

The red and green flags of value-based care contracts

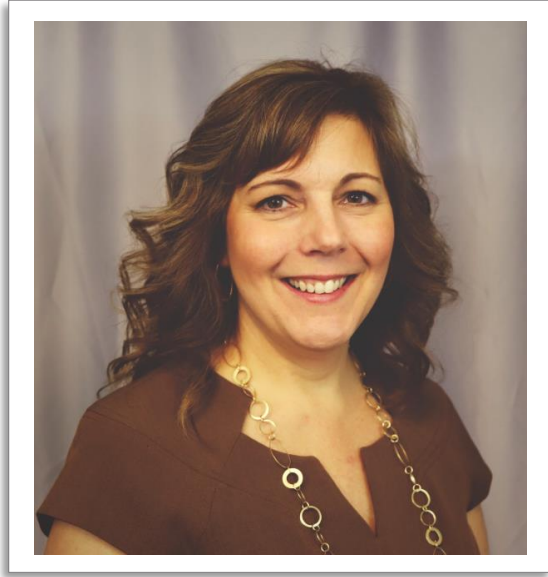
Webinar | October 18, 2023



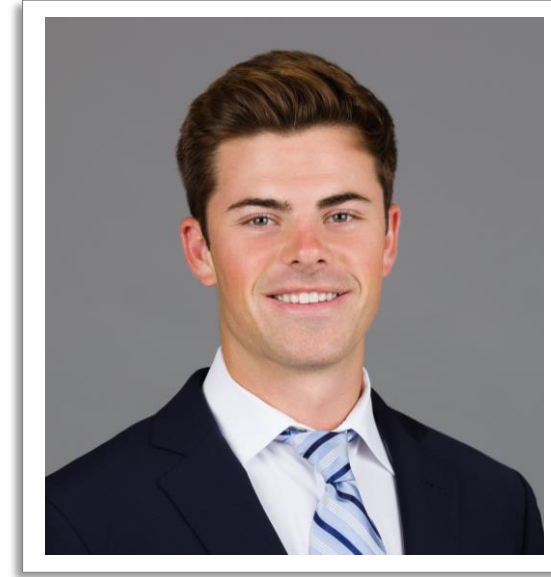
Educational Webinar Series



Presenters



Kelly Kolepp
Manager, VBC Team
DataLink



Logan Steel
Chief Operating Officer
Physician Care Centers



Objectives

- Discuss VBC contract components you can't ignore
- Review pitfalls to avoid
- Provide real-world strategies to implement into your contracting process

Polling Question

What VBC contracts do you participate in?

Select all that apply.

- a. Pay for performance
- b. Shared savings - upside only
- c. Shared savings – upside and downside risk
- d. Partial or Full Capitated
- e. None

Reconciliation Terms



- **Reconciliation frequency**
- **Claims run out period**
- **Final settlement date**
- **Dispute resolution terms**

Patient Attribution



- PCP selected/attributed
- Plurality of primary care services
- Retrospective and/or prospective
- Panel size requirements
- Baseline date
- Attribution disputes

Data Sharing

- **Key component of VBC contract management**
- **Payers – flat files/ccd/EMR access**
- **Providers - quality/utilization/claims**
- **Frequency of reporting**
- **Mechanism for data analytics**

Polling Question

How are you currently managing payer data?

- a. Internal team/technology
- b. Third party vendor
- c. Combination of both a & b
- d. Receive data, but don't manage it
- e. Not currently receiving data

Financial Considerations

- Revenue/cost inclusions
- Carve outs
- MLR/MCF – Medical Loss Ratio/Medical Cost Fund Thresholds
- Shared savings/loss percentage
- Deficit carry forward
- Evergreen Contracts



Polling Question

My organization is prepared to manage VBC contracts with downside risk.

- a. Agree
- b. Somewhat Agree
- c. Somewhat Disagree
- d. Disagree

Quality and Performance Metrics



- **Alignment with internal initiatives**
- **Total number of measures**
- **Measure weights**
- **Measure targets/thresholds**
- **Methodology**
- **Payer provided support through staffing or care coordination / technology payments**

Key Takeaways

- Ensure reconciliation terms align with organization's needs – i.e. frequency of payouts, final settlement
- Be aware of reconciliation dispute submission deadlines
- Consider the impact of attribution methodology and ensure there is a way to address attribution disputes
- Note any requirements of patient panel size and how it impacts potential incentives/rewards
- **Be prepared to share and manage contract data**
 - **Ensure responsibilities are clear, how data will be delivered, and if any support will be provided**
 - **Ensure the type of data and frequency that you want to receive it is addressed**
- **Carefully review what is included/excluded from revenue and cost – address any concerns**
- Understand the implications of contracts that carry forward a deficit
- If you are in an evergreen contract – review terms before it auto renews and consider asking for a new contract
- Try to negotiate quality metrics that align to your internal initiatives and can be managed across contracts

Connecting the healthcare ecosystem to enable more meaningful insights and better care



Improve quality performance

Use actionable data that increases the opportunity for optimal health outcomes.



Ensure risk accuracy

Capture more complete diagnoses, document care, and ensure more appropriate reimbursement.



Enhance provider collaboration

Enable your network to capture the right data at the point of care to close gaps and improve care.

Questions?

SOFTWARE

REQUEST INFO



DATA LINK

empowering better health



DataLink's suite of flexible data-driven solutions facilitate the delivery of high-quality, cost-effective, value-based care with measurable outcomes.



Your partner for value-based care



RESOURCES



Sandip Patel
727-599-1360
sandip_patel@datalinksoftware.com
datalinksoftware.com



- Improve quality performance
- Optimize risk accuracy



Visit us in the VBC Exhibit Hall

VBCExhibitHall.com





Thank you for joining us

Contact us

info@datalinksoftware.com

Visit us

www.datalinksoftware.com