CareJourney By Arcadia

VBCExhibitHall.com
Educational Webinar Series

WEBINAR

Mastering Value-based Care Networks

Insights for Competitive Edge in PY 2026

FEB 13 | 2-3 PM ET

Today's Panelists:

Zach Bredl
Sr. Director, Product

CareJourney
By Arcadia

Jeff James
CEO

WILMINGTON HEALTH

The Impact of a Network

A critical component for overall performance and patient outcomes
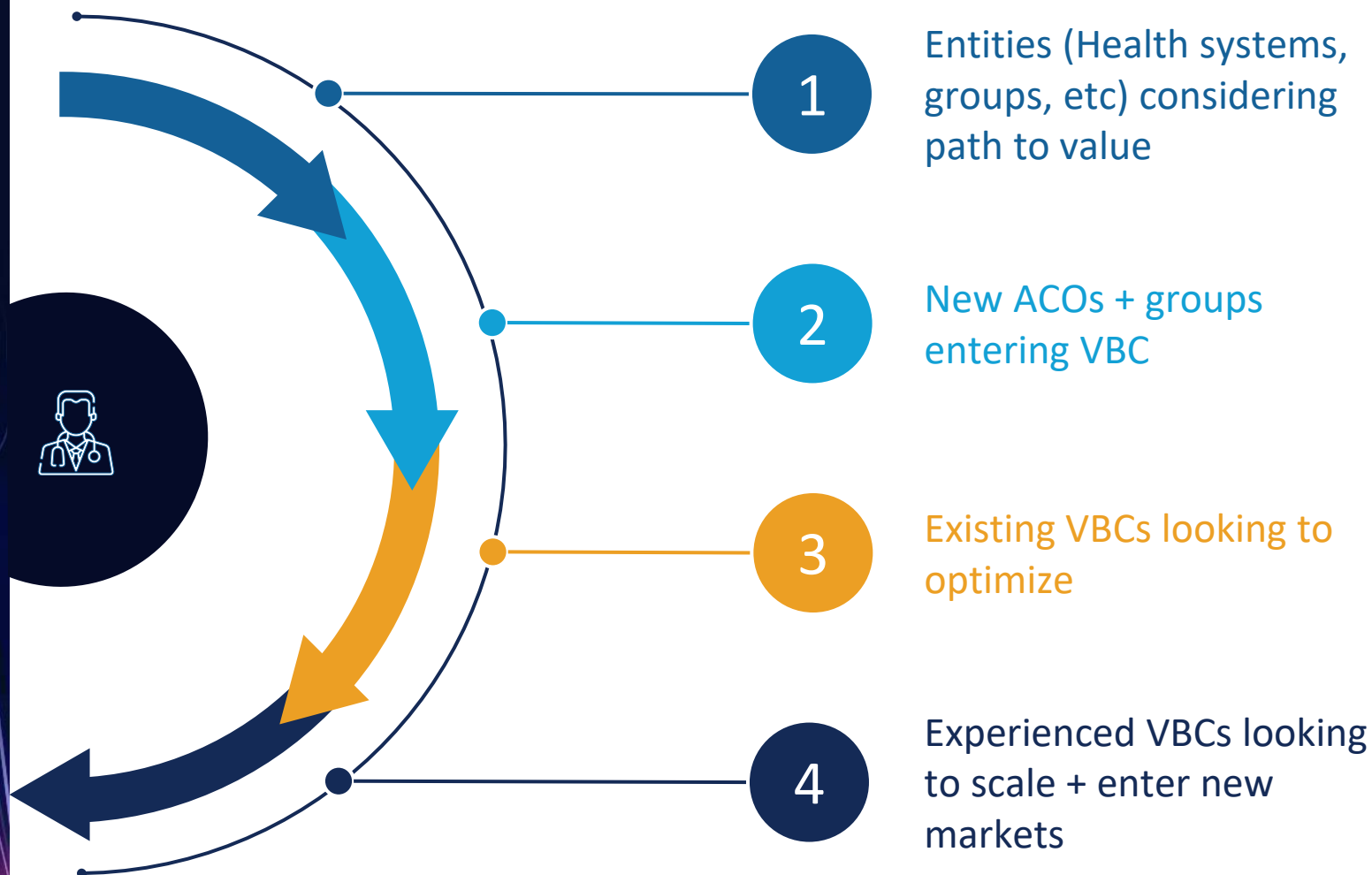
Comparing ACO REACH Performance for PY 2023

