest to build a health care system that delivers better care, spends health care dollars more wisely and results in healthier people. Today's announcement [of the launch of the LAN on March 25, 2015] is about improving the quality of care we receive when we are sick, while at the same time spending our health care dollars more wisely.

**Sylvia M. Burwell, HHS Secretary**

”





# OUR GOAL

Goals for U.S. Health Care

**2016**  
**30%**

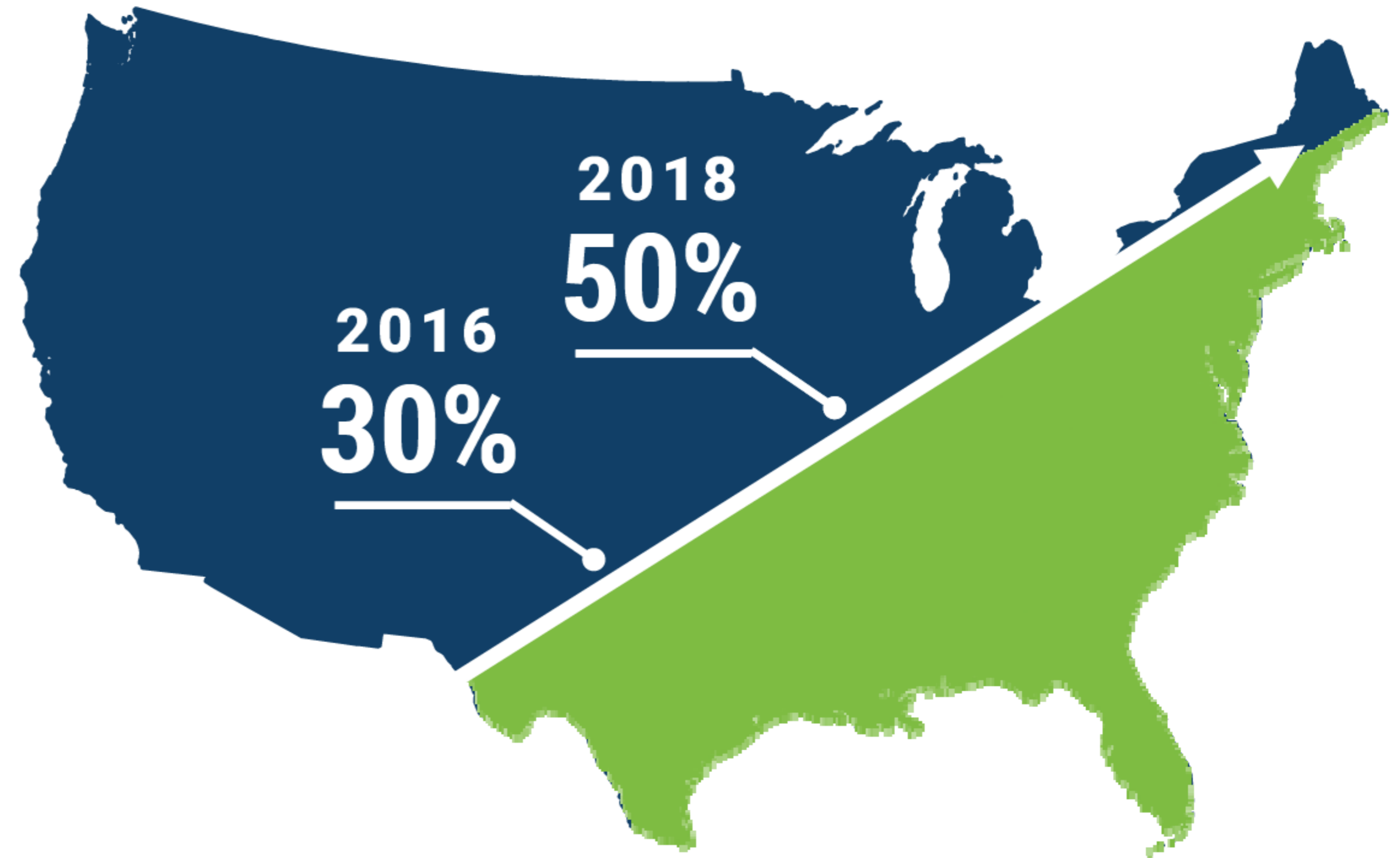
In 2016, at least 30% of U.S. health care payments are linked to quality and value through APMs.

**2018**  
**50%**

In 2018, at least 50% of U.S. health care payments are so linked.

These payment reforms are expected to demonstrate better outcomes and lower costs for patients.

