

TODAY'S VBC OPERATING MANUAL

LEARN

*From Each Other:
Lessons from PY '23*

SESSION 2: OCT 29 | 1-2 PM ET



Today's Panelists:



Dr. Luke Hansen
Chief Medical Officer



Keely Macmillan
GM of Provider Data



Anthony Hou
VP, VBC Programs



Astrana Accelerates Healthcare Transformation At Scale

Astrana Health is a healthcare platform that organizes and empowers providers to drive **accessible, high-quality, and high-value care for all patients** through a provider-centric, technology-driven approach via its three business segments:



Care Partners

Affiliated and employed provider network, empowered to take risk across all health plan lines of business to deliver integrated care



Care Delivery

Flexible footprint of owned primary care and multi-specialty clinics with employed providers who deliver personalized care



Care Enablement

Full-stack technology and solutions platform, empowering providers to deliver the best possible care to all patients in their communities

Astrana's platform combines

Scale

~1 million

Members in value-based care arrangements

10,000+

Astrana Health providers¹

20+

Payer partners

32+

Markets

Demonstrable Clinical Outcomes

▼42%

Fewer hospital admissions²

Financial Strength

\$1.59B

TTM Revenue³

\$171.2M

TTM Adj. EBITDA³

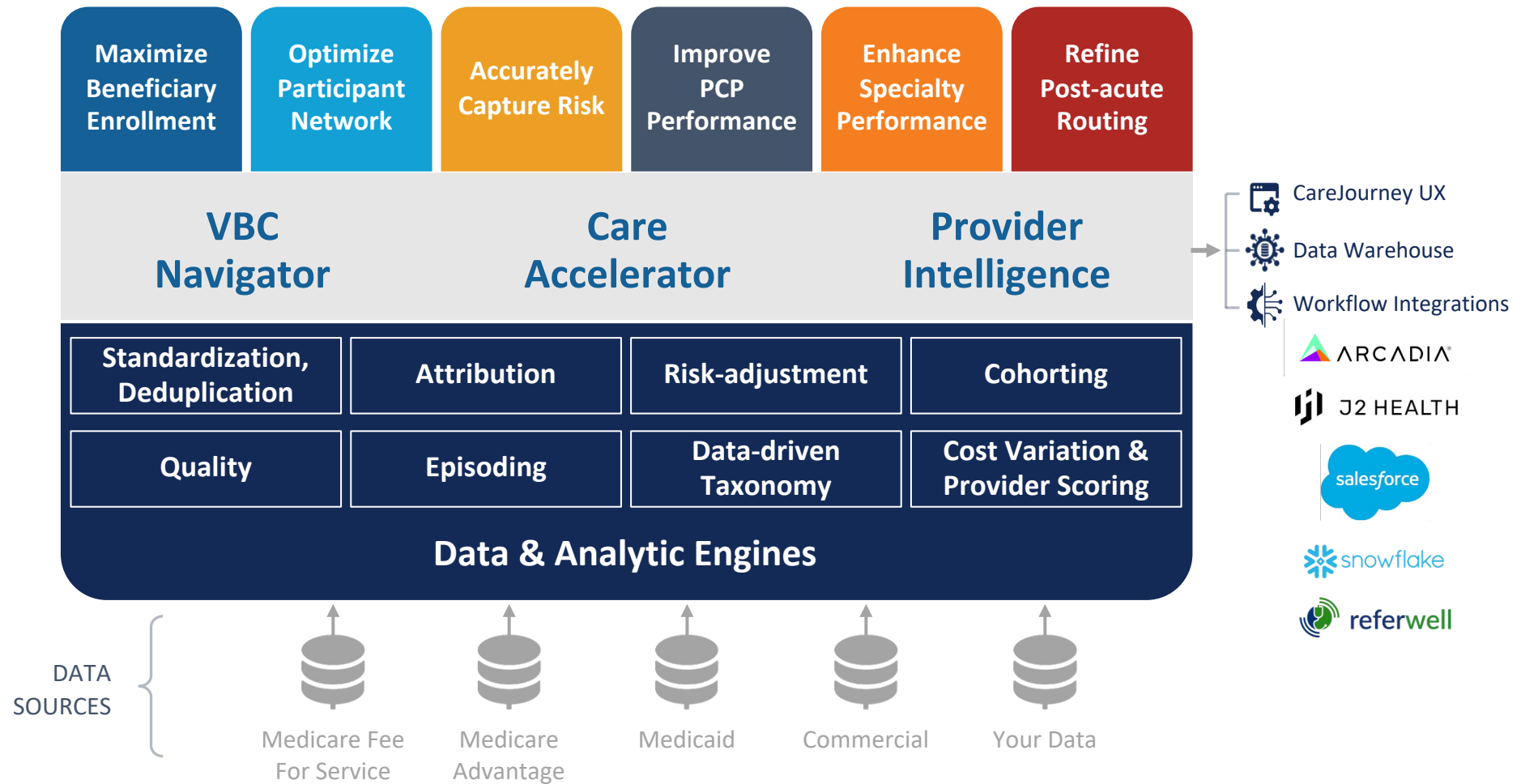
Note: For more information, see "Reconciliation of Net Income to EBITDA and Adjusted EBITDA" and "Use of Non-GAAP Financial Measures" slides for more information

