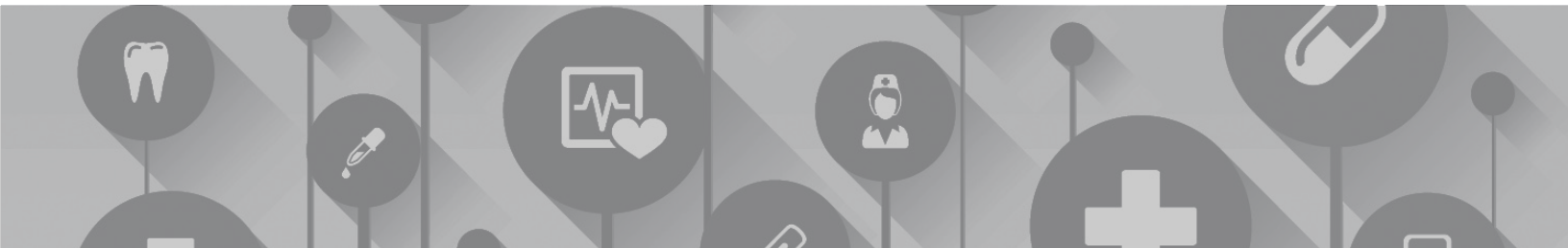


Accountable Care Organization (ACO) Solutions



OVERVIEW

Providers must now collaborate more than ever as the healthcare industry shifts from fee-for-service to fee-for-value. Hospitals and physicians will need to accelerate efforts to develop, enhance, and implement the necessary capabilities to support clinical integration that will support improved efficiency, quality, and outcomes.

Accountable Care Organizations (ACOs) and Clinically Integrated Networks are a critical component of the shift to fee-for-value.

To be successful, ACOs must have infrastructure, processes, and technology in place...

to enhance patient engagement and enable an integrated, coordinated delivery system to improve quality, reduce costs, and improve patient satisfaction across multiple payer populations.

Optimty Advisors (Optimty) maintains an extensive team of ACO experts with deep domain expertise and experience in supporting hospital systems, physician organizations, and health plans to achieve successful financial results in ACO models. We work collaboratively with our clients to understand their goals and to create strategies designed to achieve those goals through an outcomes-based delivery model that puts knowledge before process.

SOLUTIONS FOR YOUR BUSINESS NEEDS

Optimty leverages leading practices and experience to support organizations in developing and implementing successful ACOs. Our approach includes a rapid four-week assessment across people, process, technology and financials to provide short-term and long-term recommendations. Specific activities include:

- 1 **Aligning and orienting clinical and financial leadership** to a Population Health business model
- 2 **Developing population health strategies and care management programs** to identify and engage high risk patient populations and to improve ACO quality measures
- 3 **Developing strategies to retain and grow attributed patients**, including development of high-quality referral networks across primary care and specialist physicians
- 4 **Preparing for collection, documentation, and reporting of ACO quality measures** to meet CMS requirements
- 5 **Forecasting hospital utilization measures** including low acuity non-emergent admissions, avoidable admissions, and readmissions, and develop strategies to improve transitions of care to reduce these events
- 6 **Developing an all-payer value-based contracting strategy and roadmap** to align reimbursement and quality measures across Medicare, Medicaid, and commercial payer programs

Our ACO Advisors



DORIS STEIN

Partner

Doris, with 25 years of consulting and industry experience, is one of the founding members of Optimity Advisors and leads the healthcare practice. She is a frequent industry speaker about ACOs, and has led multiple ACO assessments, implementations and integrated care strategies for both physician systems and health plans. She has functional expertise in strategic visioning, business process reengineering, system migrations, and team facilitation. She holds a Project Management Professional (PMP) certification through the Program Management Institute (PMI), and also received a Lean Six Sigma certification through Villanova University.



DENNIS HORRIGAN

Senior Advisor

Dennis was the former President and CEO of Catholic Medical Partners (CMP), one of the top performing ACOs in the Medicare Shared Savings Program. At CMP, Dennis and his leadership team managed over \$1 billion in healthcare expenditures using a population health business model. Dennis has held management positions in a variety of healthcare settings including: a neighborhood health center, an academic medical center and a not for profit health maintenance organization. His professional focus has been designing integrated delivery systems and using the principles and practice of public health and clinical integration. Dennis is a frequent lecturer on clinical integration, accountable care and high-performing healthcare systems. He is also an instructor at the University of Buffalo's School of Public Health.



AKHIL SHAH

Senior Manager

Akhil has extensive experience in the development and implementation of physician alignment, clinical integration, and accountable care strategies. Key projects have included the development, launch and operational management of a 2,000+ member health system-aligned IPA, a physician alignment and clinical integration strategy for a large national Catholic health system, a merger strategy and implementation support for the two largest IPAs in southeast Michigan, the due diligence and implementation roadmap for three physician groups on behalf of a community hospital in NY, and a physician-alignment and ACO strategy and roadmap for community-based hospital.

For more information
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