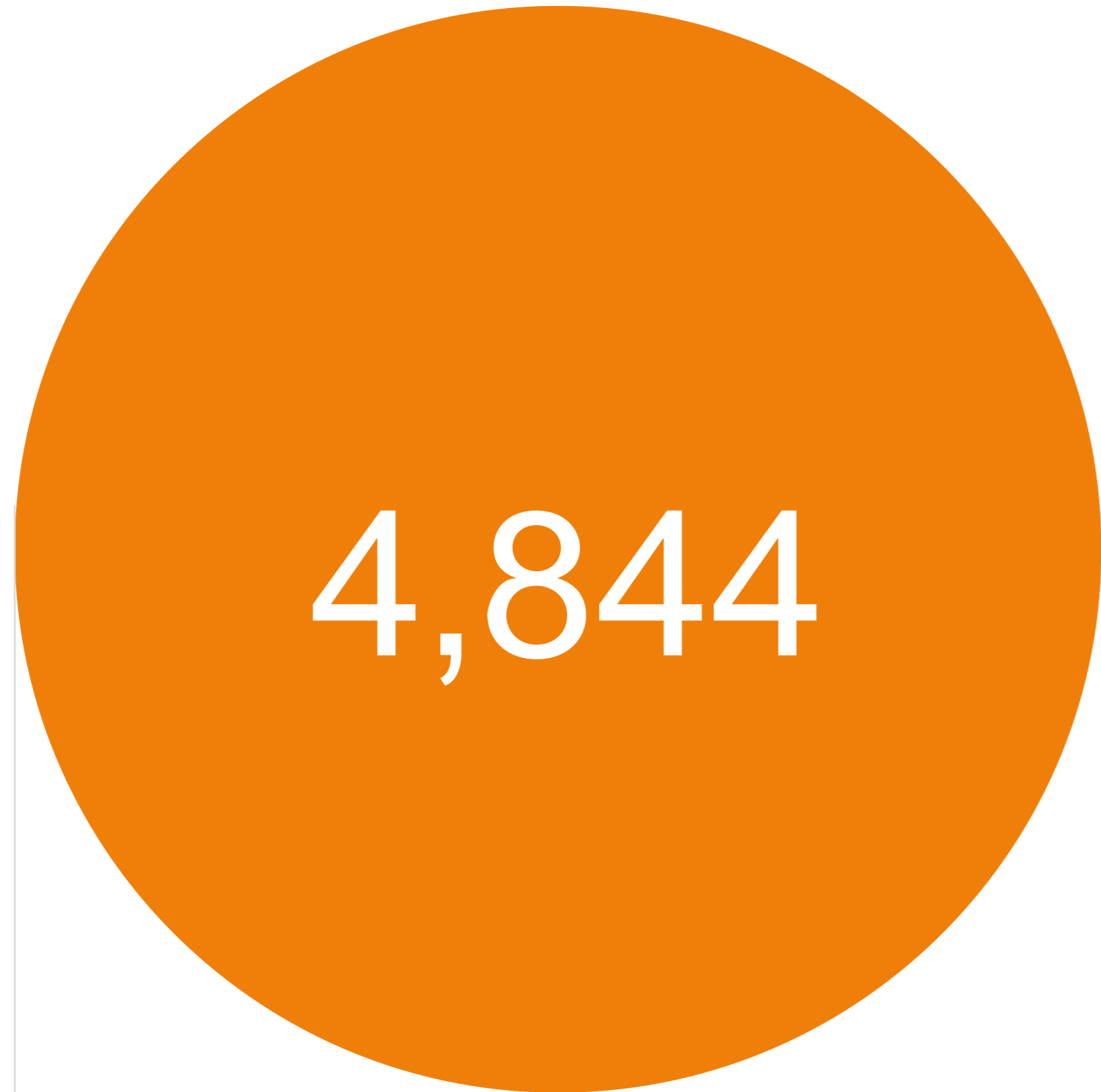
Adoption of Alternative Payment Models (APMs)



*Better Care, Smarter Spending, Healthier People*

# LAN BY THE NUMBERS

(Updated February 4, 2016)



LAN Participants



LAN Organizations

Number of organizations represented by LAN participants



Leaders

Guiding Committee, Work Group, Affinity Group, and Payer Collaborative members

# OPERATIONAL MODEL

Critical path to broad adoption of Alternative Payment Models (APMs)



# LEADERSHIP GROUPS

Providing leadership and coordination of LAN activities and priorities



## Guiding Committee

Primary leadership body of the LAN. The GC meets monthly, establishes and oversees work groups, and actively engages stakeholders across the LAN.



## Work Groups

Short-term, multi-stakeholder initiatives of 14-16 experts charged with identifying and assessing the primary barriers to adoption and outlining key steps toward the achievement of goals.



## Affinity Groups

Venues for participants in each sector, such as employers/purchasers, to engage around specific topics and to identify and disseminate knowledge and best practices.



# WORK GROUPS

Identifying and assessing barriers to adoption and outlining key steps toward the achievement of goals



## Alternative Payment Model Framework & Progress Tracking (APM FPT)

This group is proposing an approach for measuring APM adoption across the U.S. health care system that includes clarity on what should be measured as well as the set of categories (Framework) that enable meaningful reporting.



## Payer Collaborative

The Payer Collaborative brings together industry leaders from both public and private health plans to inform the LAN's approach for measuring progress of APM adoption against the LAN's goals of 30 percent adoption by 2016 and 50 percent adoption by 2018



## Population-Based Payment (PBP)

This group is identifying the most important elements of population-based payment models for which alignment across public and private payers could accelerate their adoption nationally, with a focus on data sharing, financial benchmarking, quality measurements, and patient attribution.



## Clinical Episodes Payment (CEP)

This group is helping align payer and provider efforts around clinical episode-based payments. The group will focus on a limited number of clinical conditions and rely heavily on existing work in the clinical domains. This group will leverage the experience of experts in each clinical field that has been identified as an area of focus.