1. Includes contracted and employed providers in our provider network, across all specialties, across Care Partners and Care Enablement segments

2. Astrana Health figures based on analysis of Jan-Jun 2024 internal data from Medicare Advantage patients across all consolidated IPAs and compared against relevant benchmark

3. For the trailing twelve months ended June 30, 2024

Introducing CareJourney by Arcadia



Adding cost, quality, and benchmark insights to next-generation data platform, analytics, and workflow tools [Learn more](#)

WEBINAR SERIES

TODAY's VBC Operating Manual



FEATURING
Dr. Luke Hansen
Chief Medical Officer
Arcadia

SEPTEMBER 17

Finish Strong:

*The PY '24 Care Gap
Scramble*

[Watch the recording](#)

OCTOBER 29

Learn from Each Other:

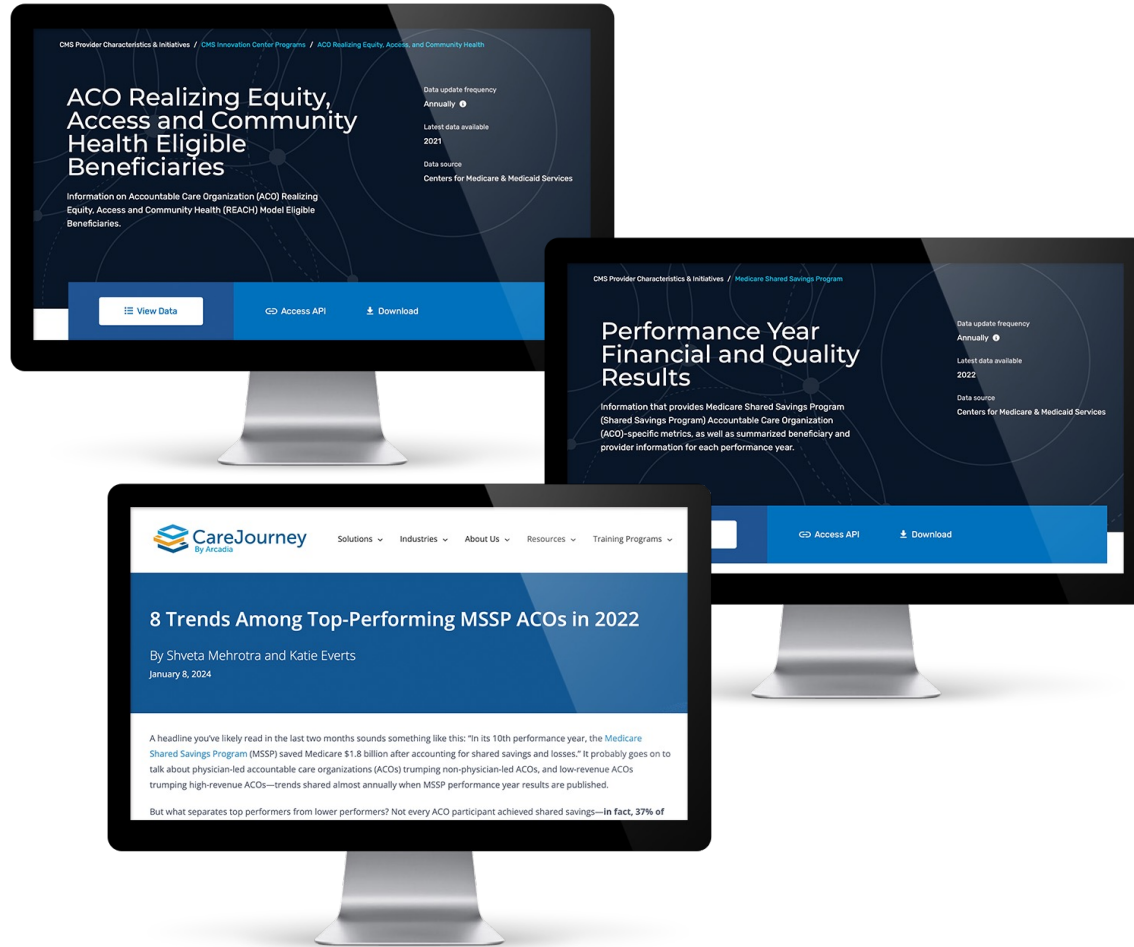
Lessons from PY '23

NOVEMBER 14

Start on the Right Foot:

Strategizing for PY '25

Don't Underestimate the Public Data



To Access: <https://data.cms.gov/medicare-shared-savings-program/performance-year-financial-and-quality-results>; <https://data.cms.gov/cms-innovation-center-programs/aco-realizing-equity-access-and-community-health/aco-realizing-equity-access-and-community-health-eligible-beneficiaries>

