



# 5 Steps to Success in Risk-Based Contracts

November 10, 2022

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# Our Moderator



**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.



60+

Leading Hospitals  
& Health Systems



12+

Leading Payers



50+

Top Venture-backed  
Innovators

# About CareJourney: Who we serve



Banner Health



Beaumont



an accountable care organization





# How We Support Value-based Care

Purpose-built tools for core user communities in critical VBC business functions



**Gain Market and Cohort Intelligence**



**Build and Grow Your Network**



**Improve Provider Performance**



**Identify Leakage and Strengthen Referrals**



**Better Manage Your at-Risk Populations**

## OUR CUSTOMER SUCCESS

We provide market intelligence for network design and benchmarking to **40%+ of all DCEs**

Guiding network development strategies leading to as much as **50% Y/Y growth**

**2 million+ physicians** profiled for taxonomy and benchmark performance

**1.7 million providers assessed** for members' point of care referrals

As much as **\$8k reduction (17.5%)** in high-risk members' average total patient spend



# 5 Categories VBOs Must Address With Data



**PATIENTS**



**PROVIDERS**



**JOURNEY**



**WASTE**



**CONTRACTS**



# Poll Question

**Which area are you most lacking the necessary data to make strategic decisions?**

1. Patients - Population demographics
2. Providers - Provider performance
3. Journey - Care gaps and Total cost of care
4. Waste - Low-value care
5. Contracts - Performance compared to contract benchmarks



# Value Based Care Analytics Certificate Program

CareJourney's 1-2 day workshop where you will learn how 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.

### What Members Are Saying

*"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, ApolloHealth  
CareJourney Member  
Certificate Class of 2022