# WORK GROUP UPDATES

## APM FPT APM Framework & Progress Tracking



- ✓ Final Released
  - APM Framework
- ✓ In Development
  - Progress Tracking

## Payer Collaborative



- ✓ Group Established
- ✓ APM Measurement Effort pilot initiated

## CEP Clinical Episode Payment



- ✓ Sprints Launched
  - Elective Hip and Knee Replacement
- ✓ Future Sprints
  - Maternity
  - Cardiac Care

## PBP Population Based Payment



- ✓ Drafts Released
  - Patient Attribution
  - Financial Benchmarking
- ✓ Sprints Launched
  - Performance Measurement
  - Data Sharing

# APM FPT MEMBERS

## Member Roster



**Sam Nussbaum**

Former Executive Vice President of Clinical Health Policy and Chief Medical Officer, Anthem, Inc.

**Shari Erickson, MPH**

Vice President, Governmental and Regulatory Affairs, American College of Physicians

**Andrea Gelzer, MD, MS, FACP**

Senior Vice President and Corporate Chief Medical Officer, AmeriHealth Caritas

**Jim Guest, JD**

Former President and CEO of Consumer Reports

**Paul Harkaway, MD**

Senior Vice President, Clinical Integration & Accountable Care, Trinity Health, Inc.

**Scott Hewitt, MPH**

Vice President, Network Standards & Payment Strategy, UnitedHealthCare

**Susan Nedza, MD, MBA, FACEP**

CMIO and Senior Vice President of Clinical Outcomes Management, MPA Healthcare Solutions

**Steve Phillips, MPA**

Senior Director, Global Health Policy, Johnson and Johnson

**Richard Popiel, MD, MBA**

Executive Vice President Health Care Services and Chief medical Officer, Cambia Health Solutions

**Rahul Rajkumar, MD, JD**

Deputy Director, Center for Medicare and Medicaid Services

**Jeffrey Rideout, MD**

President and CEO, Integrated Healthcare Association

**Dick Salmon, MD, PhD**

National Medical Executive, CIGNA Healthcare

**Julie Sonier, MPA**

Director of Employee Insurance Division, Minnesota Management and Budget

**Lisa Woods**

Senior Director of Health Care Benefits, Walmart Stores Inc.

**Elizabeth Mitchell**

President and CEO, Network of Regional Healthcare Improvement



# KEY PRINCIPLES

APM Framework—summary of key principles

1

## Empower Patients to be Partners

Changing providers' financial incentives is not sufficient to achieve person-centered care, so it will be essential to empower patients to be partners in health care transformation.

2

## Shift to Population-Based Payments

The goal is to shift U.S. health care spending significantly towards population-based payments.

3

## Incentives Should Reach Providers

Value-based incentives should ideally reach the providers who deliver care.

4

## Payment Models & Quality

Payment models that do not take quality into account will be classified within the appropriate category and marked with an "N" to indicate "No Quality" and will not count as progress toward payment reform.

5

## Motivate Providers

Value-based incentives should be intense enough to motivate providers to invest in and adopt new approaches to care delivery.

6

## Dominant Form of Payment

APMs will be classified according to the dominant form of payment, when more than one type of payment is used.

7

## Examples in the Framework

Centers of excellence, accountable care organizations, and patient-centered medical homes are examples in the Framework, rather than categories, because they are delivery systems that can be applied to and supported by a variety of payment models.

