



WEBINAR SERIES

ROADMAP to VBC Success





Housekeeping

- We encourage you all to ask us questions throughout the session. Please add your questions to the Q&A tab at the bottom right of the zoom screen
- All attendees will receive a recording and copy of the slides via email tomorrow



Our Host



Katherine Schneider,
MD, MPhil., FAAFP
CareJourney Advisor



Nationally known for her work in the field of accountable care and population health, Dr. Katherine Schneider's mission is to deliver better health, better care, and sustainable cost in the communities that we work in, live in, and serve.

As President and CEO of the Delaware Valley Accountable Care Organization, Dr. Schneider built and led one of the nation's largest multi-payer ACOs including more than 2000 physicians, 16 hospitals, 2 health systems, and a quarter million lives in the Philadelphia region. During her tenure she also served as Chairman of the Board of the National Association of ACOs.

Dr. Schneider is a former member of the National Advisory Council to the Agency for Healthcare Research and Quality (AHRQ). She is a graduate of Smith College and Columbia University. She is a board-certified Family Physician with an additional degree in Epidemiology and is also in the first cohort of US physicians to achieve subspecialty certification in Clinical Informatics in 2013.

Our Panelists



Sam Tye

Director, Professional Services



BA, Community Health and
Psychology, Tufts

MPH, Harvard



Zach Bredl

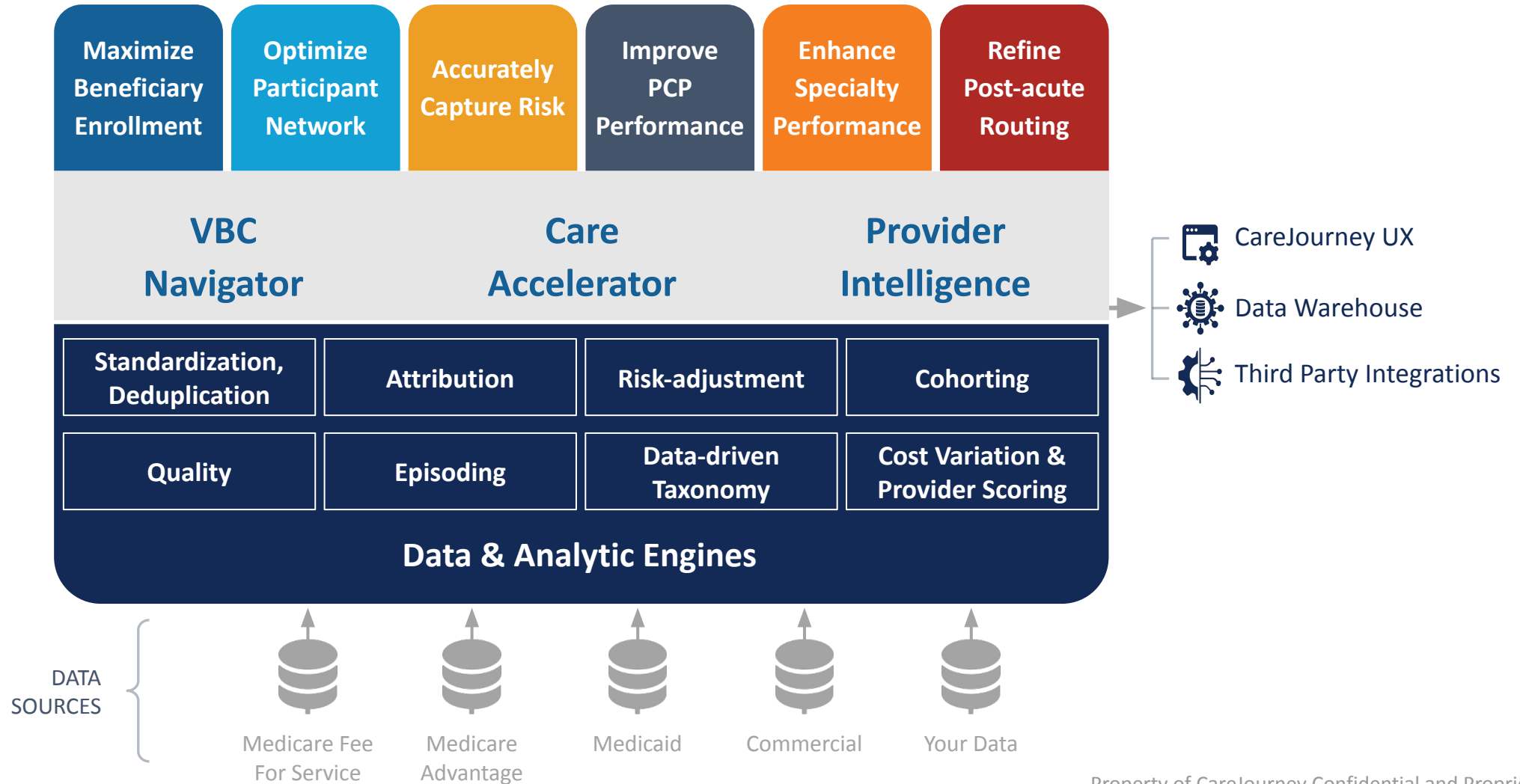
Director, Product Management



BA, Mechanical Engineering,
Johns Hopkins

Our Data & Analytics Platform

Our Data + Your Data on Our Engines Powers Use-Cases Where You Need Them



WEBINAR SERIES

ROADMAP to VBC Success



MARCH 5

APM Performance:
Welcome to 2024...
Let's Think About 2025

APRIL 9

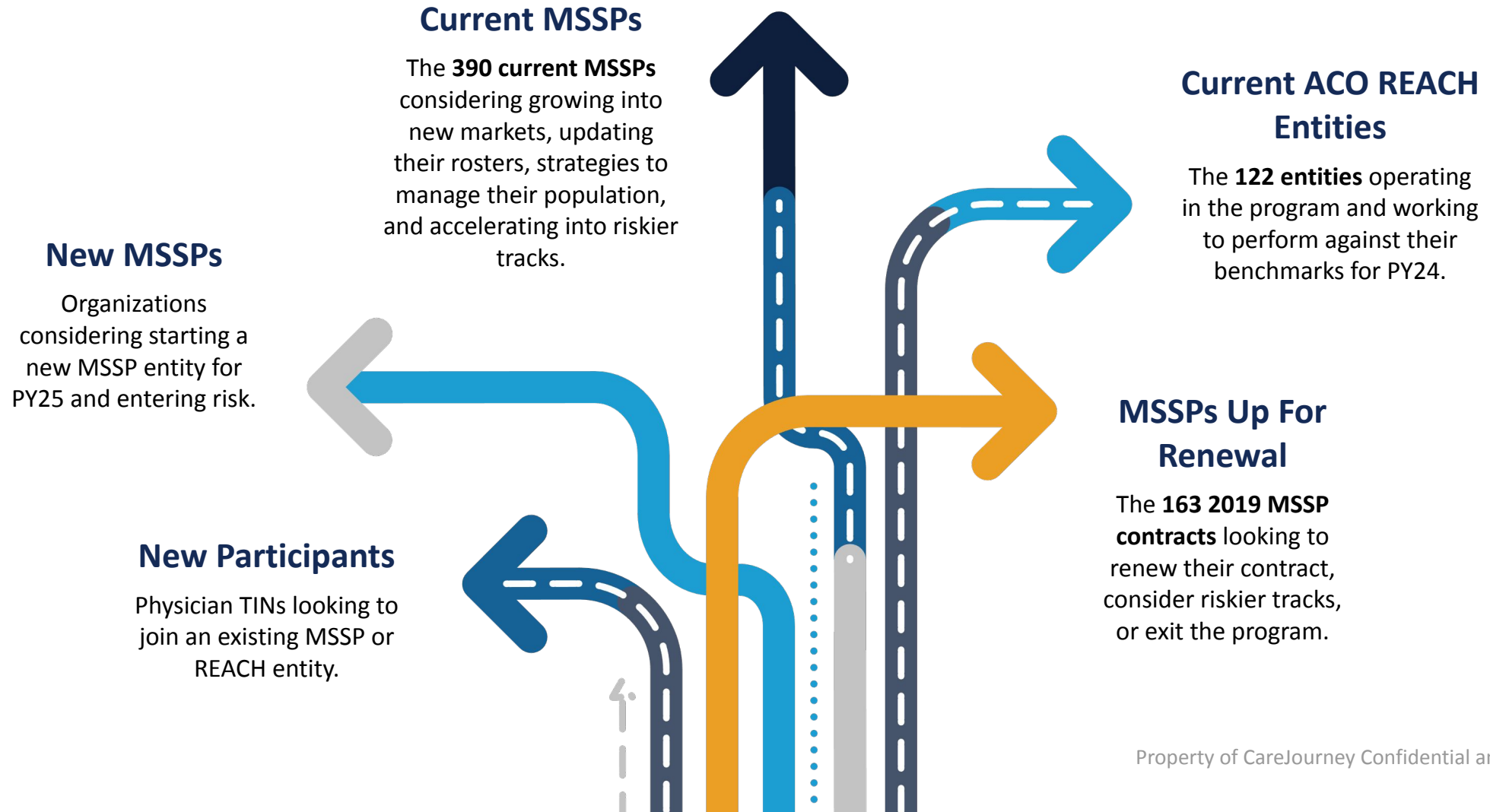
Specialty Care:
Those Accounting for
40% of Your Spend