Measure	ACOs with Losses			Top Savers		
	Observed	Expected	O:E	Observed	Expected	O:E
Average PMPY Payment	$16,075	$16,283	0.987	$14,265	$17,109	0.834
Complications by Population	$ 4,070	$4,029	1.010	$3,143	$ 4,015	0.783
Average LOS (Days) of Institutional Long-term Stay	1.93	1.78	1.080	1.23	1.82	0.675
ER Visits per 1,000 Person Years	453	467	0.969	367	461	0.797
Mortality Rate	3.0%	3.0%	0.991	2.3%	3.2%	0.735
Unplanned Hospitalizations per 1,000 Person Years	237	232	1.023	203	259	0.782

Source: CareJourney data

Today's Continuum of Value Based Care

Diverse organizations working to reduce costs and improve outcomes
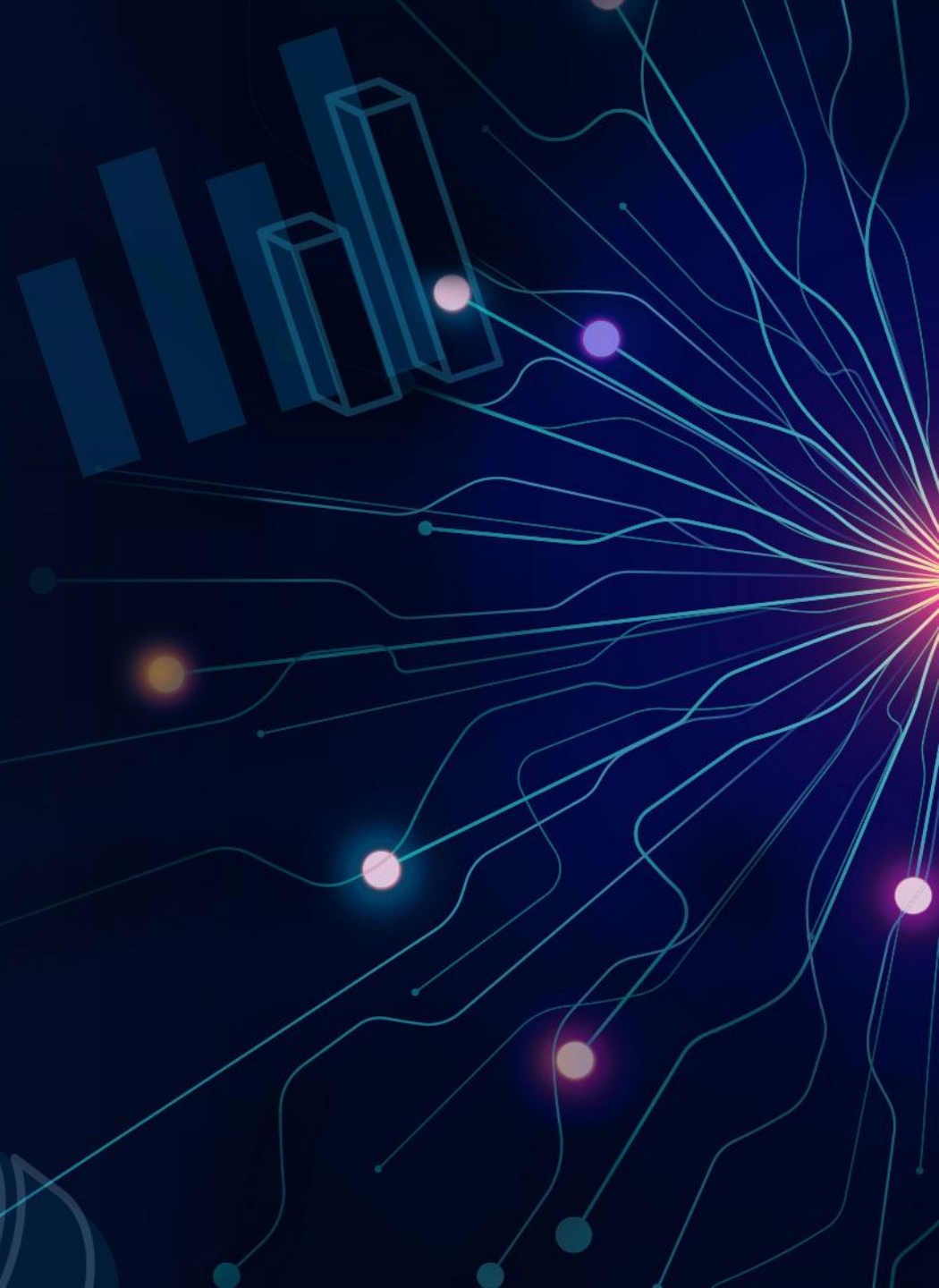
1 — Entities (Health systems, groups, etc) considering path to value

