NHA Webinar

Bundled Payments
A 3-Part Webinar Series
Webinar #080615-S-NE

DATE AND TIME
August 6, 2015 - Part 1
September 10, 2015 - Part 2
October 13, 2015 - Part 3
1:30 p.m. - 3:00 p.m. CT

TARGET AUDIENCE
C-suite and service line managers.

Part 1: August 6, 2015
90 Days to Bundled Payments: Roadmap and Methodology for Implementing Your Bundled Payments Initiative

CMS' recent announcement to "double down" on value-based models including bundled payments demonstrates their commitment to this paradigm. Providers need to respond in kind and launch their programs ASAP. The complexities and time associated with changing focus, care design, and operations can be daunting and this has caused many organizations to delay or reject implementation. But it doesn't have to be this way. This session will describe a structured approach that was successfully used to launch a BPCI Model 2 program in 90 days. This particular case study involved an organization that needed to change conveners making the challenge even more difficult. Nevertheless, the program moved along on schedule.

Key topics to be addressed include:
- Organization, planning, project management, and priorities
- Selecting (or changing) the convener
- Bundle selection (even in the absence of data)
- Expediting the CMS application process
- Keys to establishing/launching an effective post-acute care network
- Organizational alignment and change management
- Performance metrics – another approach

Part 2 - September 10, 2015
The Role of Analytics in Bundled Payment Programs

The U.S. health care system is rapidly moving to value-based payment models where quality is rewarded over volume. New models such as ACOs and bundled payments are showing promise to the point that CMS plans on accelerating their adoption. Among the challenges facing providers and payers alike, is the role of analytics needed to measure opportunity, performance and profitability. This session will focus on the effective use of analytics in bundled payment programs with emphasis on practical use of tools and data. Specific areas where analytics drive success will be covered explaining the key issue(s) and the solution presented through analytics.

Key topics to be addressed include:
- What are bundled payments?
- Current state of the industry
  o Latest CMS press release
  o Who are the players?
  o Trends/What has the experience been?
- Where analytics fit in
  o Bundle selection
    - Which bundles have the greatest opportunity for success?
  o Financial Projections
    - How are we doing?
  o Ongoing clinical performance
    - How can claims data feed clinical measures?
  o Payment reconciliation
    - Where are the exceptions?
  o Predictive
    - Who are the at-risk patients - before they arrive?

Part 3 - October 13, 2015
Post-Acute Networks in Bundled Payment Programs

Bundled payment programs are almost always centered on and measured by performance improvement in the post-acute area. As the primary contractor under these programs, hospitals take on the responsibility for post-acute spend while generally having little experience in that area. This creates a significant challenge to create a successful and profitable program. This session will focus on the design and development of an effective post-acute provider network through implementation and ongoing operation.

Specific areas to be covered include:
- The role of post-acute care in bundled payments
  - General overview
  - Identifying the key players in your geography
  - Themes for a successful partnership
- Identifying post-acute opportunity for your partnerships
  - Using historical data to project future performance
  - Opportunity vs. risk
- Designing a post-acute network
  - Establishing goals and performance metrics
  - Aligning partner performance
  - Formalized selection process
- Developing your network
  - Integrating your preferred partners into your program
  - Care transitions - policies and workflow
- Operational issues
  - Following patients through the post-acute care continuum
  - Monitoring partner performance
  - Remediation of underperforming partners
  - Driving patients to your preferred partners
- Monitoring performance
  - Establishing key performance indicators (KPIs)
  - Measuring, reporting, and effective use of KPIs
  - Taking action

FACULTY

Sheldon Hamburger, Principal
The Aristone Group

Sheldon Hamburger serves as a Principal of The Aristone Group; a health care consulting group with focus on helping health care enterprise organizations address emerging trends. With over 30 years of experience in developing and marketing health care technology products and services, Mr. Hamburger's career includes various "firsts" in medical and pharmaceutical financial processing systems including electronic claims and payment applications. His solutions have been adopted by some of the country's largest companies and he continues to spearhead developments in health care technology applications.

Mr. Hamburger earned a bachelor's degree in computer engineering from the University of Michigan. His career includes service on numerous professional and nonprofit task forces and committees.

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