JUNE 4

Care Management:
Keep the Patient
Top of Mind

A Myriad of Players With Diverse Needs

All operating with common goal of reducing cost and increasing quality.



Ongoing Program Evolution

Creating a confluence of changes requiring agile strategy.

MSSP Renewals: Rebase & Reform



Transition to HCC Version 28



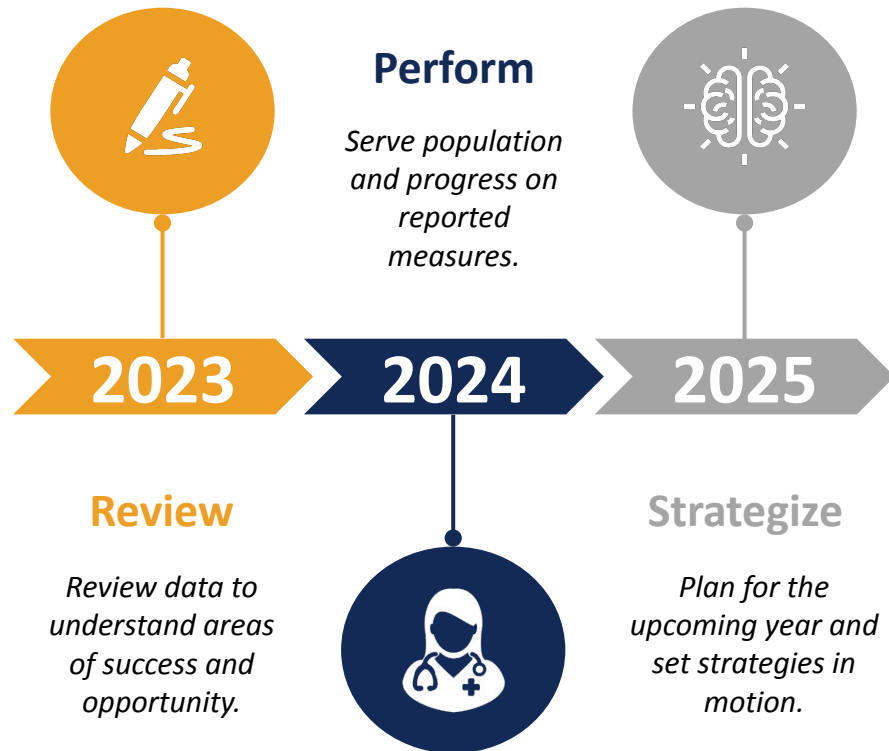
REACH Final PY Approaching



Competing Priorities Exacerbated if Flying Blindly

Today, we share best practices and tips for data-driven decision making.

The Balancing Act



CareJourney ACO



Katherine Schneider
CEO
CareJourney ACO



Big Sky, MT

Perform in 2024



01 Managing Your Population

To best use resources and prevent downstream effects.