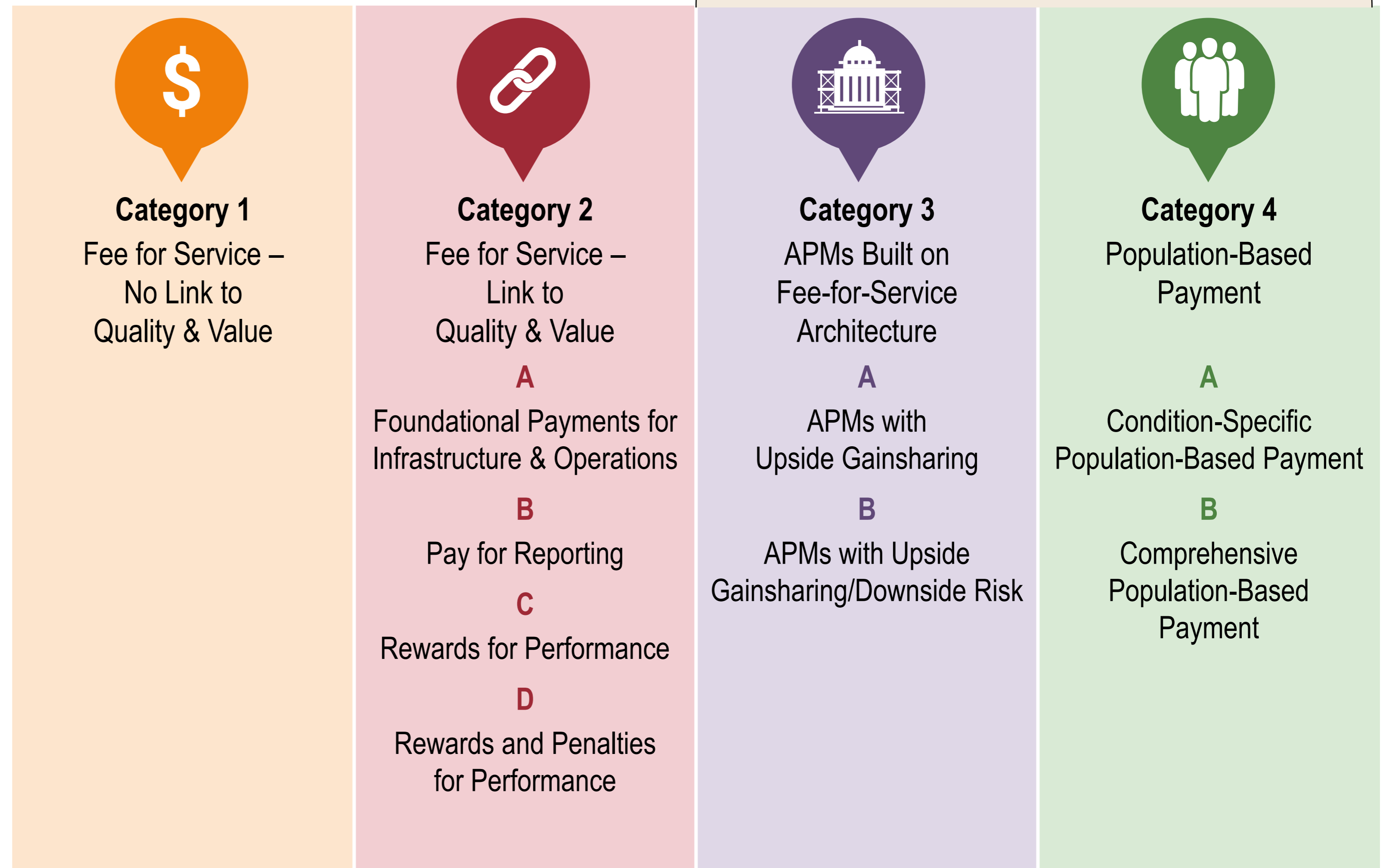
# APM FRAMEWORK

## At-a-Glance

The *framework* is a critical first step toward the goal of better care, smarter spending, and healthier people.

- **Serves as the foundation** for generating evidence about what works and lessons learned
- **Provides a road map** for payment reform capable of supporting the delivery of person-centered care.
- **Acts as a "gauge" for measuring progress** towards adoption of alternative payment models
- **Establishes a common nomenclature and a set of conventions** that will facilitate discussions within and across stakeholder communities

