

# Collaborative Payor-Provider Partnerships

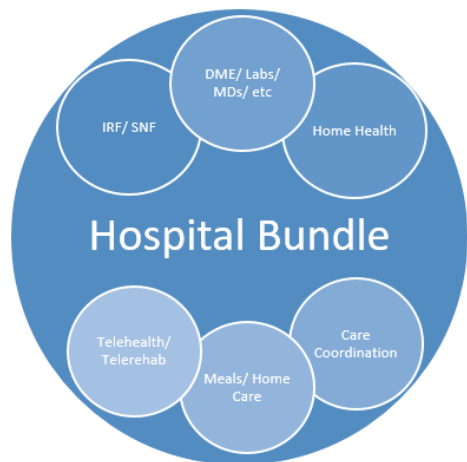
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# Objectives

- Describe UAB's APM Experience
- Define Drivers for UAB Value Based Partnerships
- Review Process and Model Development
- Describe Challenges and Successes to Support Alternative Reimbursement Models for all Parties

# UAB Value Based Payment Program Experience



## CMS:

- Oncology Payment Model
- 3 BPCI Bundles:
- BPCI-A
- Formed Clinically Integrated Network
  - ACO –Track One

## • VIVA

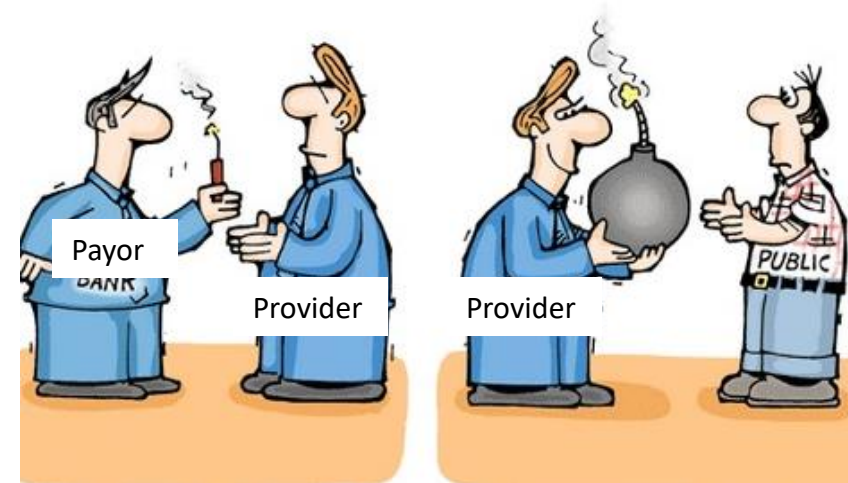
- Currently risk sharing: Prime Care

## • BCBS:

- Currently risk- sharing: Inpatient

## • Medicaid RCOs:

- UAB 2/5, MCI 1/5 regions



# UAB Drivers for Payor Engagement

- Physician Champions Pursuit of CIN
- Be a leader as providers, help define the model
- Opportunity to transform our healthcare delivery system for all patients
- UAB navigation program results
- Experience with bundled payment programs

**The right thing to do for the patient**

# Negotiating Challenges with Commercial Payors

- Aligning hospital and physician financial incentives
- Claims Adjudication Process and System limitations
- Negotiating “win-win” commercial payor financial arrangements
- Measuring program success
- Self-insured contracts

# UAB Payor Partnerships



- Licensed in Alabama
- Commercial covered lives: 28,000+
- VIVA Medicare covered lives: 45,000+



- 3 million total covered lives
  - 2.1 million covered lives in Alabama
- 23,000 employer groups

# BCBS Models: PCOP or OCM

- The PCOP model outlines higher, flexible payments to support patient care while creating accountability for delivering high-quality, appropriate care.
- Variable Care Management Fee
  - Recognizes Intensity of Provider Efforts During Cancer Care
  - **Diagnostic**, treatment, monitoring, and clinical trials

# Claims Analysis: Evaluating Attribution

	Patients with Medical Oncology Infusions at UAB			Patients with Episode Triggers at UAB			# of Infusion Episodes Attributed to UAB*
	Professional	Facility	Total	Professional	Facility	Total	Total
2015	776	203	926	442	126	568	609
2016	804	172	945	456	86	542	579

*All Cancers, Primary Claims Only, No Other Restrictions*

~60% of Patients who receive medical oncology treatment at UAB generate an episode trigger. The other ~40% may (a) not have a cancer diagnosis, (b) be attributed to another facility, or (c) not have any E&M visits for attribution