Focus on Impactful and Impactable

Integrate as near to real-time data as possible to uncover early indicators.

CareJourney

HomeGlossary

Omar Rhiel Madsen
Organization

Clinical Enablement Patient

Home / Clinical Enablement Patient

ATTRIBUTED PCP

All

Patient ID	Patient Name	Age	Attributed PCP Name
8030092	Jane Singer	72	Anika Saris
6898622	Alfredo Dorwart	70	Angel Westervelt
8176779	Craig Korsgaard	57	Giana Dias
6618536	Cooper Press	43	Marcus Rosser
4652565	Charlie Donin	62	Terry Vaccaro
9810232	Zain Stanton	58	Tiana Lipshutz
8777522	Omar Ekstrom Bothman	77	Omar Dorwart
5217400	Lydia Levin	74	Randy Stanton
3877405	Phillip Calzoni	72	Corey Culhane
9050482	Miracle Korsgaard	67	Nolan Culhane
6799883	Maren Press	87	Jordyn Kenter
7910296	Alfredo Rhiel Madsen	47	Carla Siphron
2486877	Paityn Herwitz	93	Kadin Dokidis
4434998	Kaylynn Korsgaard	97	Ryan Curtis
8594185	Mira George	68	Skylar Botosh
5226113	Jaylon Siphron	78	Phillip Lipshutz
9939752	Ruben Press	86	Cristofer George
8630508	Lydia Dias	75	Marley Philips

PATIENT ID 8030092

Jane Singer

AGE 72

RACE African-american

ADDRESS/STREET 112 Main Street

DISTRESS COMMUNITY INDEX 5 (Most distressed)

Attributed PCP

Dr. Chris Lester

NPI 1234567890

Last Visit

DOCTOR NAME Maria George

SPECIALITY Gastroenterology

NPI 2345678901

SERVICE Colonoscopy

DATE: 12/22/2022

Preventative Care

YEARLY AWV FLAG NO AWV

BREAST CANCER SCREENING NO

LAST AWV DATE 03/11/2021

COLORRECTAL CANCER SCREENING YES

Acute Events

ED VISITS THIS YEAR 4

IP ADMITS THIS YEAR 1

LAST ED VISIT DATE 11/21/2022

LAST IP ADMIT DATE 11/30/2022

Patient Risk

FRAILTY SEGMENT Frail Elderly

NEW DIAGNOSES (LAST 60 DAYS) Cardiomyopathy

RISK SCORE 1.23

FALL RISK YES

PREVIOUS CHRONIC CONDITIONS Diabetes, CKD

HCC GAPS: 17, 35, 86

DEPRESSION FLAG: NO

HCC GAPS ICD-DX A12.34

Export patient profile

Tips for Success

- Capture as much of the patient journey as possible
- Identify patient populations that are actually impactable
- Utilize AI for prediction analytics
- Don't underestimate the tried and true preventative measures
- Focus on uncoded (and undercoded) conditions to ensure continuity of care
- Shorten time to impact by integrating directly into the point of care
- Track month-to-month utilization and progress

