

Aligning for Action

LAN SUMMIT

Health Care Payment Learning & Action Network

Aligning Market Expectations for ACOs – A Journey Map



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LAN Summit

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*Aligning Market Expectations for ACOs –
a journey map*

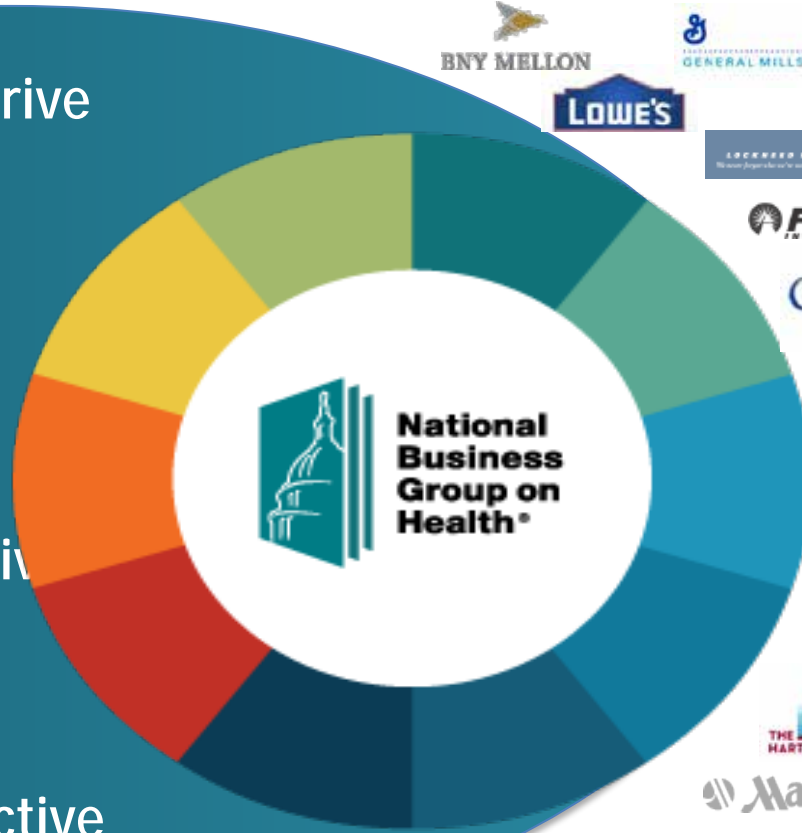
A community of 425 companies who come together to share, learn and leverage best practices to...

Manage health care costs and drive delivery transformation

Link well-being to business performance and workforce strategy

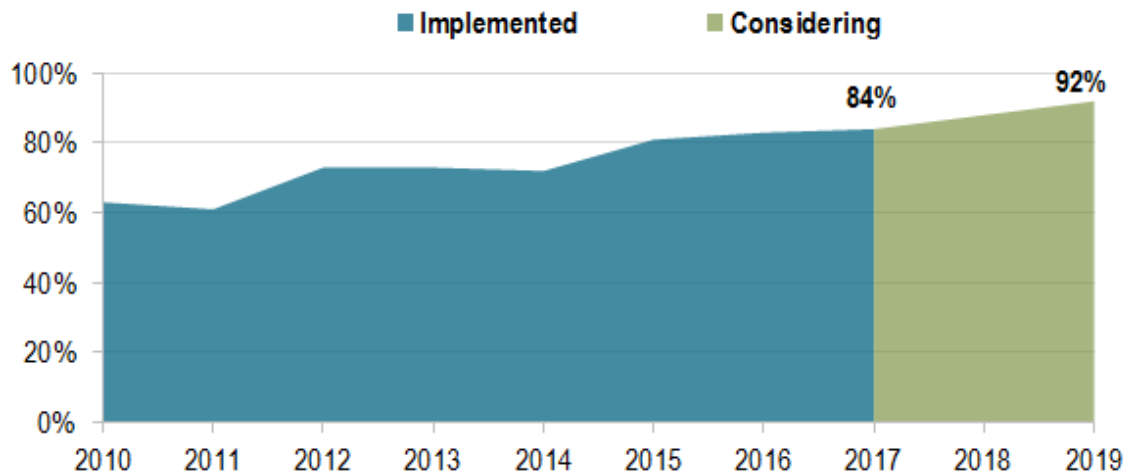
Address the health and productivity of the global workforce