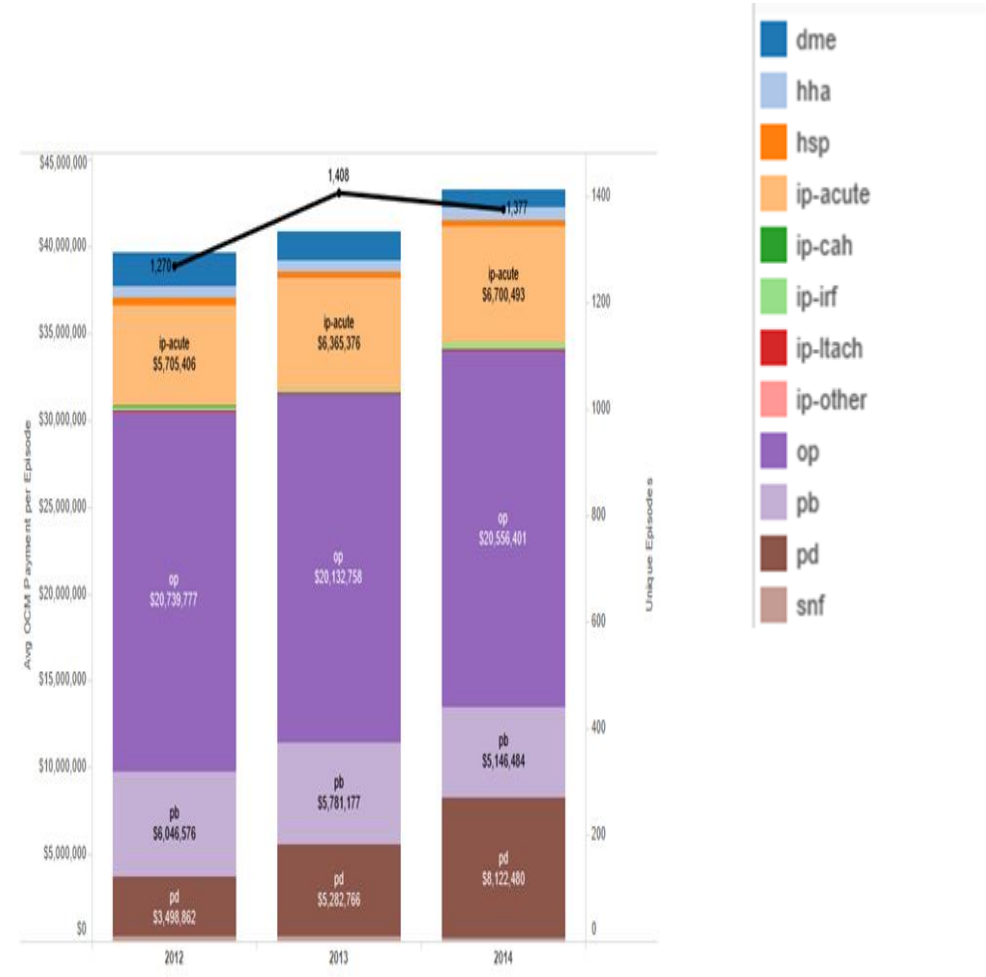
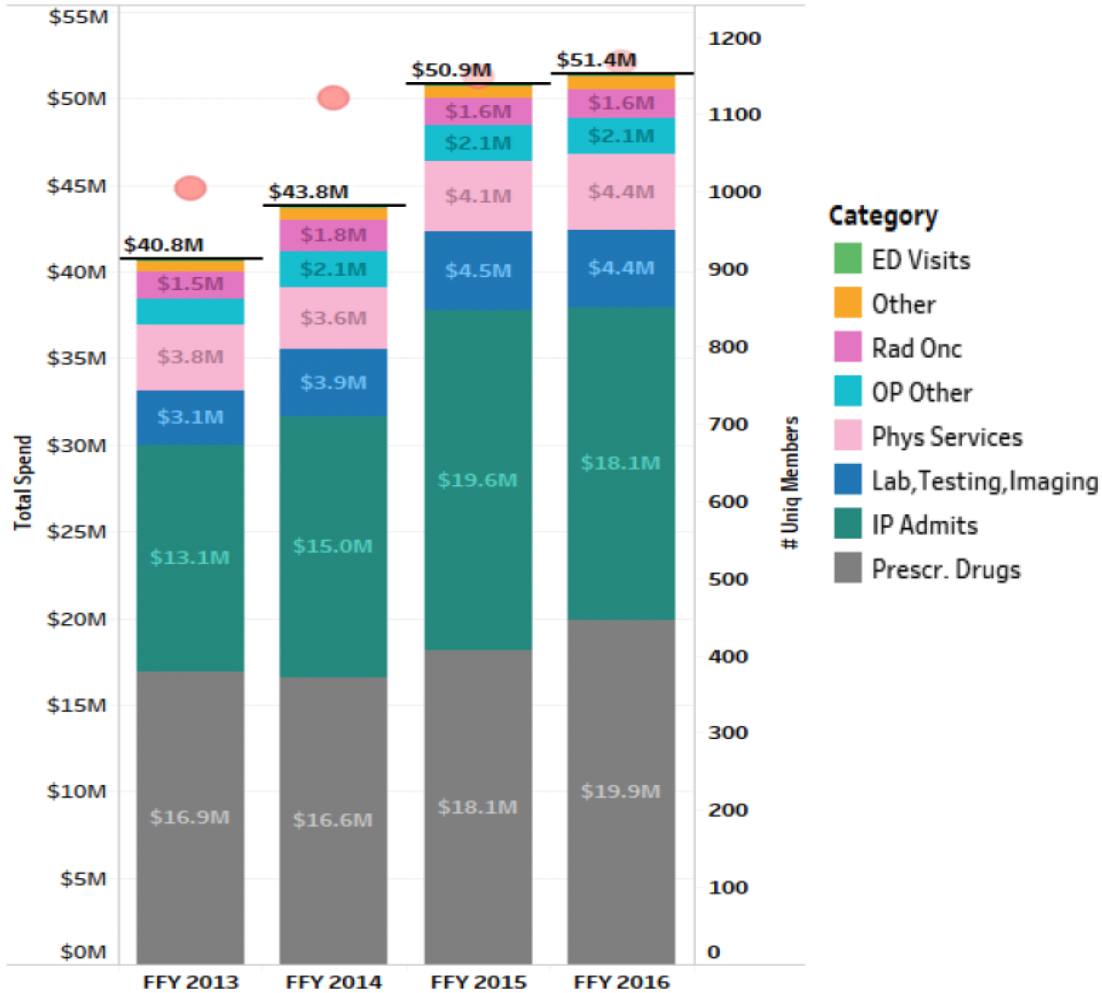
~6% of UAB-attributed episodes were initiated at a facility other than UAB

