

Value-based Payment Models: An Evaluation of Readiness Among Family Physician

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Survey Methodology

- Sent to a randomly selected sample of 5,000 active AAFP members
- 626 respondents or a response rate of 12.5%
- Statistically weighted to account for the underrepresentation of female and newer physicians
- Many questions are multiple selection

Overview of Findings

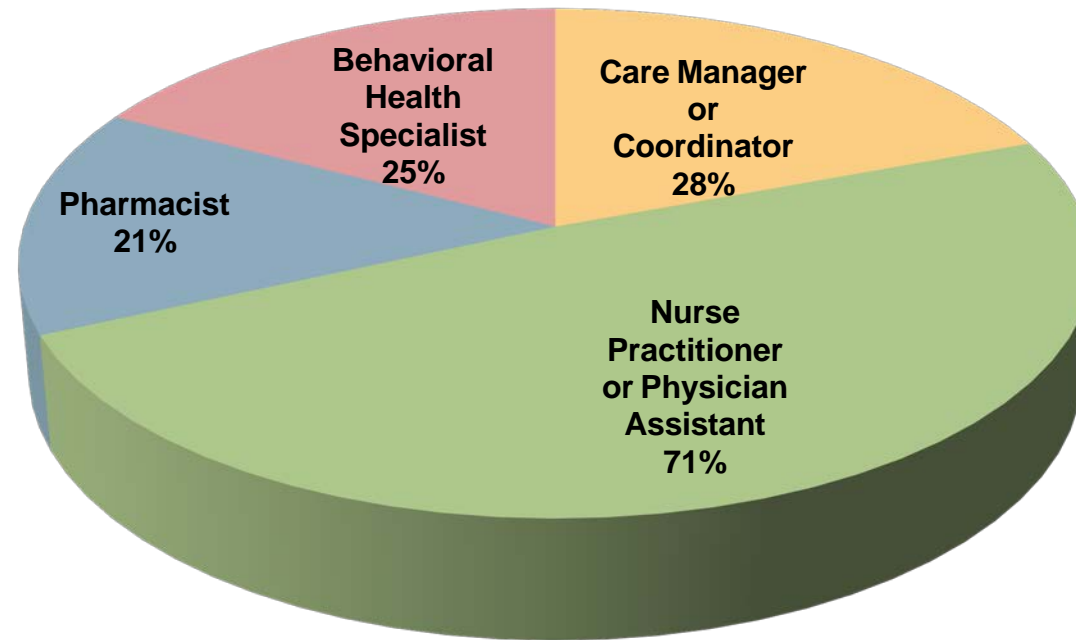
- Practice Characteristics
- Utilization of Value-based Payment Models
- Success Factors
- Barriers for Implementation

Practice Characteristics

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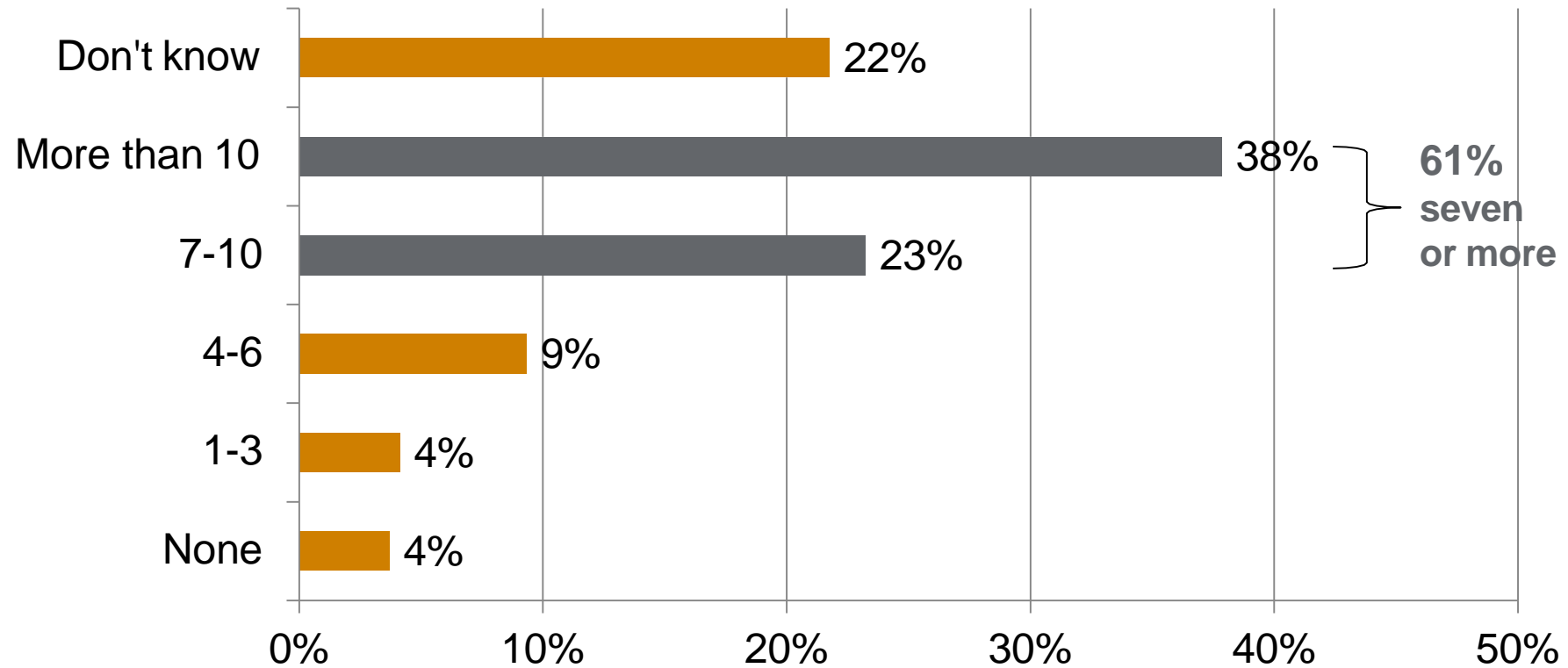
Staff at Primary Location