Accelerate the adoption of effective innovations



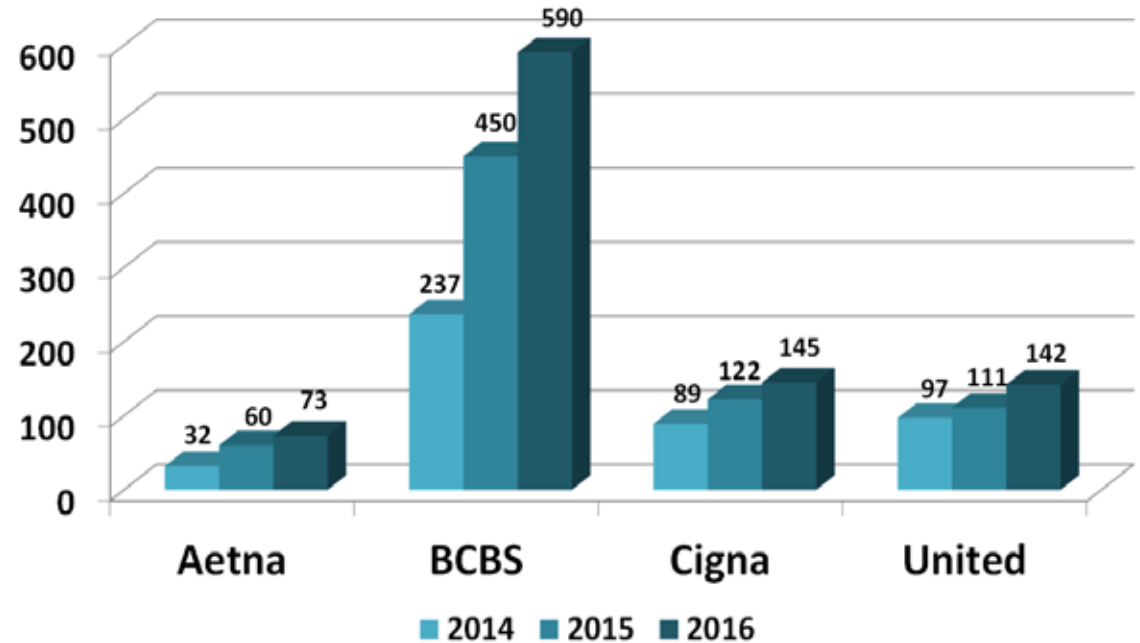
Emerging Payment and Delivery Models

Growth in Consumer-Directed Health Plans



35% of employers will only offer CDHPs in 2017

Growth in ACOs

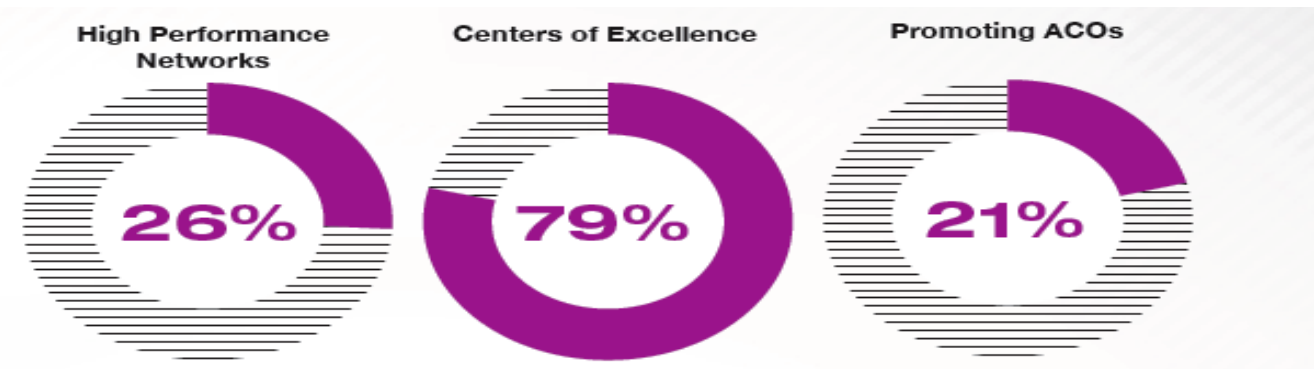


Employers need to turn to the supply-side

How do ACOs deliver better value than the market?

NBGH 2016 Large Employer Plan Design Survey

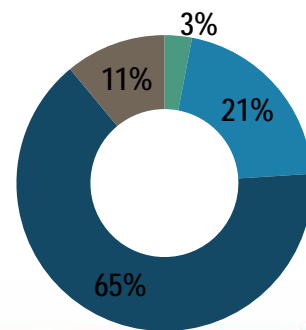
Percentage of Large Employers Actively Implementing/Promoting Amongst their Population...



Percentage of employers considering payment and delivery reforms as a top action to minimize the impact of the Excise Tax...



Are large employers promoting ACOs, specifically?



- Yes, by direct contracting with an ACO
- Yes, by promoting ACOs offered by our health plans
- No, some of our plans may include ACOs but it isn't something we are looking for or promoting
- Don't know

What Is an ACO Anyway?

Accountable Care Organization [noun]

“A widely over-used term to describe potential changes in a delivery system which nobody understands.”

Abbreviation: ACO

Farzad Mostashari, MD, Founder and CEO of Aledade

Employers Need to Understand Market Expectations of ACOs

Executive Committee on Value Purcha

- Can employers, providers and payers agree on market expectations of ACOs?
- Can we help employers articulate those expectations to the market?
- Can we help employers explain value of ACOs to employees and their families?