\*Includes episodes with HCPCS (J Code) triggers only. There are an additional 161 NDC-triggered episodes in 2015 and 145 in 2016

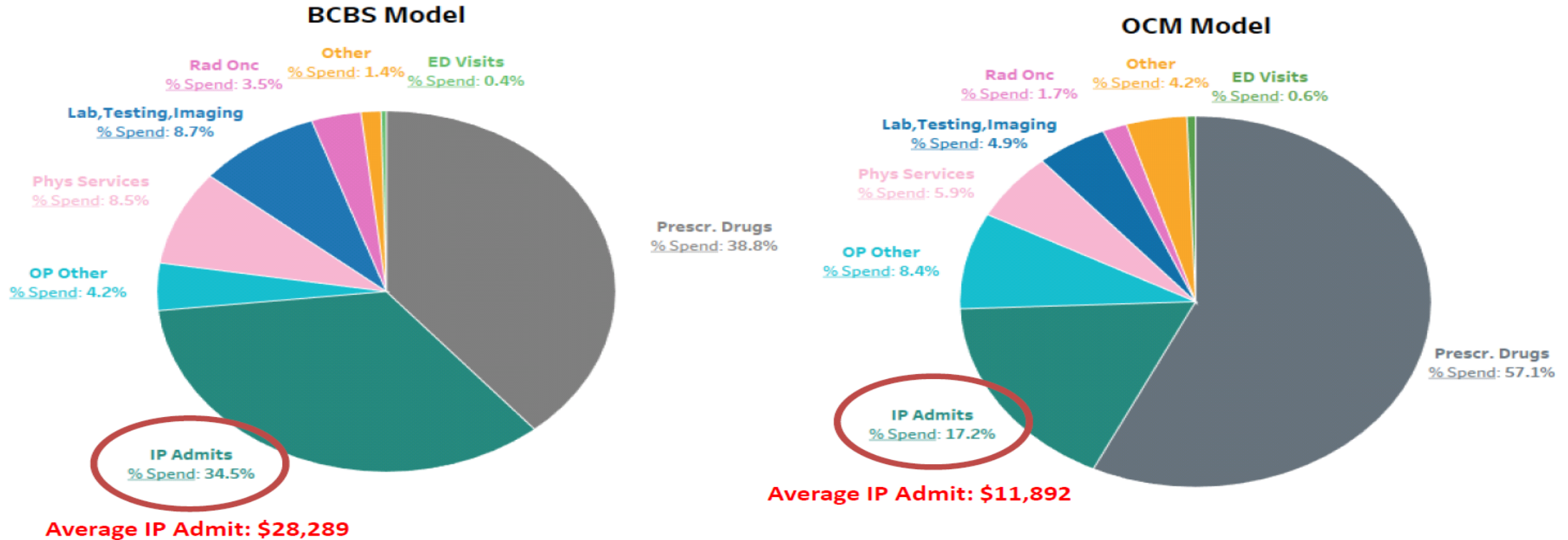


# BCBS Spend by Category Compared to OCM

Total Spend by FFY for All Cancer Types

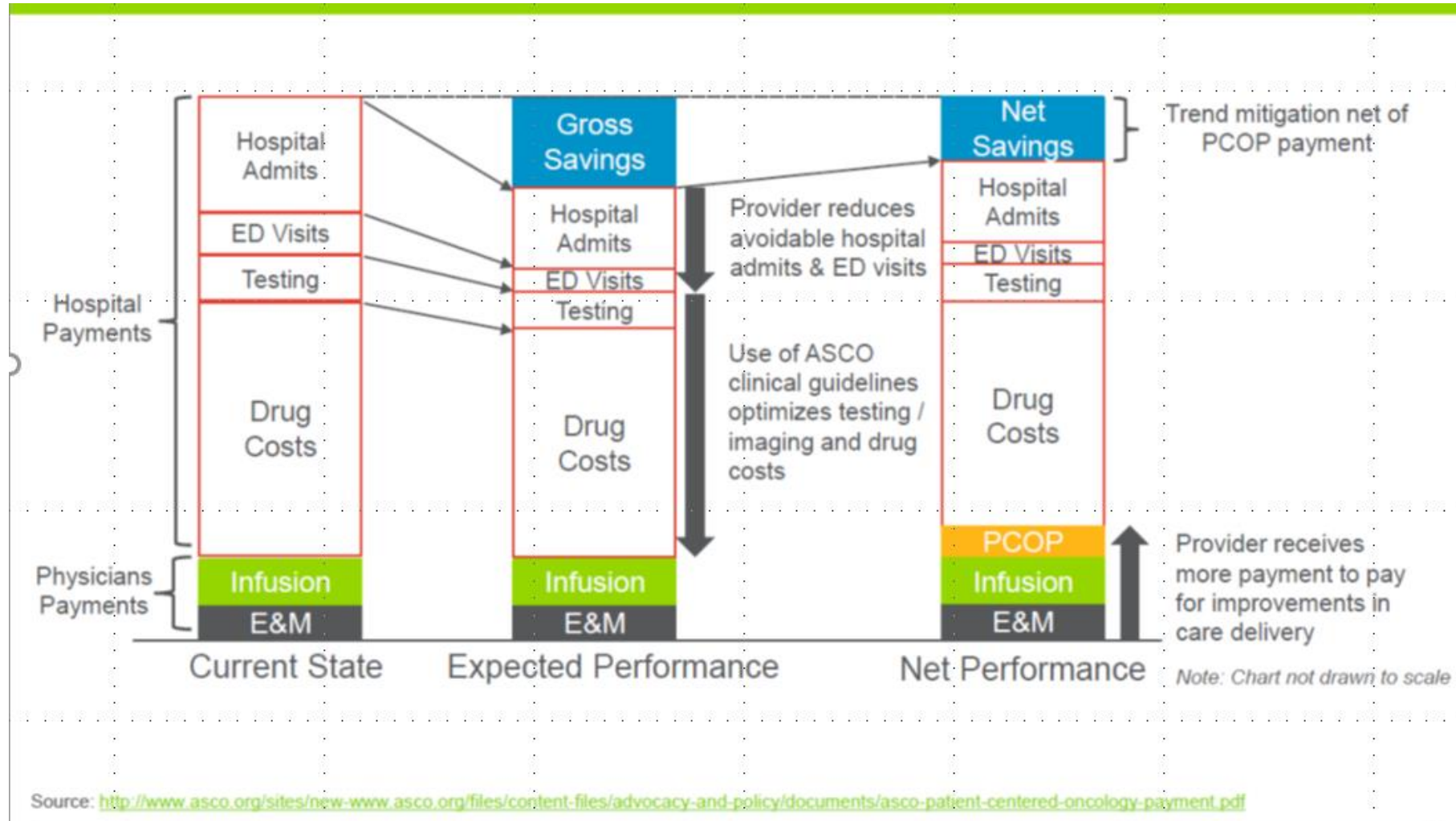


# Comparative Spend by Category: BCBS/CMS



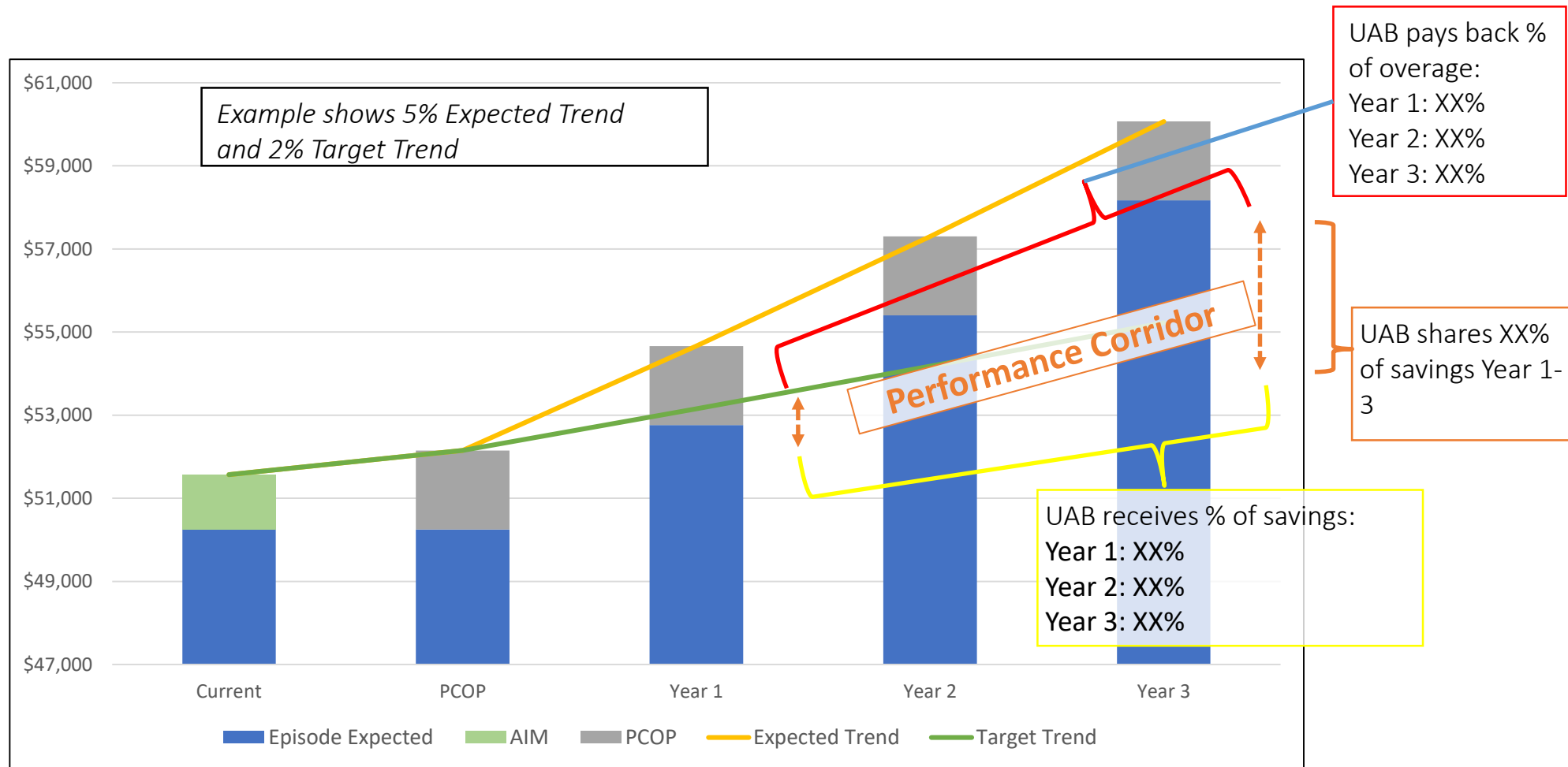
BCBS reimbursement rates put an even larger focus on IP Admits. IP Admits make up 34% of spend in BCBS Oncology spending vs 17% in the OCM model within similar IP utilization

# Projected Modest Reduction in Spending



# Establishing Performance Targets

Given oncology spend variability, we have preliminary agreement to create a “**performance corridor**” rather than a specific price target. Shared savings / risk depend on performance relative to the corridor.



# Why we didn't move forward BCBS

- Failed buy-in from Leadership
- Financial risk to Health System
- Shared savings distribution model



# VIVA Health Plan Oncology Model

- Program duration: episode start dates: 11/1/16-3/31/19
- Single episode Care Management Fee
- Limited eligible beneficiaries
  - Breast, Prostate, Lung, Gyn (ovarian, cervical, uterine)
  - Newly diagnosed
  - Treatment initiated at UAB

# VIVA Health Plan Model: Quality Metrics

## Reported by UAB

- ER/Hospitalizations
- Depression Screening
- Pain Management
- Treatment Care Planning