2 — New ACOs + groups entering VBC

3 — Existing VBCs looking to optimize

4 — Experienced VBCs looking to scale + enter new markets

Strong strategies rely on *data* at **every step** on the continuum

INTERSECTION OF COST AND QUALITY

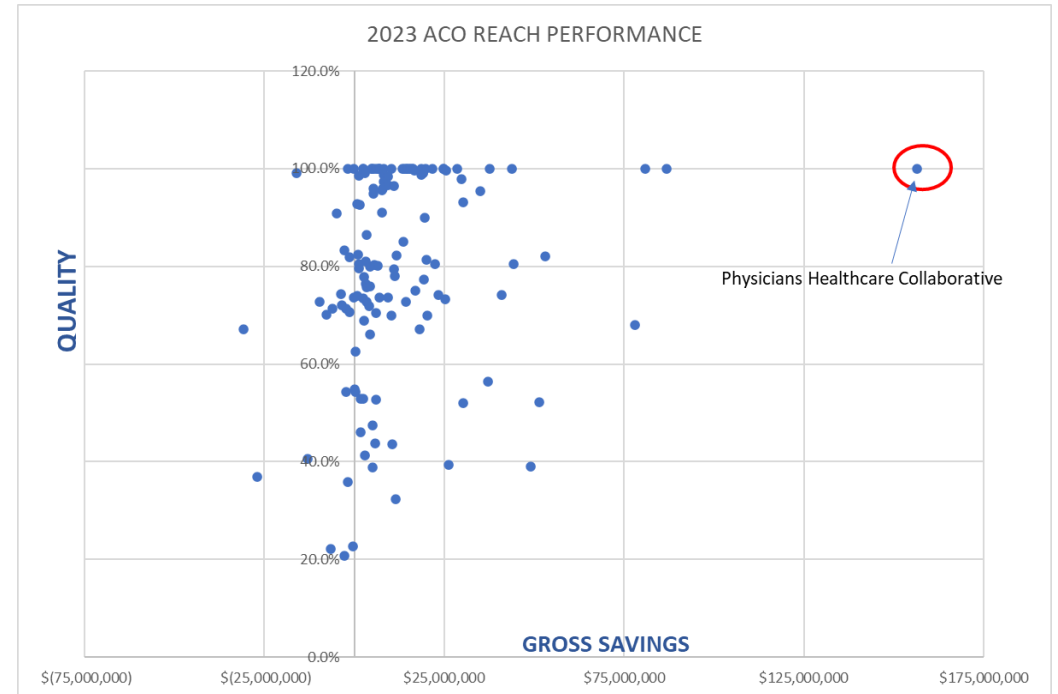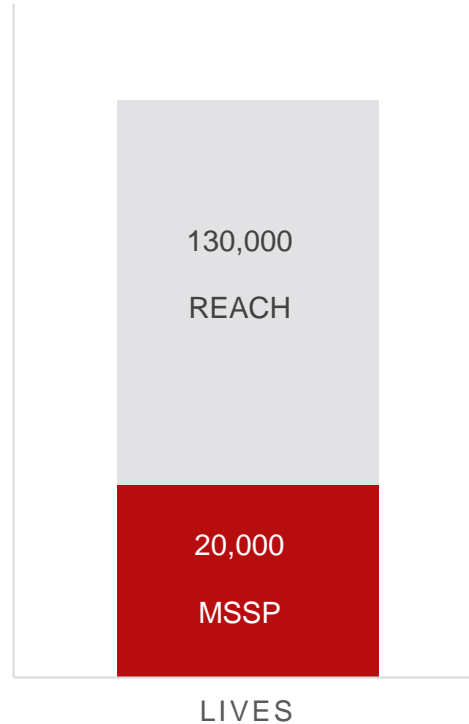**Plotting ACO performance across cost and quality measures**

Source: CMS PUF data

NATIONAL VBC AGGREGATOR

By The Numbers:

- 150,000 members
- 7 partner organizations
- 100% Quality Score
- **2022 Savings Rate:** 12.8%
- **2023 Savings Rate:** 13% *(WH savings rate: 18%)*
- **2023 Gross Savings:** $156,500,000
- $2,100 in earned savings/patient

130,000

REACH

20,000

MSSP

LIVES

2023 ACO REACH PERFORMANCE

Physicians Healthcare Collaborative

QUALITY

GROSS SAVINGS

Source: CMS PUF data

MAXIMIZE VALUE AND MINIMIZE RISK

Modeling Full Health System

Calculate Performance (Claims Aligned Only)			
Total CA Benchmark Expenditure After All Adjustments	$ 63,690,136.56	$ -	$ 63,690,136.56
CA Member Months	67,993.00	-	67,993.00
Final CA Benchmark Expenditure: Per Member Per Month (PMPM)	$ 936.72	$ -	$ 936.72

Total Performance Year Expenditures	$ 56,408,590.72	$ -	$ 56,408,590.72
Performance Year Expenditures: Per Member Per Month (PMPM)	**$ 829.62**	**$ -**	**$ 829.62**
Difference to Benchmark (Savings)	$ 107.09	$ -	$ 107.09
		Total Savings	$ 7,281,545.84

11% savings

Modeling Top 10 Health System

Calculate Performance (Claims Aligned Only)			
Total CA Benchmark Expenditure After All Adjustments	$ 13,570,212.69	$ -	$ 13,570,212.69
CA Member Months	13,964.00	-	13,964.00
Final CA Benchmark Expenditure: Per Member Per Month (PMPM)	$ 971.80	$ -	$ 971.80

Total Performance Year Expenditures	$ 10,636,014.44	$ -	$ 10,636,014.44
Performance Year Expenditures: Per Member Per Month (PMPM)	**$ 761.67**	**$ -**	**$ 761.67**
Difference to Benchmark (Savings)	$ 210.13	$ -	$ 210.13
		Total Savings	$ 2,934,198.25

22% savings

Source: CareJourney data

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OPTIMIZE PERFORMANCE BY MODEL

Example Group Best Aligned to ACO REACH

Top 10 Providers All Attributed to the Same Model

APM_NM	ALIGNMENT_TYPE_NM	Sum of Total Savings	HCC	REG. EFFICENCY
MSSP	Prospective	$ 585,580	1.089	0.915
MSSP	Retrospective	$ 645,970	1.061	0.855
REACH	Prospective	$ 1,117,002	1.133	0.957

Top 10 Providers Maximized

APM_NM	ALIGNMENT_TYPE_NM	Sum of Total Savings	HCC	REG. EFFICENCY
MSSP	Prospective	234,082	1.01	1.02
REACH	Prospective	1,910,099	1.20	0.88
		2,144,181		

Source: CareJourney data

MSSP and ACO REACH offer similar concepts, but methodology nuances can swing outcomes:
- Attribution codes/time period
- Regional factors
- Outlier expenditures
- Benchmark years
- Risk scores

92% improvement by maximizing model

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ENSURE VALUE THROUGH ATTRIBUTION

- ACO REACH attribution is NPI x TIN
- MSSP is full TIN
- WH carved out "bad" attribution by eliminating some specialties

ACO 1

TIN/CCN	Organization Name	Final Benchmark PMPY	Total PMPY	Attributed Patients	Number of Physicians
999999999	XXXX Primary Care Clinics	$11,545	$10,806	45,135	963
888888888	XXXX Cardiology Group	$9,611	$11,351	12,544	260
777777777	XXXX Health Heart And Vascular Institute	$12,747	$19,093	1,243	109
666666666	XXXX Medical Center 1	$14,289	$19,872	796	147
555555555	XXXX Health XXXXX Urgent Care	$7,309	$6,475	268	77
444444444	XXXX Health Digital Care Group	N/A	$16,360	14	7

ACO 2

TIN/CCN	Organization Name	Final Benchmark PMPY	Total PMPY	Attributed Patients	Number of Physicians
333333333	XXXXX Medical Group	N/A	$10,617	18,428	235
222222222	XXXXX Medical Center 2	$12,179	$18,198	275	28

ACO 3

TIN/CCN	Organization Name	Final Benchmark PMPY	Total PMPY	Attributed Patients	Number of Physicians
111111111	XXXX Medical Group, Llc	$11,456	$11,060	4,197	73
"00000000	XXXX Family Practice, Plc	$10,757	$10,382	2,594	15

