

Next Generation RBP Roundtable

Evolving Collaborative Approaches for a Balanced Reimbursement Strategy

Wednesday, March 10, 2021 – 1:00pm EST



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The 'Why' For Today's Discussion

- The financial condition of **Health Systems** – present and future?
 - What are the drivers?
- How does **Virtual Medicine** impact members, health systems, providers, payers and employer sponsored plans?
- **Delayed Care** – what are the financial, medical, emotional impacts?
- Where do **DPC and VBC** fit in health plan design?
- How do **Data and Transparency Strategies** evolve?

Reimbursement Strategies:

What brought us here won't take us forward



A new level of innovation is required

Complete
transparency

Data enabled
decisions

Innovation

New future models

Member navigation &
engagement

Close gaps in cost
AND quality



Digging Below the Surface – for an RBP strategy

- How can you use **data** as an enabling strategy to:
 - balance the **Cost Quality Utilization (CQU) equation**?
 - establish **cost visibility** and **complete transparency**?
- What does a 'discipline to assure **reasonable Cost**' look like?
- How do you quantify the impact of effectively managing **Utilization**?
- How can you correlate **Quality** and member **experience**?

An overarching question: how will current factors impact the development and deployment of this strategy?



An Equation of Cost, Utilization and Quality

PRE-CLAIM LOSS

POST-CLAIM RESOLUTION



PRE-CLAIM LOSS

POST-CLAIM RESOLUTION

Concierge-level Navigation

Varying Reimbursement Models

Pre-Service
Contracting & Negotiation

Post-Service Provider
Contracting

Pharmacy Management

Aligning Incentives

Cost



PRE-CLAIM LOSS

POST-CLAIM RESOLUTION

Network Design

Case Management

Virtual Care

Disease Management

Remote Patient Monitoring

Utilization Management

Advocacy Tools

Employee Engagement

Centers of Excellence

Quality



PRE-CLAIM LOSS

POST-CLAIM RESOLUTION

Identify At-Risk Members

Right Care, Time, Place

Medical Necessity

Utilization

Bill Review – Gap Analysis

Evidence-based Care

Future Plan Modeling



Find Balance in New Reimbursement Strategies



Improved Access

Establish models with concierge-level navigation for member advocacy, education and direction of quality care

Innovate network contracting for improvement in the CQU equation

Build modes of access into design (Virtual, COE, DPC)



Lower Cost

Establish common definitions of 'savings' and 'costs' for programs

Integrate solutions for a full member cost picture that leverages the value of data

Align financial goals of all:

- Member
- Plan
- Payer
- Provider



Higher Quality

Engage with members for exceptional education and medical experiences

Expand care and specialty solutions to improve member health outcomes

Reduce absenteeism and improve workforce performance





Appendix



References

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