Strategize for 2025



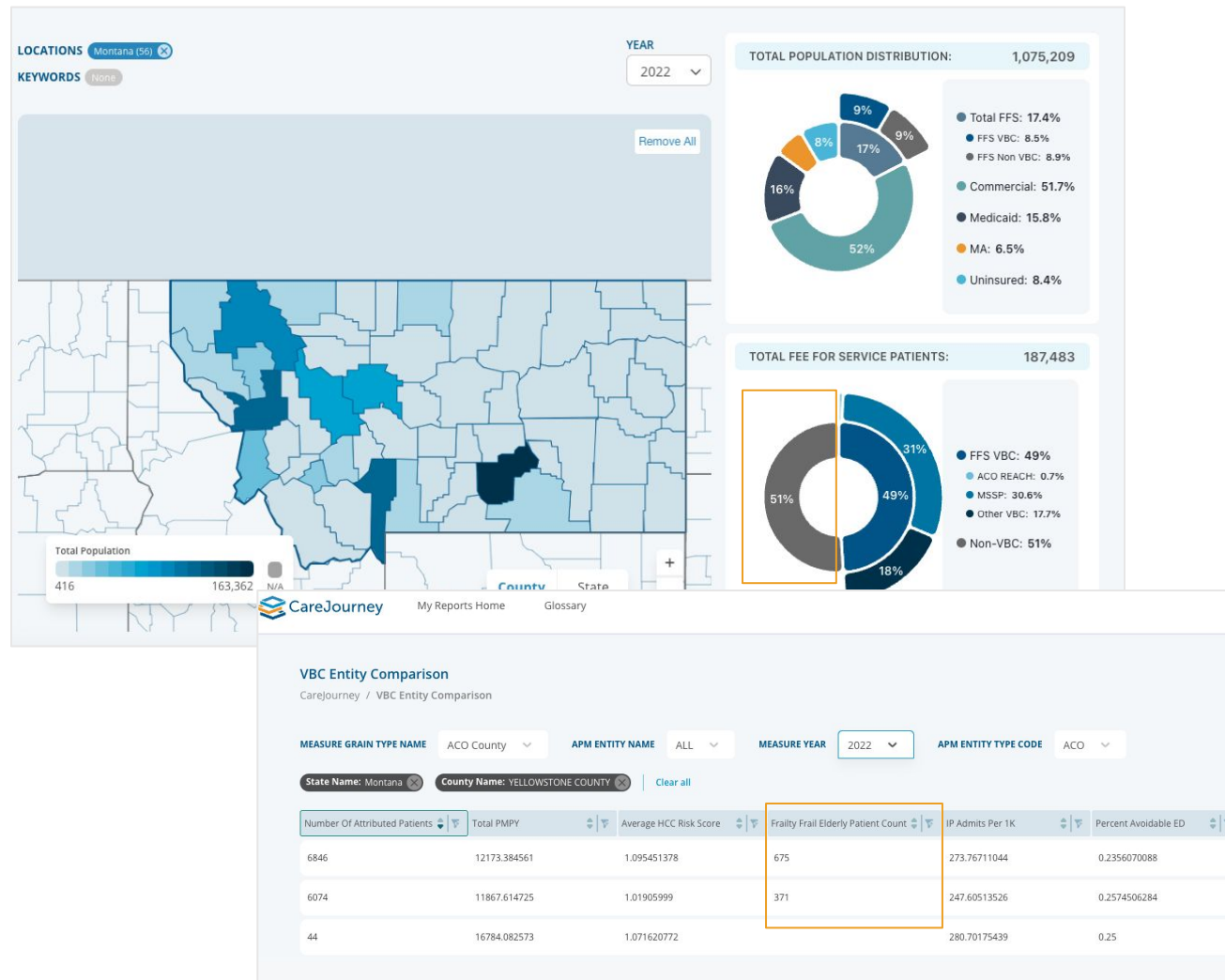
02 Developing a Growth Strategy

To expand your reach and scale
for success.



Re-evaluate Your Participation

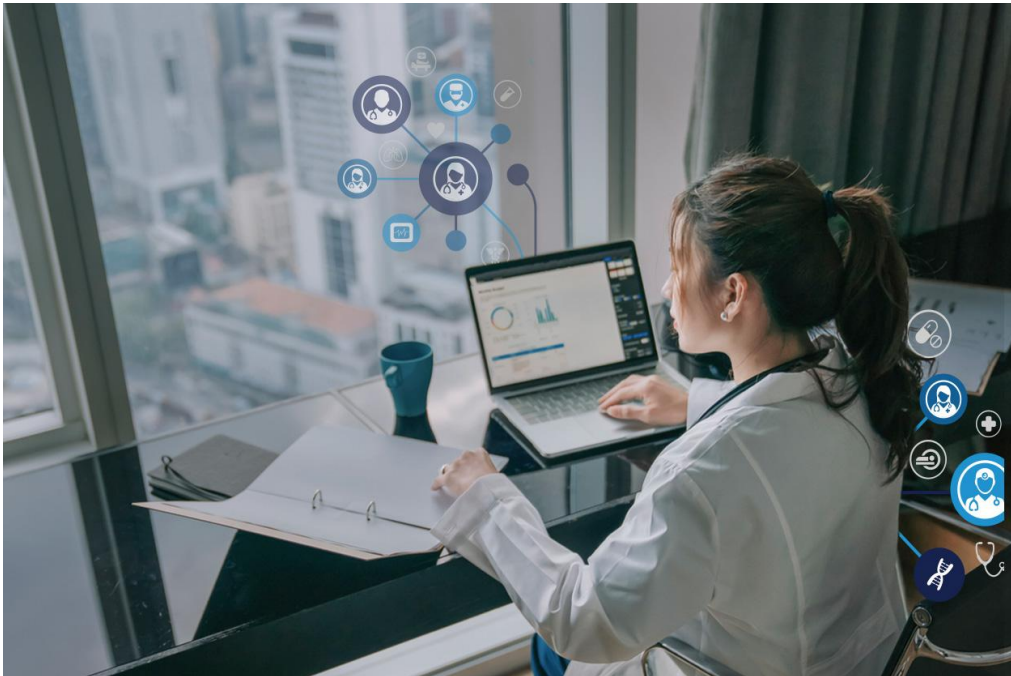
Use data to keep competition and demographics in mind.