### Population-Based Payment



# APM FRAMEWORK



### Category 1

Fee for Service –  
No Link to Quality & Value



### Category 2

Fee for Service –  
Link to Quality & Value



### Category 3

APMs Built on  
Fee-for-Service Architecture



### Category 4

Population-Based  
Payment

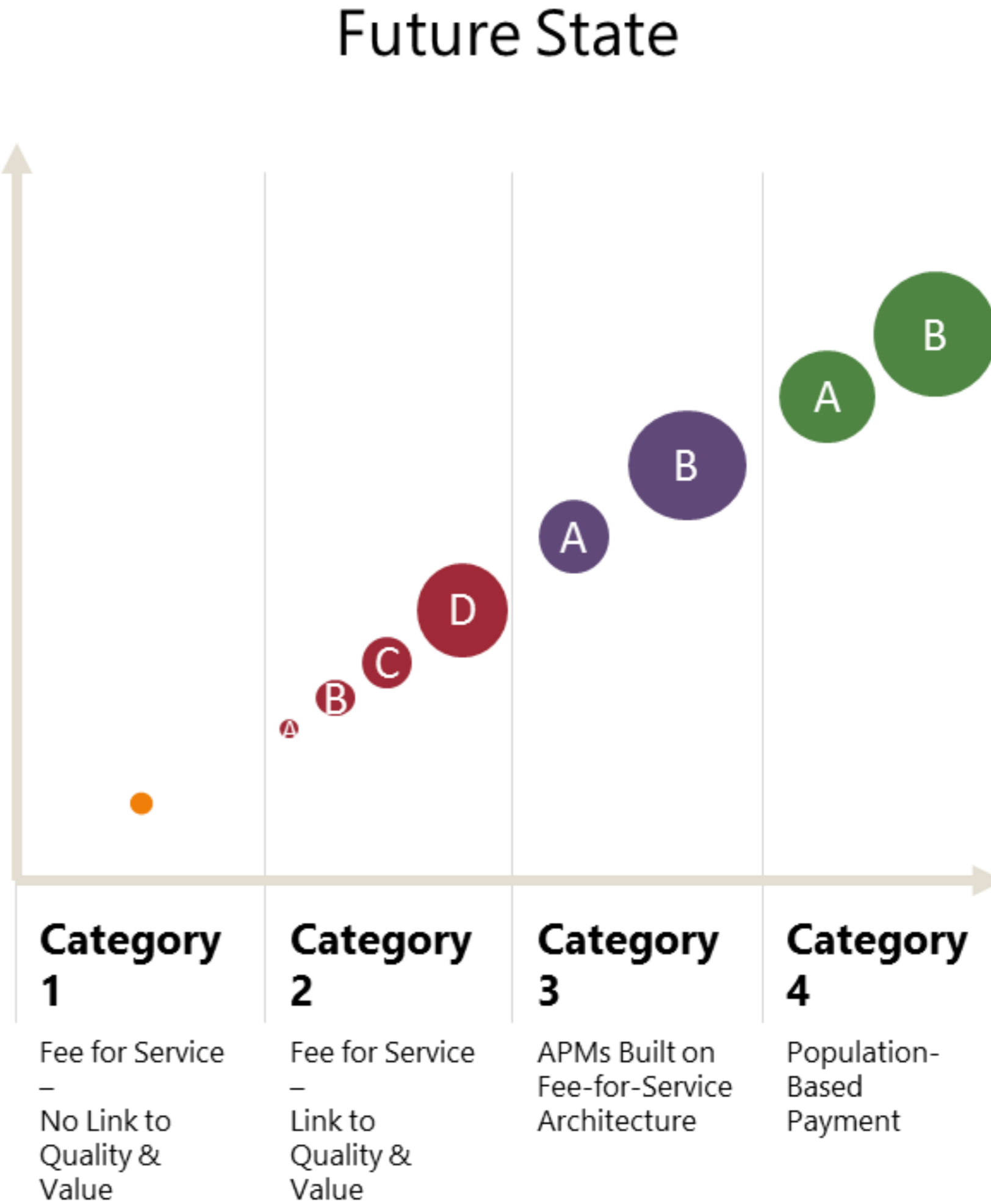
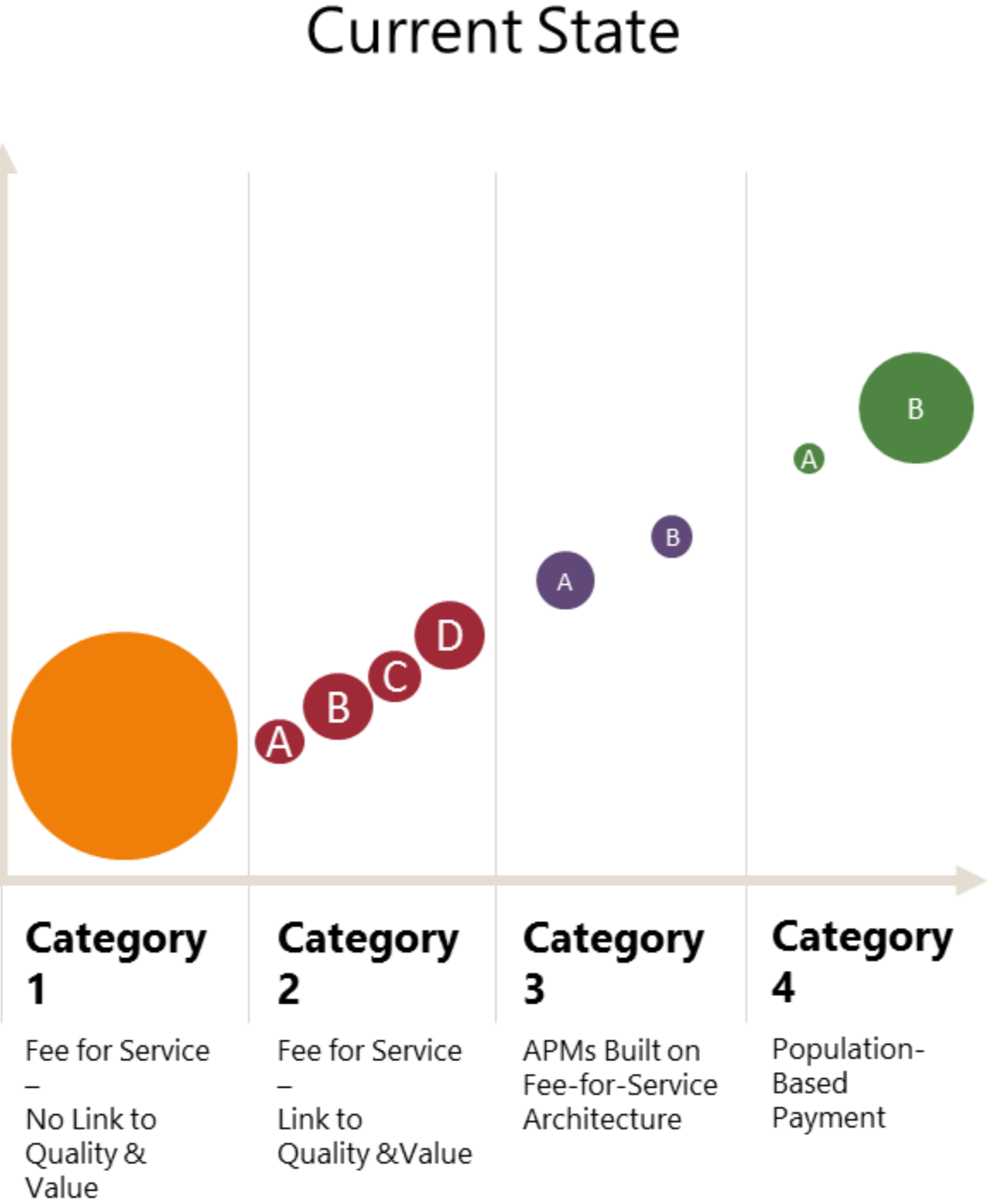
| Fee-for-Service  | A<br>Foundational Payments for Infrastructure & Operations  | B<br>Pay for Reporting  | C<br>Rewards for Performance  | D<br>Rewards and Penalties for Performance  | A<br>APMs with Upside Gainsharing  | B<br>APMs with Upside Gainsharing/ Downside Risk  | A<br>Condition-Specific Population-Based Payment  | B<br>Comprehensive Population-Based Payment   |
|--|---|---|---|---|--|---|---|---|
| <div style="border: 1px solid gray; padding: 5px; margin-bottom: 5px;">Traditional FFS</div> <div style="border: 1px solid gray; padding: 5px;">DRGs Not linked To Quality</div> | <div style="background-color: #800000; color: white; padding: 5px;">Foundational payments to improve care delivery, such as care coordination fees, and payments for investments in HIT</div> | <div style="background-color: #800000; color: white; padding: 5px;">Bonus payments for quality reporting</div> <div style="background-color: #800000; color: white; padding: 5px;">DRGs with rewards for quality reporting</div> <div style="background-color: #800000; color: white; padding: 5px;">FFS with rewards for quality reporting</div> | <div style="background-color: #800000; color: white; padding: 5px;">Bonus payments for quality performance</div> <div style="background-color: #800000; color: white; padding: 5px;">DRGs with rewards for quality performance</div> <div style="background-color: #800000; color: white; padding: 5px;">FFS with rewards for quality performance</div> | <div style="background-color: #800000; color: white; padding: 5px;">Bonus payments and penalties for quality performance</div> <div style="background-color: #800000; color: white; padding: 5px;">DRGs with rewards and penalties for quality performance</div> <div style="background-color: #800000; color: white; padding: 5px;">FFS with rewards and penalties for quality performance</div> | <div style="background-color: #483D8B; color: white; padding: 5px;">Bundled payment with upside risk only</div> <div style="background-color: #483D8B; color: white; padding: 5px;">Episode-based payments for procedure-based clinical episodes with shared savings only</div> <div style="background-color: #483D8B; color: white; padding: 5px;">Primary care PCMHs with shared savings only</div> <div style="background-color: #483D8B; color: white; padding: 5px;">Oncology COEs with shared savings only</div> | <div style="background-color: #483D8B; color: white; padding: 5px;">Bundled payment with up- and downside risk</div> <div style="background-color: #483D8B; color: white; padding: 5px;">Episode-based payments for procedure-based clinical episodes with shared savings and losses</div> <div style="background-color: #483D8B; color: white; padding: 5px;">Primary care PCMHs with shared savings and losses</div> <div style="background-color: #483D8B; color: white; padding: 5px;">Oncology COEs with shared savings and losses</div> | <div style="background-color: #228B22; color: white; padding: 5px;">Population-based payments for specialty, condition, and facility-specific care (e.g., via an ACO, PCMH, or COE)</div> <div style="background-color: #228B22; color: white; padding: 5px;">Partial population-based payments for primary care</div> <div style="background-color: #228B22; color: white; padding: 5px;">Episode-based, population payments for clinical conditions, such as diabetes</div> | <div style="background-color: #228B22; color: white; padding: 5px;">Full or percent of premium population-based payment (e.g., via an ACO, PCMH, or COE)</div> <div style="background-color: #228B22; color: white; padding: 5px;">Integrated, comprehensive payment and delivery system</div> <div style="background-color: #228B22; color: white; padding: 5px;">Population-based payment for comprehensive pediatric or geriatric care</div> |
|  |   |   |   |   | 3N<br>Risk-based payments NOT linked to quality  |   | 4N<br>Capitated payments NOT linked to quality  |   |