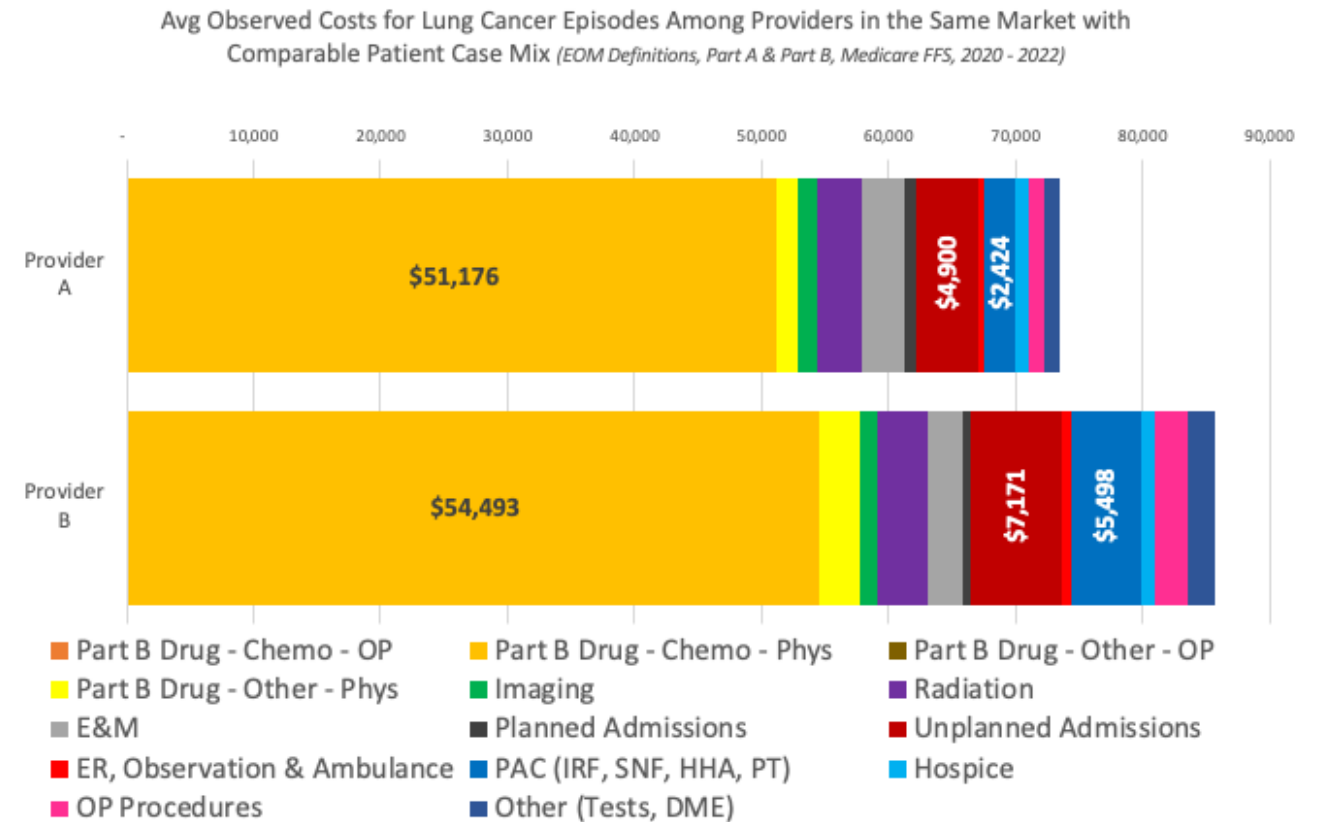
TIPS AND TRICKS

Getting the most out of 161 data points

- 1 Structural (geography, track, experience, revenue bracket)
- 2 Benchmarking (member segments, HCC)
- 3 Member profile (N, demographics)
- 4 Clinical performance (utilization rates, quality scores)