## Shared savings

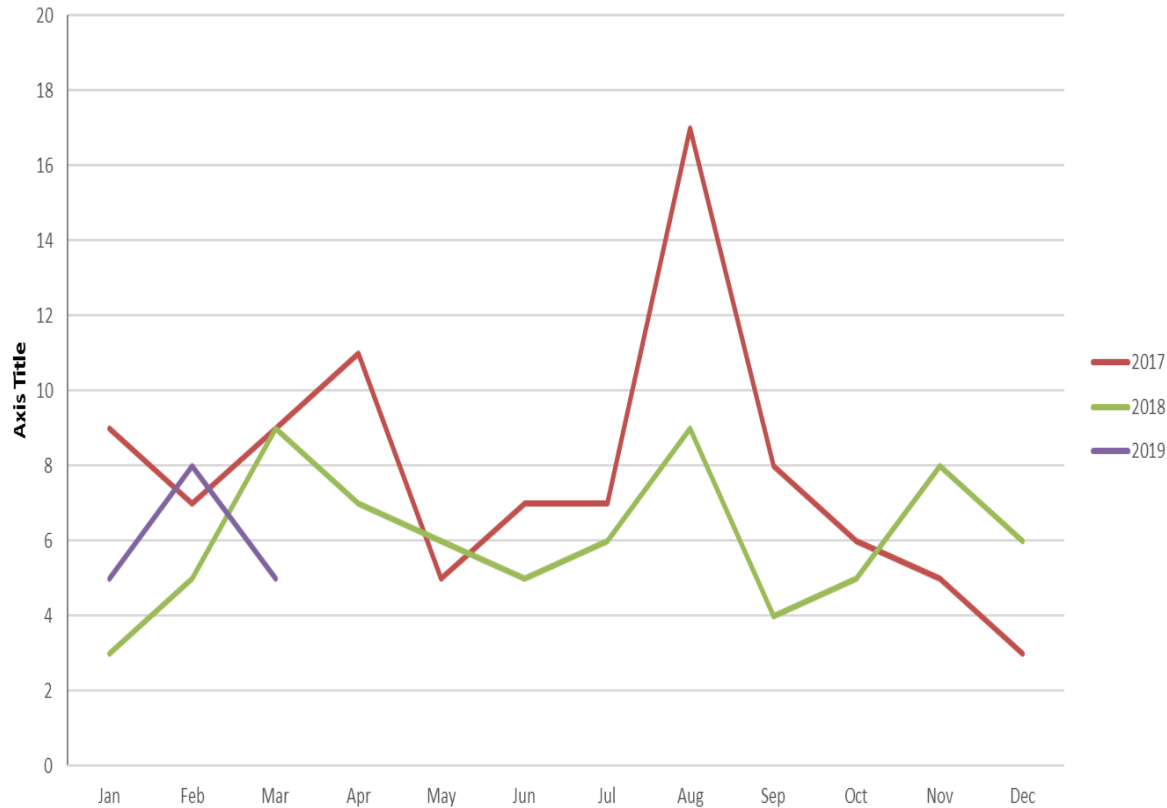
- Measured against benchmarks for hospital cost
- Benchmark/cancer type-Actual cost
- No risk adjustment