  = example payment models will not count toward APM goal.    **N** = payment models in Categories 3 and 4 that do not have a link to quality and will not count toward the APM goal.



# WORK GROUP'S GOALS FOR PAYMENT REFORM

• Provider accountability and innovation  
 • Impact of payments on cost and quality performance  
 • Delivery system integration and coordination  
 • Person-centered care



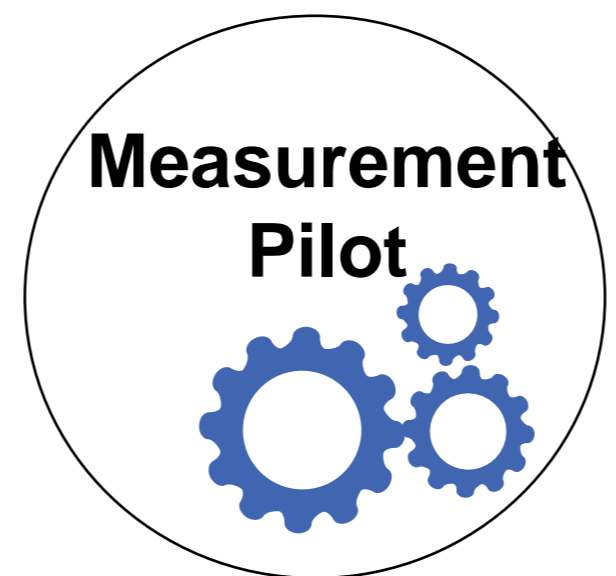
# APM MEASUREMENT

|                | Category 1<br>Financial                             | Category 2<br>Care Coordination  | Category 3<br>Patient Engagement                                    | Category 4<br>Population Health                                       |
|----------------|---|--|---|---|
| Sub-category A | Financial Performance (e.g., Net Revenue Retention) | Care Coordination (e.g., Care Transitions, Care Transitions Readiness) | Patient Engagement (e.g., Patient Satisfaction, Patient Activation) | Population Health (e.g., Chronic Disease Management, Preventive Care) |
| Sub-category B | Financial Performance (e.g., Net Revenue Retention) | Care Coordination (e.g., Care Transitions, Care Transitions Readiness) | Patient Engagement (e.g., Patient Satisfaction, Patient Activation) | Population Health (e.g., Chronic Disease Management, Preventive Care) |