- 5 Financial performance (spending/bene/SoS, savings/losses)

Maximal Impact Requires Granular Benchmarks

Supplementing the PUF with granular insights unearths levers to pull for improvement.

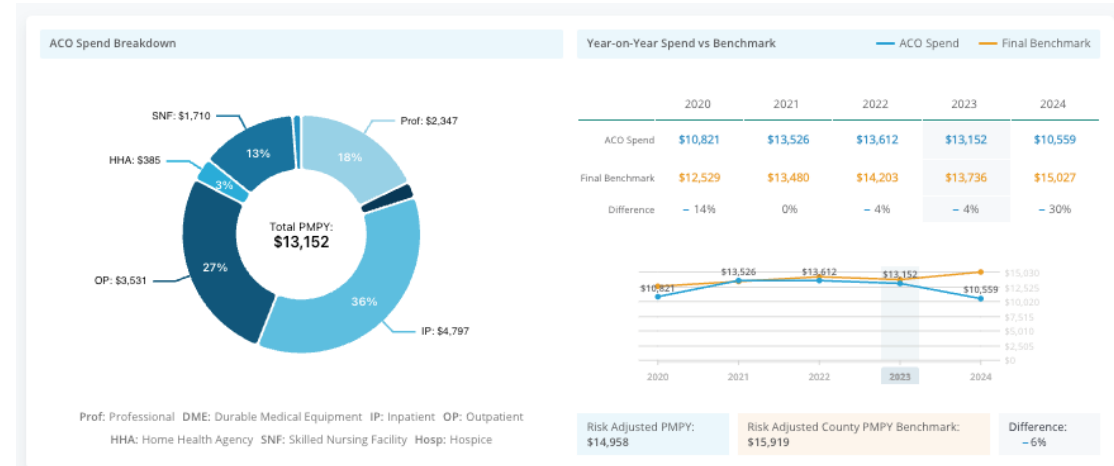
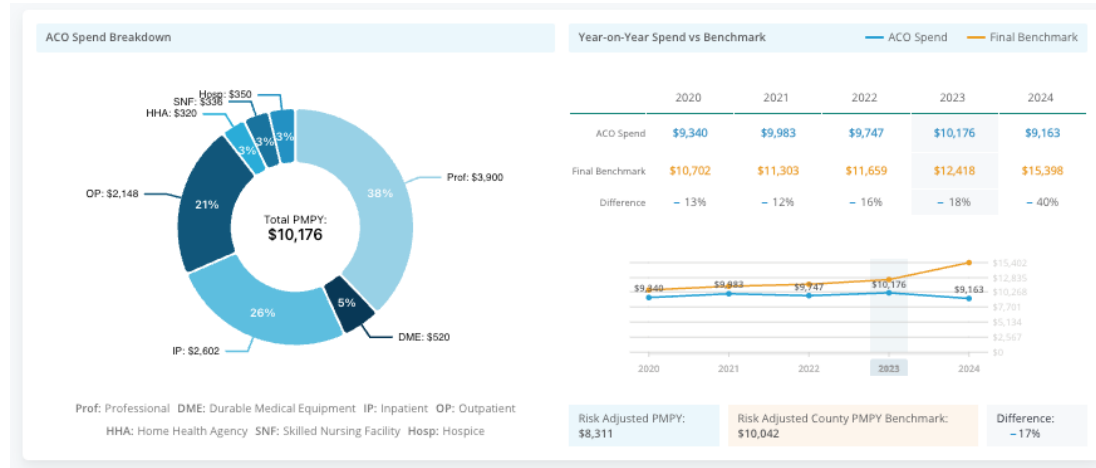