**Request a Spot: [carejourney.com/VBCanalytics](https://carejourney.com/VBCanalytics)**



# Our Panelists



**Ashley Nelson King**

*Sr. Director, Network Operations and  
Pop. Health*



**Alyssa Moore, MHA**

*System Director, Value-Based Care  
Operations*





# Genesis ACO Overview

LARGEST AND OLDEST INDEPENDENT PRACTICE  
ASSOCIATION IN NORTH TEXAS

## WHO WE ARE:



300+  
PRIMARY CARE  
PHYSICIANS



100,000+  
COVERED LIVES



13  
VALUE-BASED  
CONTRACTS



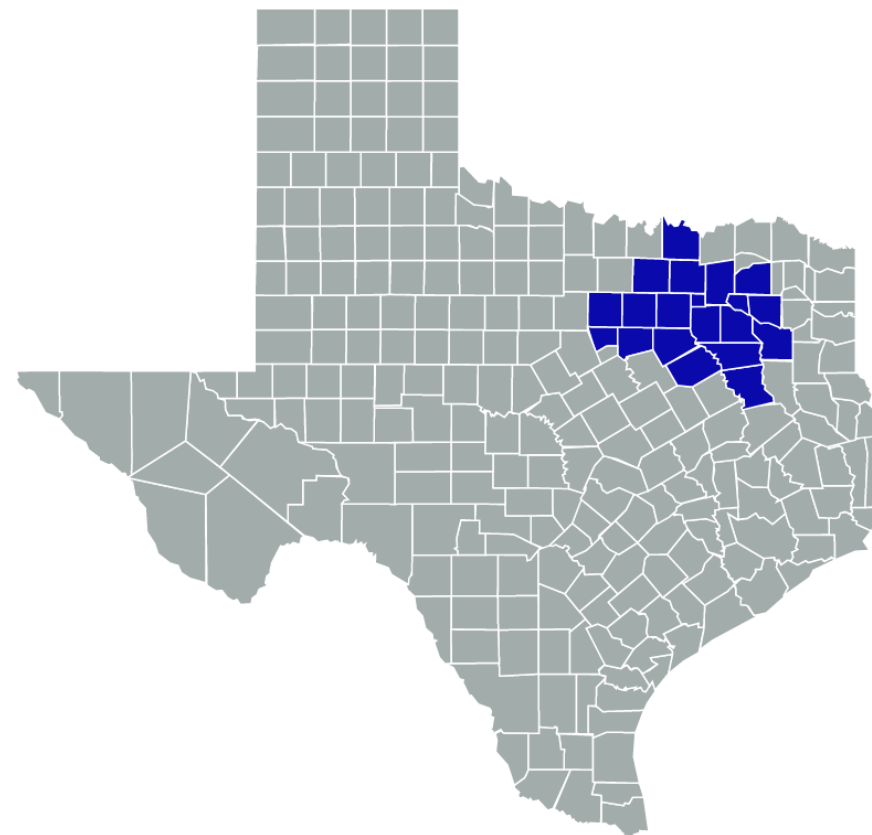
10+  
POST-ACUTE CARE  
PARTNERS



20+  
COMMUNITY-BASED  
ORGANIZATION  
PARTNERSHIPS



51  
NET PROMOTER  
SCORE (NPS)



# Strategy for Success





# BSWQA

**Baylor Scott & White Quality Alliance** is an accountable care organization (ACO) comprised of physicians, hospitals, care facilities and other healthcare stakeholders all agreeing to be jointly accountable for improving quality, enhancing the patient experience and reducing healthcare costs.