Tips for Success

- Understand market VBC penetration and room for growth
- Review the current major players in a given market
- Identify regional headwinds or tailwinds
- Create a differentiation strategy from your competitor VBCs
- Profile your markets to understand their population needs
- Dive into benchmark performance to understand areas of opportunity

Strategize for 2025



03 Enhancing Your Roster

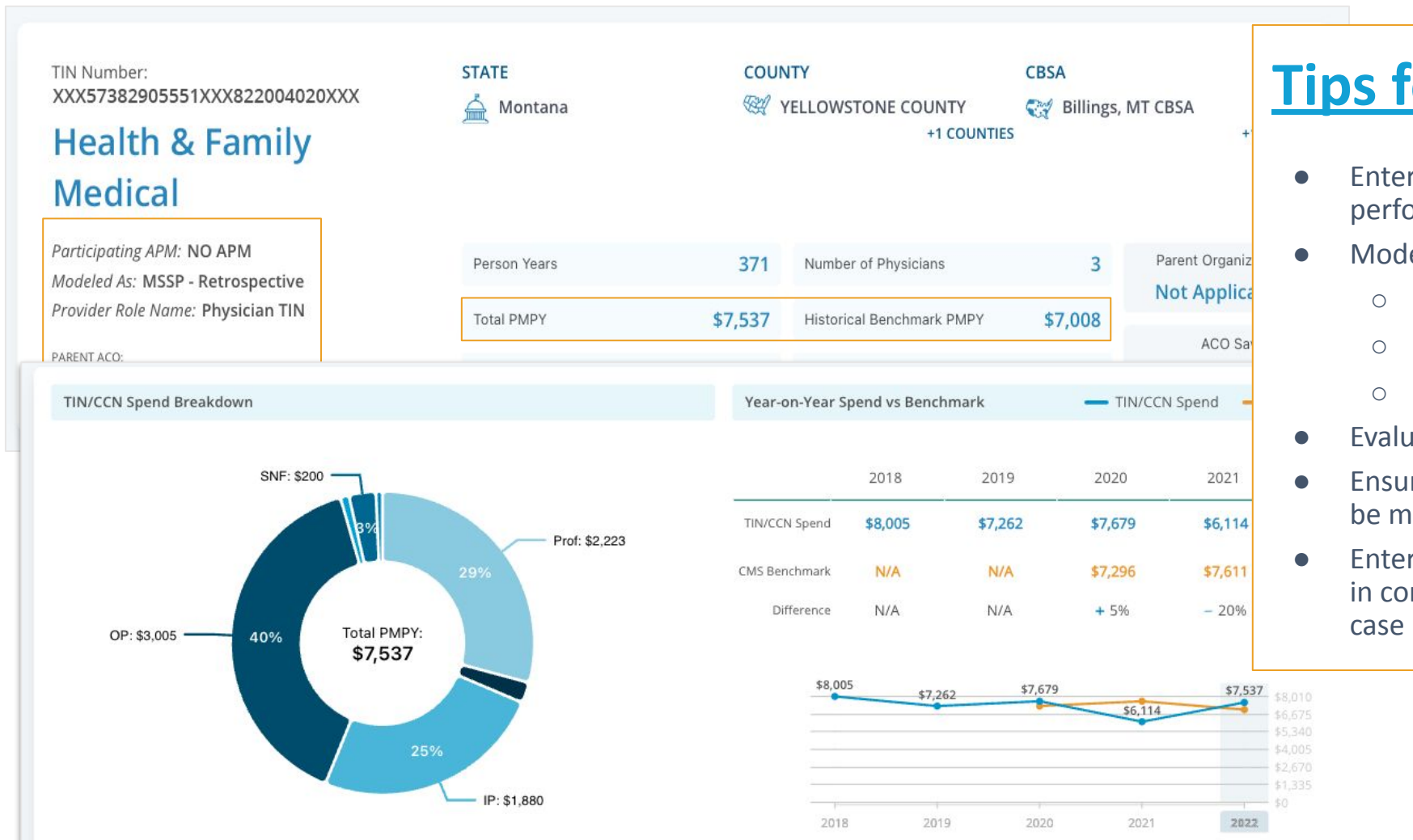
By selecting the right partners and promoting the ROI of joining forces.