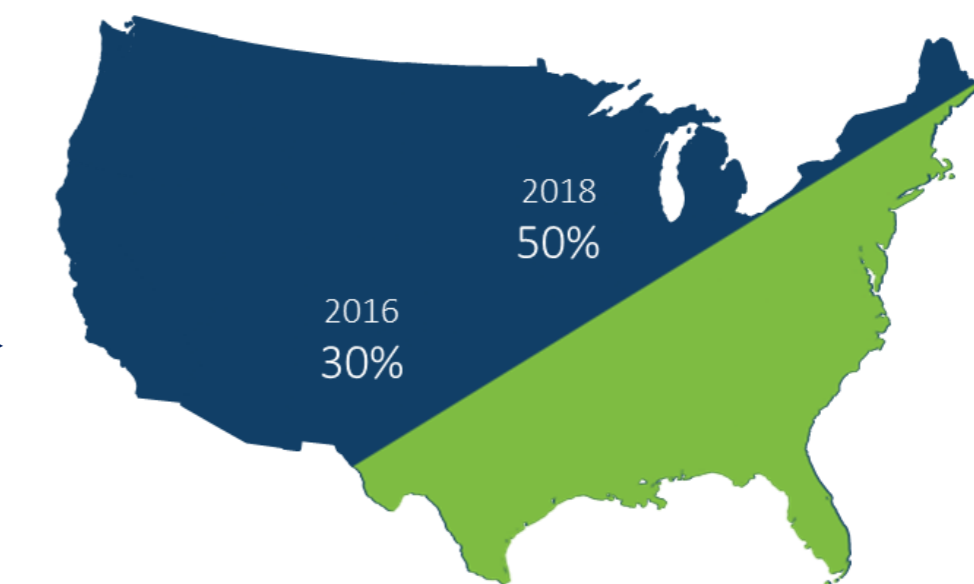
The LAN intends to use the APM Framework as a "gauge" for measuring progress towards adoption of APMs



A diverse group of health plans assembled to inform the LAN's approach for measuring adoption of APMs



A subset of Payer Collaborative participants will take part in an exercise to further inform and test the feasibility of the approach



The resulting approach will be used to measure the nation's progress towards the goals of 30 percent adoption by 2016 and 50 percent adoption by 2018



# PBP Work Group

Population-Based Payment (PBP)

17

16 Members



## Chairs



**Dana G. Safran**

Senior Vice President, Performance Measurement and Improvements, Blue Cross Blue Shield of Massachusetts



**Glenn Steele, Jr.**

Chairman, xG Health System



This group is identifying the most important elements of population-based payment models for which alignment across public and private payers could accelerate their adoption nationally, with a focus on data sharing, financial benchmarking, quality measurements, and patient attribution.

## Key Activities

- ✓ Establishing patient attribution and financial benchmarking standards
- ✓ Developing performance measurement guidelines
- ✓ Identifying data sharing requirements

