

As health care moves toward value-based models, health systems, payers and providers need strategic guidance and practical advice on making the successful transition to value-based care. Lumeris' strategic consulting and clinical solutions are designed for health care organizations in various stages of value-based care, with services to help address existing organizational challenges and to design a roadmap for this transformational journey.

Our experts are committed to helping organizations that seek to develop and implement risk-based accountable care, with customized solutions that consider each client's unique organizational and market dynamics, challenges and opportunities and short- and long-term goals.

ADDRESS ORGANIZATIONAL CHALLENGES IN PREPARATION FOR ACCOUNTABLE CARE

HEALTH SYSTEM	PAYER	PROVIDER
<ul style="list-style-type: none"> • Provider shortages and competition • Medicare and Medicaid funding • Clinical data integration and data transparency • Patient activation • Uncompensated care • Regulatory reform 	<ul style="list-style-type: none"> • Competitive and changing marketplace • Patient engagement • Elimination of fraud, waste and abuse • New reimbursement models • Health care reform changes • Contract development and negotiation 	<ul style="list-style-type: none"> • Governance and leadership in changing market • Primary care foundation optimization • Adoption of technology • Decreased reimbursement rates • Value-based payment programs • Care management infrastructure • Population health management • Documentation and coding

Lumeris is well-positioned to serve clients in the early stages of accountable care, with:

- Proven value-based care experience, including nearly a decade operating the Essence Healthcare 4.5 Star-rated* Medicare Advantage health plan and success with health systems, payers and providers across the country
- Extensive knowledge of value-based models and ability to guide clients as they increase clinical and financial risk (e.g., moving from a shared-savings or upside-only model to a shared-risk or upside-downside model)
- Experienced personnel with deep consulting expertise that incorporates accountable care best practices and current industry and government trends

Lumeris Strategic Consulting Services include:

ORGANIZATIONAL READINESS

The organizational readiness assessment evaluates the client's current system and key stakeholders' ability to take on the risk of and transformation to the new accountable delivery system. It includes a review of historic and current performance, ongoing organizational initiatives, risk experience, and other relevant factors.

* Plan performance Star ratings are assessed each year and may change from one year to the next.

OPPORTUNITY ANALYSIS AT THE POPULATION LEVEL

Based on an analysis of population demographics and data from claims, EMR, admission, lab, and pharmacy systems, Lumeris' expert team of consultants complete an Opportunity Analysis at the Population Level. This analysis uncovers opportunities to improve quality, reduce cost and ensure appropriate utilization of health care services. The assessment covers all aspects of a payers' network or a health system's operations, including emergency department, inpatient, outpatient, lab, and pharmacy. Detailed findings are then presented at the payer-, health system- or physician group-level and appropriate actions are taken.

FINANCIAL AND HEALTH SYSTEM MODELING

Lumeris helps with financial modeling by building a multi-level, multi-perspective analysis of system-wide financials to:

- Support the transition from volume- to value-based health care
- Project savings and losses, and allow for performance monitoring
- Incorporate actual expenditures from baseline years, revenues to all entities, contracting models, and impact estimates

Lumeris also works to build an accountable delivery system financial model using historical claims and hospital and physician data. We assess the shared-savings impact within current parameters, such as trend rates, PMPMs, utilization rates, and hospital margins. The assumptions within the model are supported by the real-world experience of our clients. Lumeris has analyzed the impact of a wide variety of program interventions and modeled the effects of actual and recommended changes. In addition, we work with clients to provide ongoing projections of the financial impact and assessments of those recommended interventions.

ACCOUNTABLE DELIVERY SYSTEM STRATEGY

Lumeris' consulting analysis includes a collaborative evaluation of goals and current performance to establish a multiyear plan for developing an accountable delivery system. In addition, Lumeris provides communication strategies and tactical execution plans for all relevant stakeholders in the organization.

Lumeris can also develop a strategy and plan for aligning incentives, such as between the hospital and the physicians (e.g., methodology and plan for distributing potential shared savings, identifying potential prospective incentives for physicians prior to realized savings). We will help build and deploy a multiyear transition plan for physicians and groups undergoing change to an accountable delivery system, as well as additional populations as warranted by the readiness assessment.

STRATEGIC DECISION-MAKING: SAMPLE QUESTIONS FOR YOUR ORGANIZATION

- How do I decide if my organization is ready to apply for an accountable care pilot program?
- How do I create effective leadership and governance structures to enable accountable care?
- How can I better engage patients to take charge of their health?
- How do I strengthen relationships between employed and independent physicians?
- How do I engage my organization to move toward accountable care and how do I communicate our strategy effectively?
- How can I optimize my operations for value-based care?