Identify Synergistic Partners

Enter conversations eyes open with modeled performance

Tips for Success

- Enter recruitment conversations with performance and participation statuses
- Model out program participation from:
 - Bottom up and top down perspective
 - Across multiple programs
 - At the NPI and TIN level
- Evaluate effect of changes in your roster
- Ensure beneficiary alignment thresholds will be met
- Enter conversation with your performance in comparison to your peers for your ROI case



Perform in 2024 + Strategize for 2025



04 Identifying Areas of Opportunity

To partner with physicians and maximize their performance for your population.

Create Informed Incentives + Steerage

Benchmark against peers to identify strengths and specializations.

Episodes

SPECIALTY Cardiology

Episode type: Conditions

Most Relevant Episodes	Number of Episodes	Prevalence Rate ⓘ	Observed Episode Cost	O/E Ratio	National Distribution of O/E Ratio			Opportunity ⓘ
					25TH PERCENTILE	MEDIAN	75TH PERCENTILE	
Ischemic Heart Disease	337	19.32%	\$7,345	1.34	0.7	1.2	2.2	\$3,567,596 >
Atrial Fibrillation/Flutter (Chronic)	248	10.17%	\$20,102	2.43	0.5	1.5	2.6	\$2,290,475 >
Valve Ds Aortic (Chronic)	150	5.34%	\$5,593	0.92	0.9	1.0	1.9	\$1,309,573 >

Tips for Success

- Break performance into actionable building blocks instead of overall assessments
- Utilize transparent methodologies whenever possible
- Assess specialization using a clinically relevant episode grouper- considering volume and performance
- Route patients to the right provider for their condition or treatment, focusing on high variation
- Integrate performance assessments into point of care routing solutions, as well as the hands of care managers
- Focus on strong alignment versus loose alignment with potential churn for primary care
- Hold providers accountable for the appropriate outcomes



Learn These Skills: VBC Analytics Training Program

CareJourney's 1-2 day workshop teaches you to use data to foster revenue growth and improved patient outcomes.

Increase Your Expertise

- Learn how to make data-driven decisions around network growth, provider performance, and care improvement.
- Network with healthcare professionals taking on risk-based contracts.
- Participate in classroom-style and hands-on exercises designed to increase your understanding of the financial complexities of alternative payment models.