Source: CareJourney data

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SCALE INTO NEW MARKETS

Step 1: Understand Landscape

Parent Organization	Methodology Type Name	Alignment Type	Person Years
ACO 1	MSSP	Retrospective	8,908
ACO 2	MSSP	Retrospective	2,587
ACO 3	MSSP	Retrospective	1,585

TOTAL FEE FOR SERVICE PATIENTS: 66,419

- FFS VBC: 26.3%
- ACO REACH: 0.5%
- MSSP: 24.4%
- Other VBC: 1.4%
- Non-VBC: 73.7%
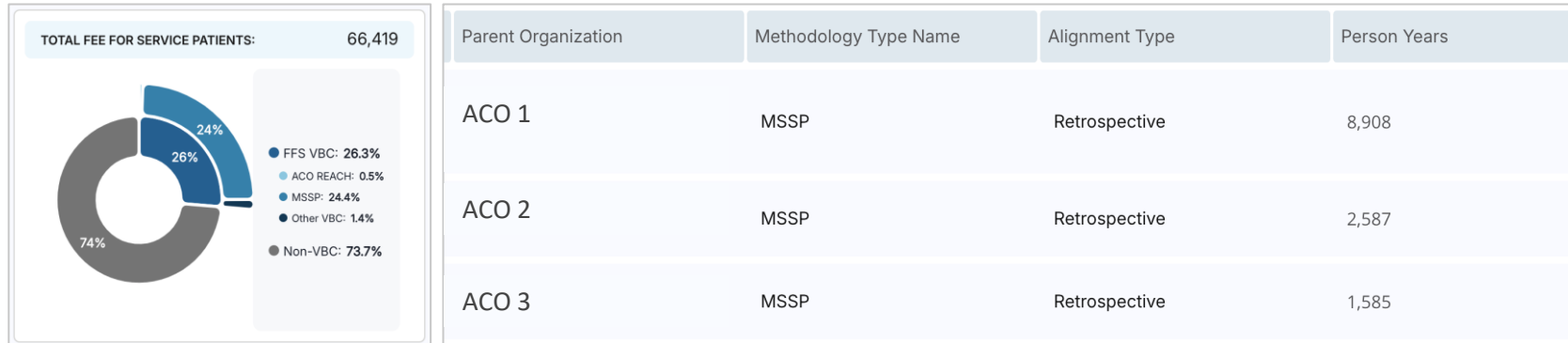
Step 2: Identify Anchor Practices

Location	ACO	Value Based Organization Name	# Providers	Attribution	Benchmark	PMPY	Savings
Region	XXXX	Medical Clinic	17	2,132	$ 14,323	$ 12,339	$ 4,229,888
Region	XXXX	Medical Clinic	10	1,978	$ 12,136	$ 10,109	$ 4,009,406
Region	XXXX	Medical Clinic	7	1,338	$ 11,782	$ 9,916	$ 2,496,708
			34				$ 10,736,002

