Aligning for Action LAN SUMMENT Health Care Payment Learning & Action Network

Aligning Market Expectations for ACOs – A Journey Map

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NASHINGTON MARRIOTT WARDMAN PARK HOTEL

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LAN Summit

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Aligning Market Expectations for ACOs -

a journey map

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A community of 425 companies who come together to share, learn and leverage best practices to...



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Emerging Payment and Delivery Models

600

500

400

300

200

100

0

Implemented Considering 92% 84% 0% 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019

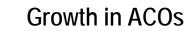
Growth in Consumer-Directed Health Plans

35% of employers will only offer CDHPs in 2017

Employers need to turn to the supply-side

How do ACOs deliver better value than the market?

■ 2014 ■ 2015 ■ 2016



145

122

Cigna

89

142

97 111

United

590

450

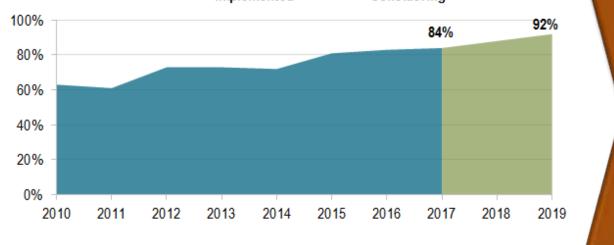
237

BCBS

60

32

Aetna



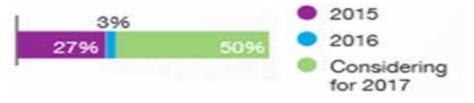
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NBGH 2016 Large Employer Plan Design Survey

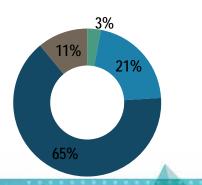
Percentage of Large Employers Actively Implementing/Promoting Amongst their Population...



Percentage of employers considering payment and delivery reforms as a top action to minimize the impact of the Excise Tax...



Are large employers promoting ACOs, specifically?



- Yes, by direct contracting with an ACO
- Yes, by promoting ACOs offered by our health plans
- No, some of our plans may include ACOs but it isn't something we are looking for or promoting

Don't know

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What Is an ACO Anyway?

Accountable Care Organization [noun]

"A widely over-used term to describe potential changes in a delivery system which nobody understands."

Abbreviation: ACO

Farzad Mostashari, MD, Founder and CEO of Aledade

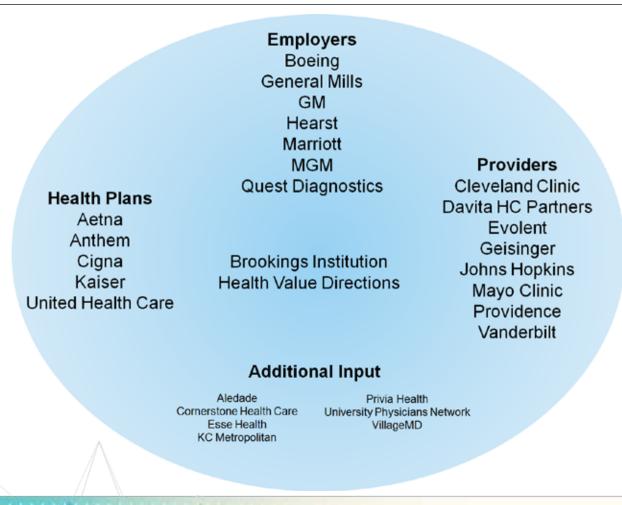
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Employers Need to Understand Market Expectations of ACOs

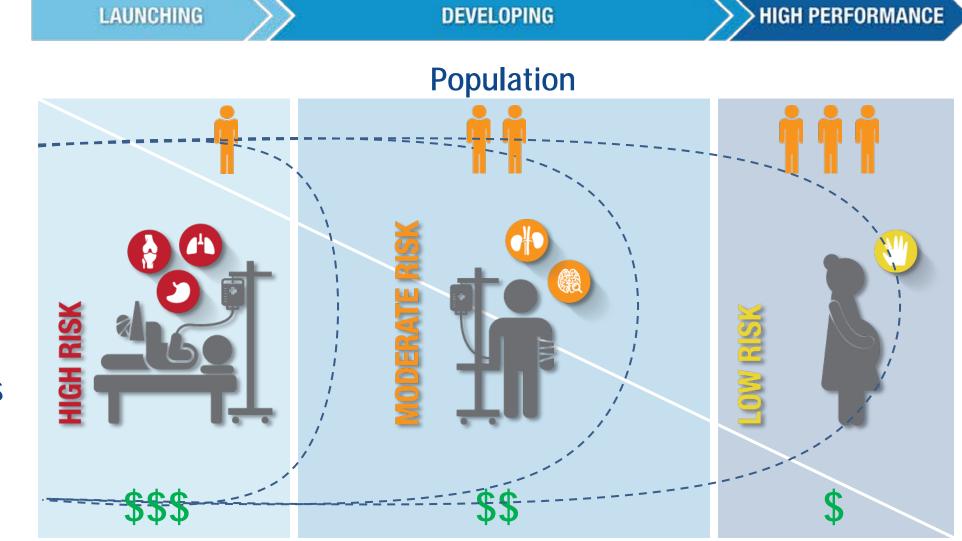


Executive Committee on Value Purcha

- Can employers, providers and payers agree on market expectations of ACOs?
- Can we help employers articulate those expectations to the market?
- Can we help employers explain value of ACOs to employees and their families?







Population

Health

Opportunities

Cost