A Glimpse at Last Year's Top Performers

PY '22 Top MSSP Performers:

ACO ID	ACO Name	Savings Per Attributed Beneficiary
A4795	Bluestone ACO	\$ 2,011
A2671	USMM ACCOUNTABLE CARE PARTNERS, LLC	\$ 1,984
A2551	Physicians ACO, LLC	\$ 1,529
A2643	PA MSSP PMA Enhanced	\$ 1,440
A3770	Family Choice ACO, LLC	\$ 1,347
A2918	LA MSSP 2016 Enhanced	\$ 1,301
A1769	Rio Grande Valley Health Alliance, LLC	\$ 1,212
A4709	CALIFORNIA CLINICAL PARTNERS ACO, LLC	\$ 1,201
A3457	PA MSSP Legacy + Gateway Enhanced	\$ 1,184
A1051	Coastal Carolina Quality Care, Inc.	\$ 1,111
A5069	Elite Patient Care, LLC	\$ 1,095
A3047	MS MSSP Enhanced	\$ 1,091
A1675	HHC ACO Inc	\$ 1,052
A1557	MCM ACCOUNTABLE CARE ORGANIZATION, LLC	\$ 1,047
A3458	AR MI UT MSSP Enhanced	\$ 1,002

How Do We See Their Performance in the CareJourney Data for PY '23?



Significant Uptake on Early Indicators

170 ACOs participating in BCDA, but still opportunity for many ACOs

Participating in BCDA minimizes the wait from CMS to unpack performance

If you're relying on CCLFs...



If you tap into BCDA...



If you use BCDA for a REACH ACO...