**1M**

VBC Lives

**8K+**

primary &  
specialty providers

**700+**

facilities, ASCs,  
& urgent cares

**100+**

post-acute facilities  
and agencies



**20**

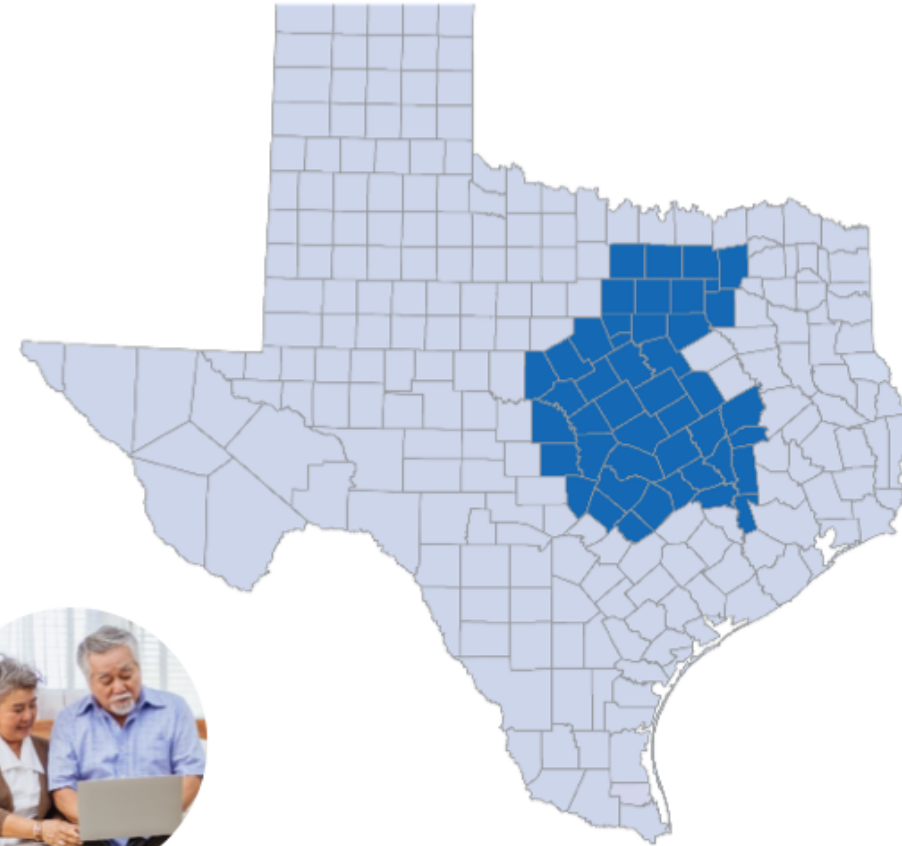
Value-based Contracts



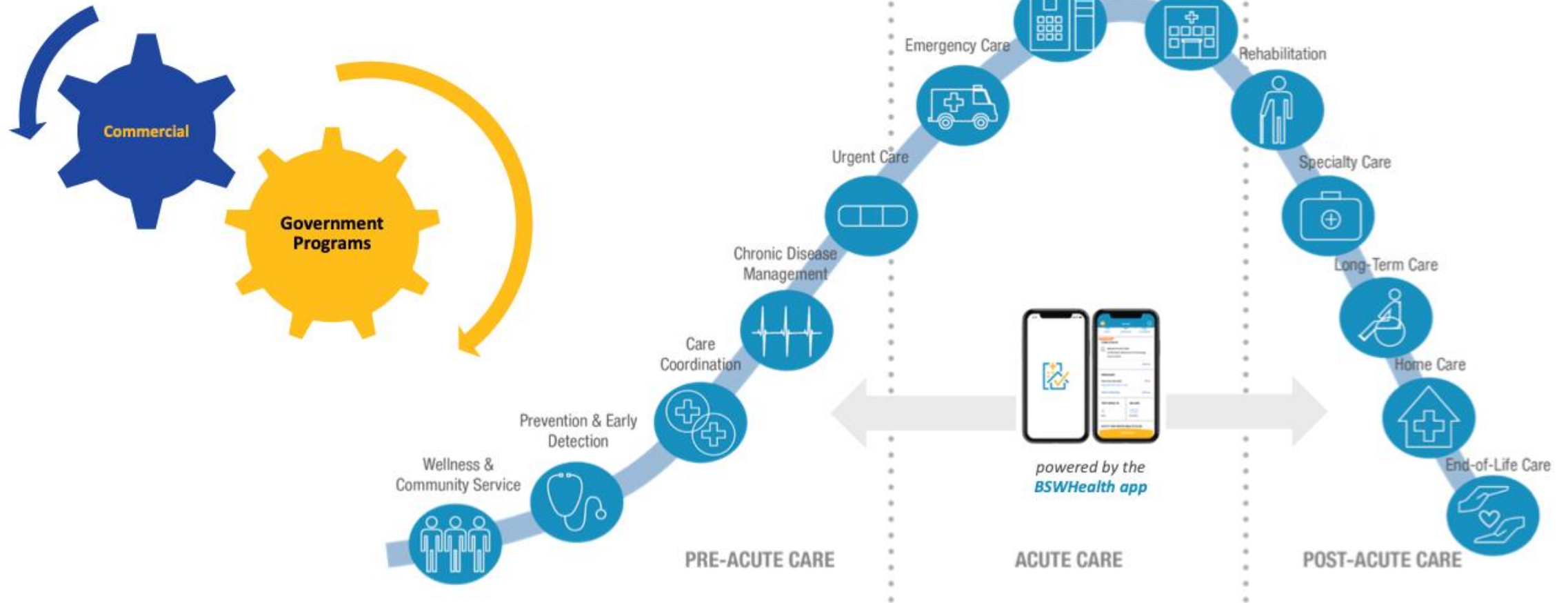
**100%**

employed providers on EPIC

75+ different EMRs for  
independent providers



# Strategy for Success



Coordinated  
by:

- Operations
- Finance
- Network Administration

- Business Development
- Data Analytics
- Product Development

- **Clinical Services**
  - Quality
  - Pharmacy
  - Care Management
  - Post Acute Care
  - Clinical Programs



Audience

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Questions



# Visit our Virtual Exhibit Booth



[Visit the CareJourney Booth](#)

# Two More VBC Opportunities to Learn More

**ACO Reach focused webinar**  
**Nov 15**

**Mike Olson**




*Chief Operating Officer*



**Register:**  
**[carejourney.com/REACH](https://carejourney.com/REACH)**

**Value-based Care Certificate**  
**Program: Multiple Dates**

**By participating in this program, you will learn how to use data and analytics to:**

-  Increase your understanding of the financial complexities associated with alternative payment models.
-  Evaluate value-based care models that improve patient outcomes.
-  Design and manage highly-functional networks of providers and facilities.

**Request a Spot:**  
**[carejourney.com/VBCanalytics](https://carejourney.com/VBCanalytics)**