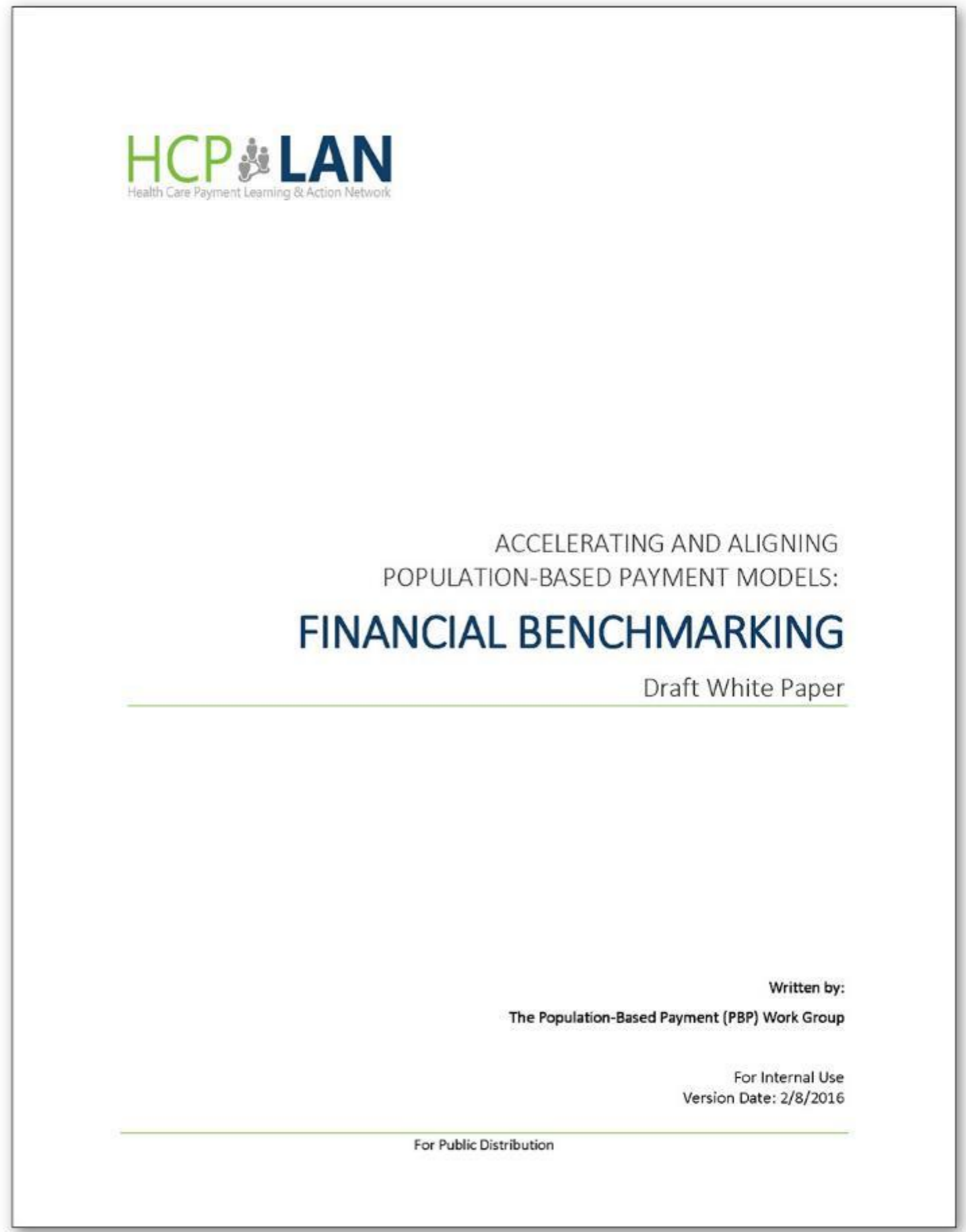


# FINANCIAL BENCHMARKING

For population-based payment models

The draft white paper titled *Accelerating and Aligning Population-Based Payment Models: Financial Benchmarking* describes approaches for setting an initial benchmark and updates over time and also addresses risk adjustment considerations. The white paper discusses the need to balance voluntary participation with the movement towards convergence in a market with providers at different starting points.

- Key Components
- Principles
  - Recommendations



# CEP Work Group

Clinical Episode Payment (CEP)

19

14 Members

Chair



**Lewis Sandy**

Senior Vice President, Clinical  
Advancement, UnitedHealth Group



This group will propose an approach for measuring APM adoption across the U.S. health care system that includes clarity on what should be measured as well as the set of categories (Framework) that enable meaningful reporting.

## Key Activities

- ✓ Identifying the elements for elective joint replacement, maternity, and cardiac care episode payments
- ✓ Identifying best practices for implementing clinical episode payment models

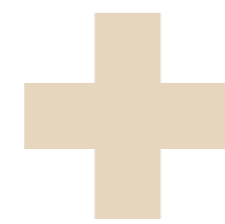


# EPISODE SELECTION CRITERIA



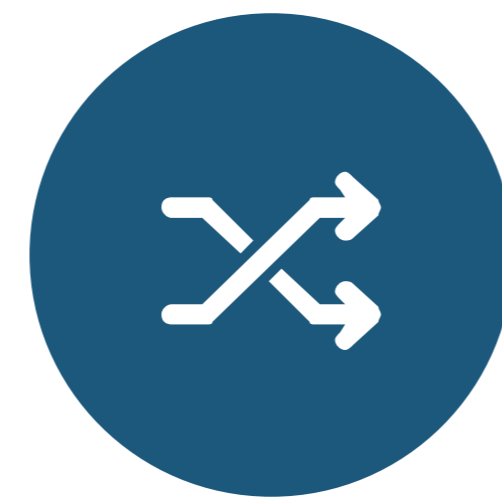
## Empowering Consumers

Conditions & procedures with opportunities to include patients and family caregivers' through the use of decision aids support for shared decision-making; goal setting and support for identifying high-value providers.



## High Volume, High Cost

Conditions & procedures for which high cost is due to non-clinical factors such as inappropriate service utilization and poor care coordination that correlate with avoidable complications, hospital readmissions and poor patient outcomes.



## Unexplained Variation

Conditions & procedures for which there is high variation in the care that patients receive, despite the existence evidenced based "best" practices.



## Care Trajectory

Conditions & procedures for which there is a well-established care trajectory, which would facilitate defining the episode start, length and bundle of services to be included.



## Availability of Quality Measures

Conditions & procedures with availability of performance measures that providers must meet in order to share savings which will eliminate the potential to incentivize reductions in appropriate levels of care.






# LAN SUMMIT

<https://www.lansummit.org>

Spring LAN Summit

**April 25-26, 2016**

 **Sheraton Hotel**  
8661 Leesburg Pike  
Tysons, VA 22182  
Tysons, VA

- ✓ Save the Date
- ✓ Presentations Planned from Work Groups on Work Products
- ✓ Call for Sessions Coming Soon! (end of February)



# CONTACT US

We want to hear from you!



## Website

[www.hcp-lan.org](http://www.hcp-lan.org) | [www.lansummit.org](http://www.lansummit.org)



## Twitter

@Payment\_Network



## Linked-In

<https://www.linkedin.com/groups/8352042>



## YouTube

<http://bit.ly/1nHSf1H>



## Email

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