Source: CareJourney data

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MODEL PERFORMANCE

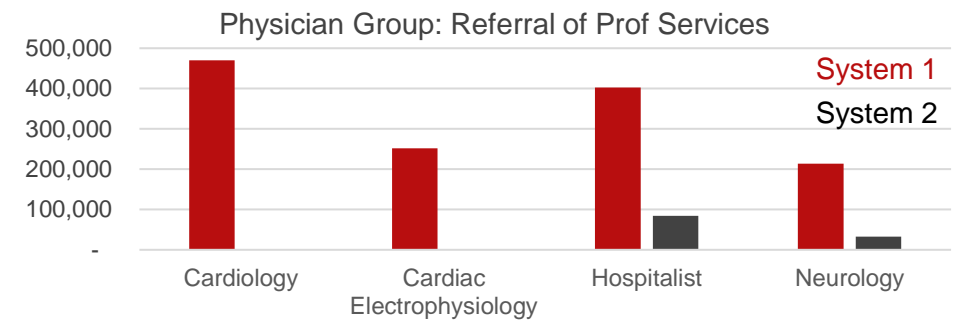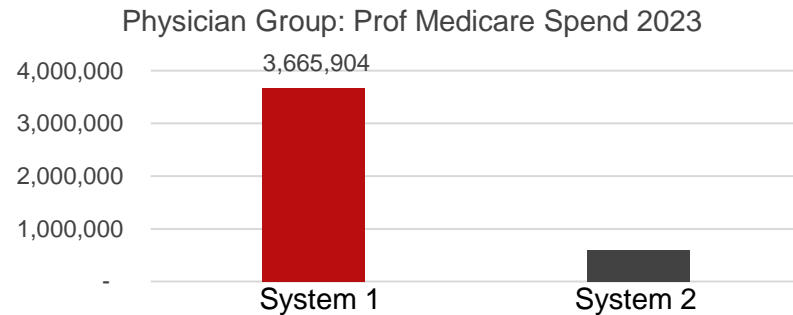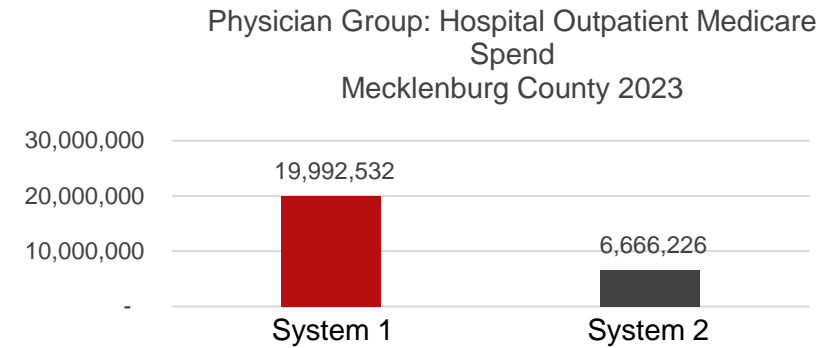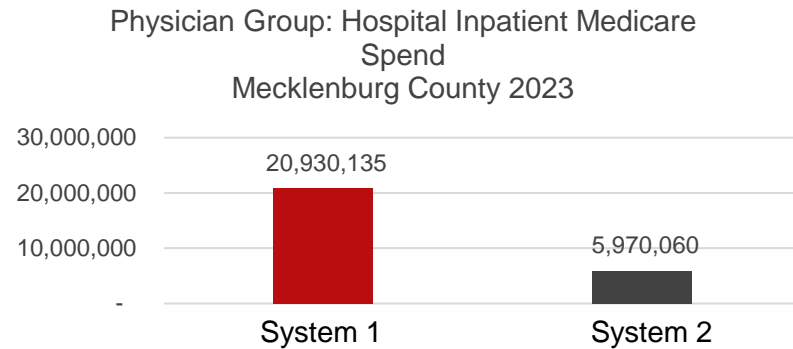**Step 3: Anticipate Performance for Non-VBO Organizations**

Non-Value Based Organization Name	Methodology Type Name	Alignment Type	Person Years	Attributed Patients	HCC	Total PMPY	Final Benchmark PMPY	ACO Savings	Percent Patient Growth	IP per 1k	Avoidable ED per 1k
Group 1	MSSP	Prospective	30,679	31,342	0.88	11,173	11,916	22,799,130	0.067	210	74
Group 2	MSSP	Prospective	9,900	10,310	1.02	14,484	14,350	(1,320,344)	-0.063	302	109
Group 3	MSSP	Prospective	3,901	4,028	1.14	16,859	12,703	(16,211,098)	-0.293	293	90
Group 4	MSSP	Prospective	1,468	1,604	1.68	34,196	31,242	(4,336,100)	0.727	618	186
Group 5	MSSP	Prospective	1,064	1,086	0.95	11,945	12,313	392,150	0.103	145	14
Group 6	MSSP	Prospective	641	758	2.01	34,105	30,612	(2,238,945)	-0.215	807	114
Group 7	REACH	Prospective	569	588	0.82	10,109	12,440	1,326,499	-0.092	135	98

Source: CareJourney data

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CONTEXTUALIZE MARKET RELATIONSHIPS

Connect Utilization and Referral Data

Physician Group: Hospital Inpatient Medicare
Spend
Mecklenburg County 2023

Physician Group: Hospital Outpatient Medicare
Spend
Mecklenburg County 2023

Physician Group: Prof Medicare Spend 2023

Physician Group: Referral of Prof Services

Source: CareJourney data

CREATE AN ALIGNMENT STRATEGY

Evaluate Cost By Contract and Affiliation

BCBS NC	CPT	System 1	System 2	Phy Group
Office Visit	99215	282.02	291.78	307.68
Office Visit	99214	208.52	223.01	218.51
Nuclear Scan (Global)	78452	955.66	1025.33	653.6
Screening Colonoscopy Office Based	45378	1105.29	1041.94	564.84