# VIVA Health Beneficiaries

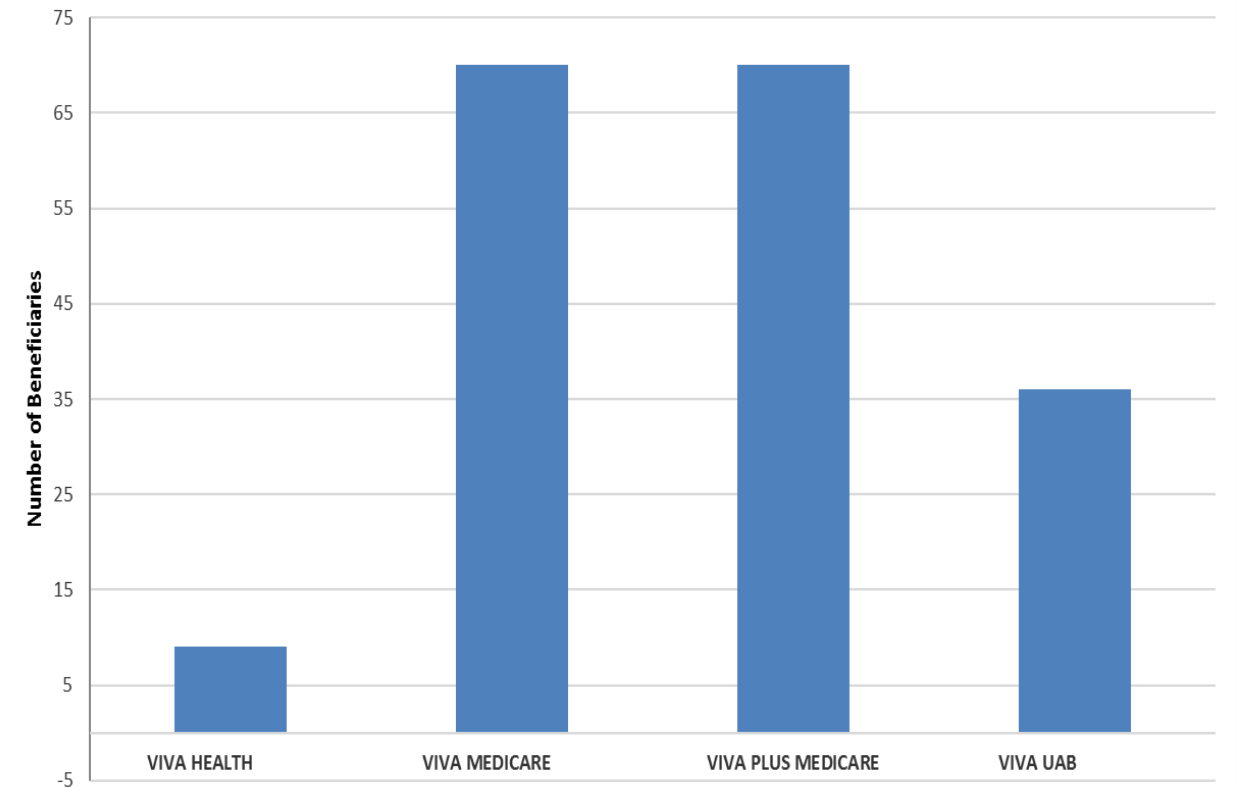
## Attributed Patient Volume

VIVA OCM Beneficiaries



## Total Beneficiaries by Plan Type

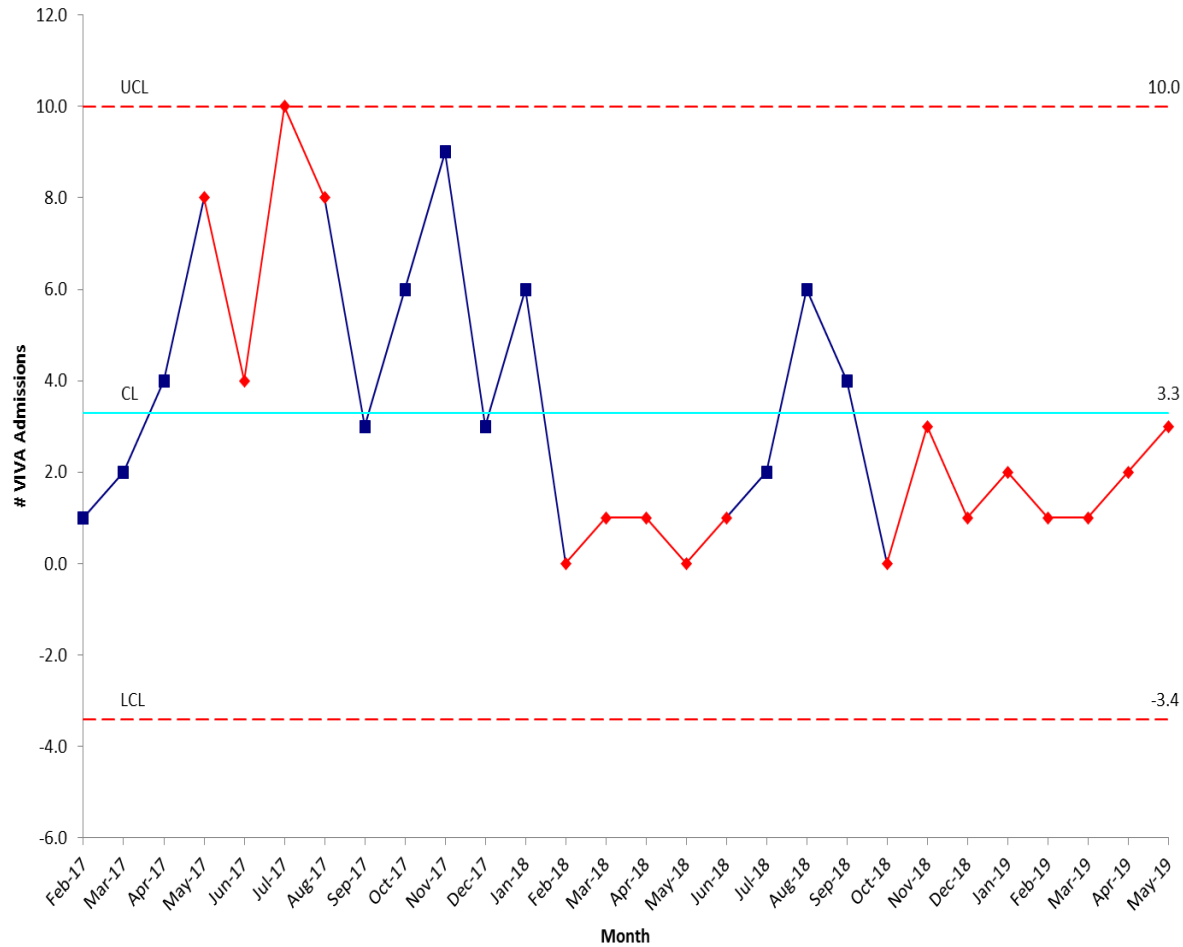
VIVA Health Beneficiaries



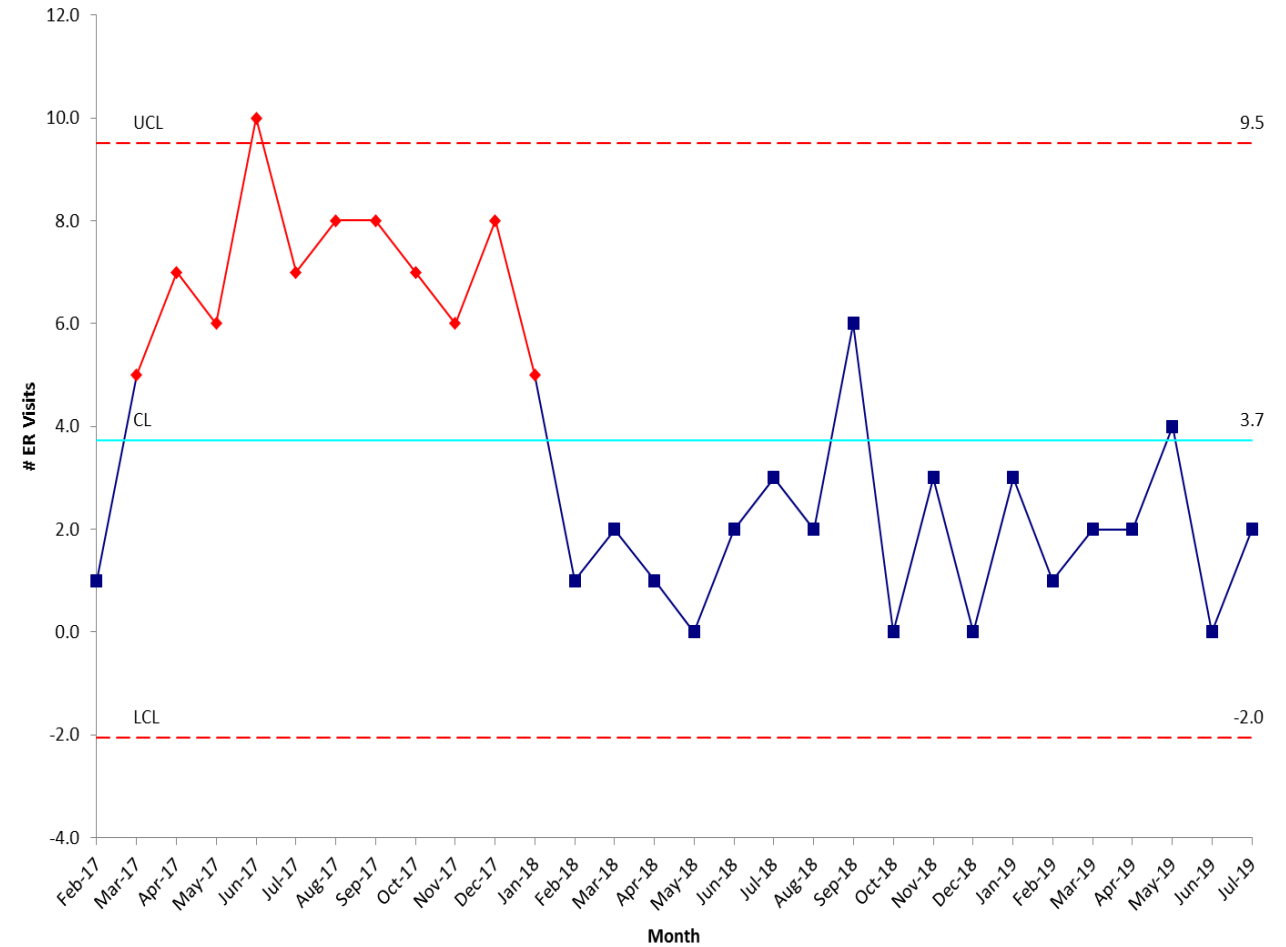


# VIVA Health Care-ER Visits/Hospital Admissions

## VIVA OCM Beneficiary Hospital Admission During Active Episode



## VIVA OCM Beneficiary ER Visits During Active Episode



# VIVA Health Care-UAB Shared Savings



**Reduced hospital expenditures  
Achieved Shared Saving Savings**

- Health System as Employer
- Health System Cost (CAP Plan)
- Health Plan

# ER and Admission Trends