Request Your Application at
carejourney.com/VBCanalytics

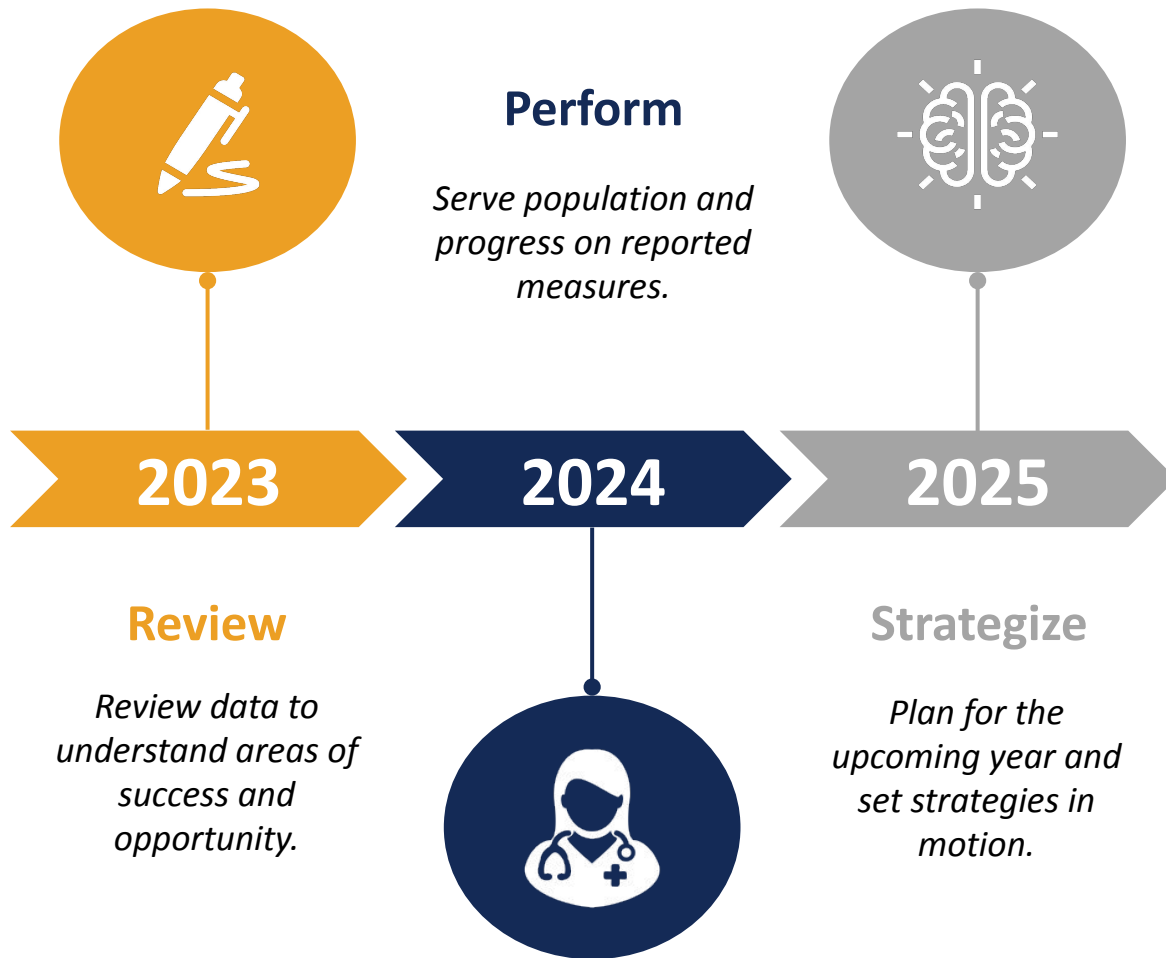
What Participants Say

"I used to think I knew value-based care, but the course made me realize there are so many things I didn't know. The course is not just for beginners but also for those who have been in the industry for some time; the VBC industry is constantly evolving, and there are so many things to keep up with."

Yubin Park, Chief Analytics Officer, ApolloMed
CareJourney Member
Certificate Class of 2022

CareJourney Can Help

Meet with a CJ expert and take a look at the trends related to your specific organization!



Type YES in chat

OR

**complete form at
carejourney.com/meet**

WEBINAR SERIES

ROADMAP to VBC Success



APRIL 9

Specialty Care: Those Accounting for 40% of Your Spend

VBC organizations spend a lot of time thinking about the PCP. But what about the specialists accounting for ~40% of your total spend? A specialist strategy is key to success.

Join our next session to understand:

- Routing patients to high-quality specialists
- Identifying improvement opportunities for the specialists in your network
- Creating specialty bundles to align incentives
- Tiering networks appropriately
- Developing COEs