United UMR	CPT	System 1	System 2	Phy Group
Office Visit	99215	275.81	294.64	224.77
Office Visit	99214	205.57	219.03	166.78
Nuclear Scan (Global)	78452	1494.15	826.23	718.55
Screening Colonoscopy Office Based	45378	1385.04	746.67	503.4

Medcost	CPT	System 1	System 2	Phy Group
Office Visit	99215	301.48	327.49	216.19
Office Visit	99214	224.82	232.05	155.12
Nuclear Scan (Global)	78452	1180.45	999.24	817.83
Screening Colonoscopy Office Based	45378	802.38	794.39	500.74

Source: Provider reimbursement files

- EP doc in their practice
- PSA cardiology services
- VBE solution
  - Bundle invasive and interventional cardiology
  - Ambulatory cardio cath
- Bundle inpatient for direct to employer strategy

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CONSIDER GROUP ALIGNMENT

Compare Cost Efficiency Across Key Procedures

CPT	Description	Specialty	Physician Group	Target Group 1	Target Group 2	Target Group 3	Target Group 4	Target Group 5
45378	Colonoscopy, Diagnostic	GI	$ 882.42				$913.69	$699.24
58570	Laparoscopy hysterectomy	OB/GYN	$ 1,902.82		$1,540.08		$1,478.46	
59410	Vaginal Deliver	OB/GYN	$ 1,891.94		$1,531.27		$1,470.01	
78452	Nuke Stress Test	Cardio	$ 772.30					$600.92
94070	PFT	Pulm	$ 95.17					$104.02
95860	EMG	Nuro	$ 190.80			$150.86		
95861	EMG	Nuro	$ 261.23			$206.55		
99214	Eval and Mang	All	$ 182.49	$129.12	$203.41	$143.35	$154.94	$167.60
99215	Eval and Mang	All	$ 246.81	$174.63	$230.58	$229.35	$209.56	$226.88

Source: CareJourney data; Provider reimbursement files

Profiling Group 4

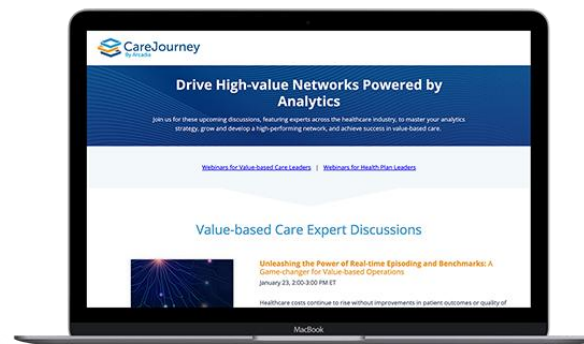| Person Years	4,365
Total PMPY	$10,633
Average HCC Risk Score	1.047
Number of Physicians	59
Final Benchmark PMPY	$10,709
Patient Growth (YoY)	-3.20%

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Want to Learn More?

COMPLIMENTARY DATA:
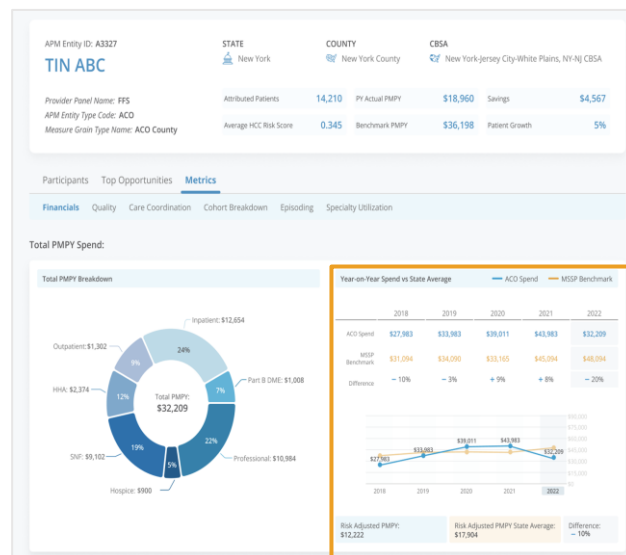
Explore a profile of a given group's modeled VBC performance - Type **"YES"** into the chat!

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CareJourney virtual exhibit booth

Thank You!

To connect with our team, write us at:
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