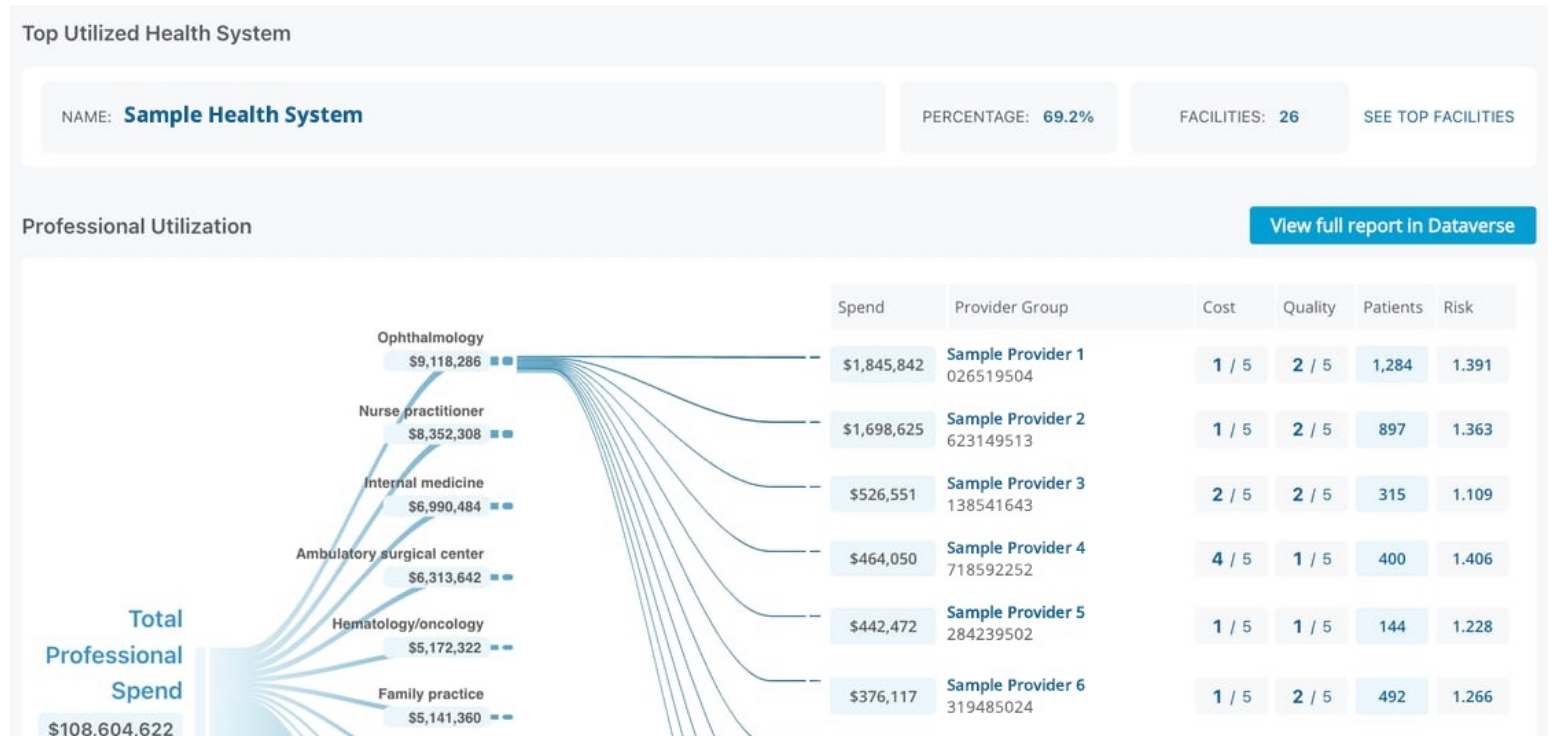
Avg. insights per 10K beneficiaries

Insight	Avg insights each week	BCDA insights advantage
CKD Diagnosis	60	270
AWV	90	390
Breast Cancer Screening	30	150
Inpatient Admissions	50	190
ED Visits	90	380
Discharges from ICU	10	30
Heart Failure Diagnosis	30	130

Benefits extend beyond performance indicators – for example, advance payments to promote physician engagement

Focus Outside of Primary Care

Track utilization across your entire ACO and overlay both cost and quality performance assessments



Learning From Each Other

GETTING TO KNOW US



Anthony Hou
VP, VBC Programs



The Astrana Health Story

- 1 What clinical initiatives have you all focused on?
- 2 How has data informed preferred relationships and engaging specialists?
- 3 How did you measure impact? Did you use early indicators?
- 4 How did you think about competitive intelligence?
- 5 What's been a light bulb moment for you in terms of applying data to your strategies?
- 6 What are you thinking about for 2025?

Levers to Amplify Your Success

Learning From the Broader Community:



Educate your broader team on how to interpret and maximize the PUF.



Utilize additional benchmarking to get full insight.



Consider utilizing BCDA to gut check your strategy along the way.



Establish open lines of communication to regularly touch base on strategies.

Join Our Webinar Concluding this Series

NOVEMBER 14, 1-2 PM ET

Start on the Right Foot:
Strategizing for PY '25



.....●.....

Your roster might be set for PY '25, but success is not automatic. The best plans are set in advance with the right benchmarks and tweaked as needed.

Listen in as CareJourney experts discuss:

- Coaching providers on performance opportunities
- Segmenting patients to maximize impact
- Optimizing post-acute routing
- Developing a referral strategy

Meet With Us: Gain Strategic Insights

Type “**YES**” in chat to review an ACO of your choice's:

- Financial performance breakdown
- Utilization
- Corresponding cost and quality performance