2,000 patients in panel



Practice Characteristics

In the past 12 months, from approximately how many payers/health plans do you receive payment?



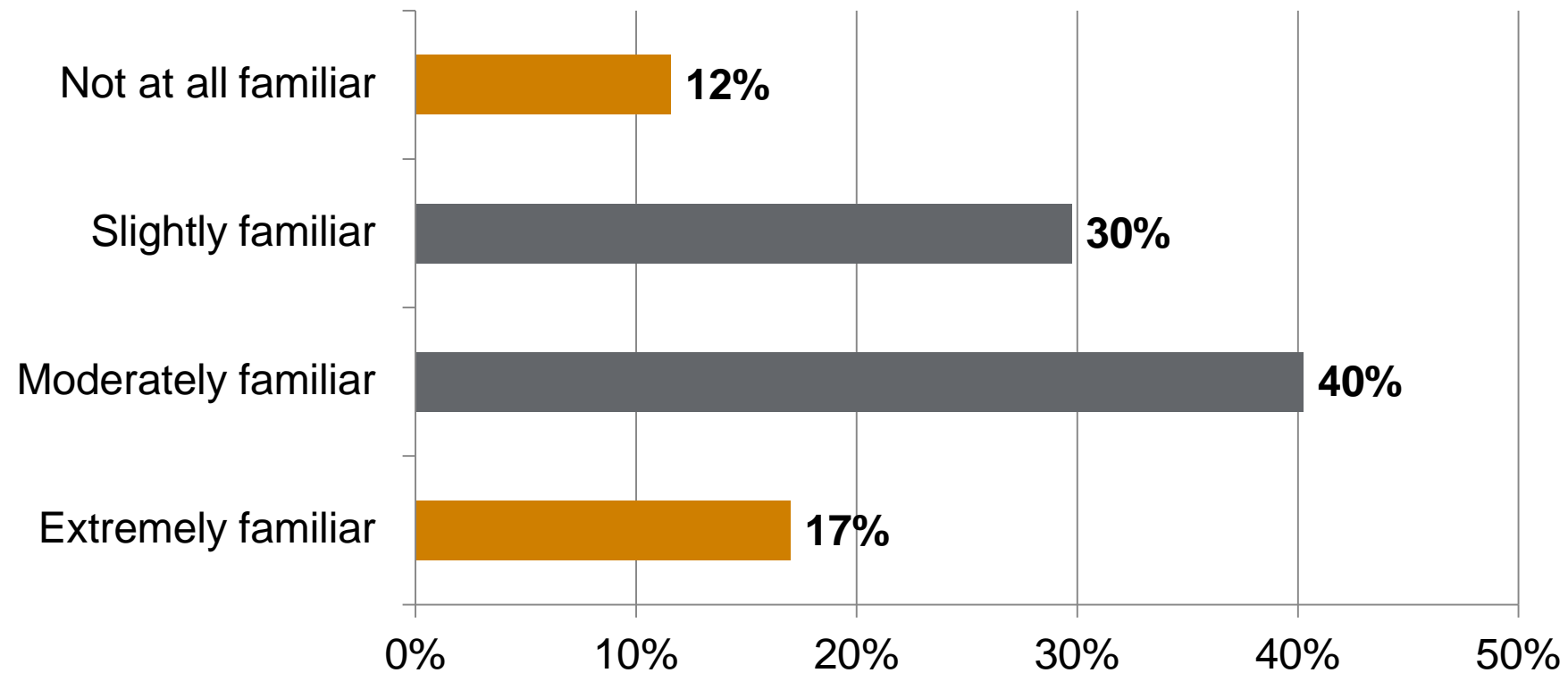
Practice Characteristics

Care Delivery Models	
Recognized patient-centered medical home (PCMH)	40%
Affiliation with an Accountable Care Organization (ACO)	38%

Value-based Payment Utilization

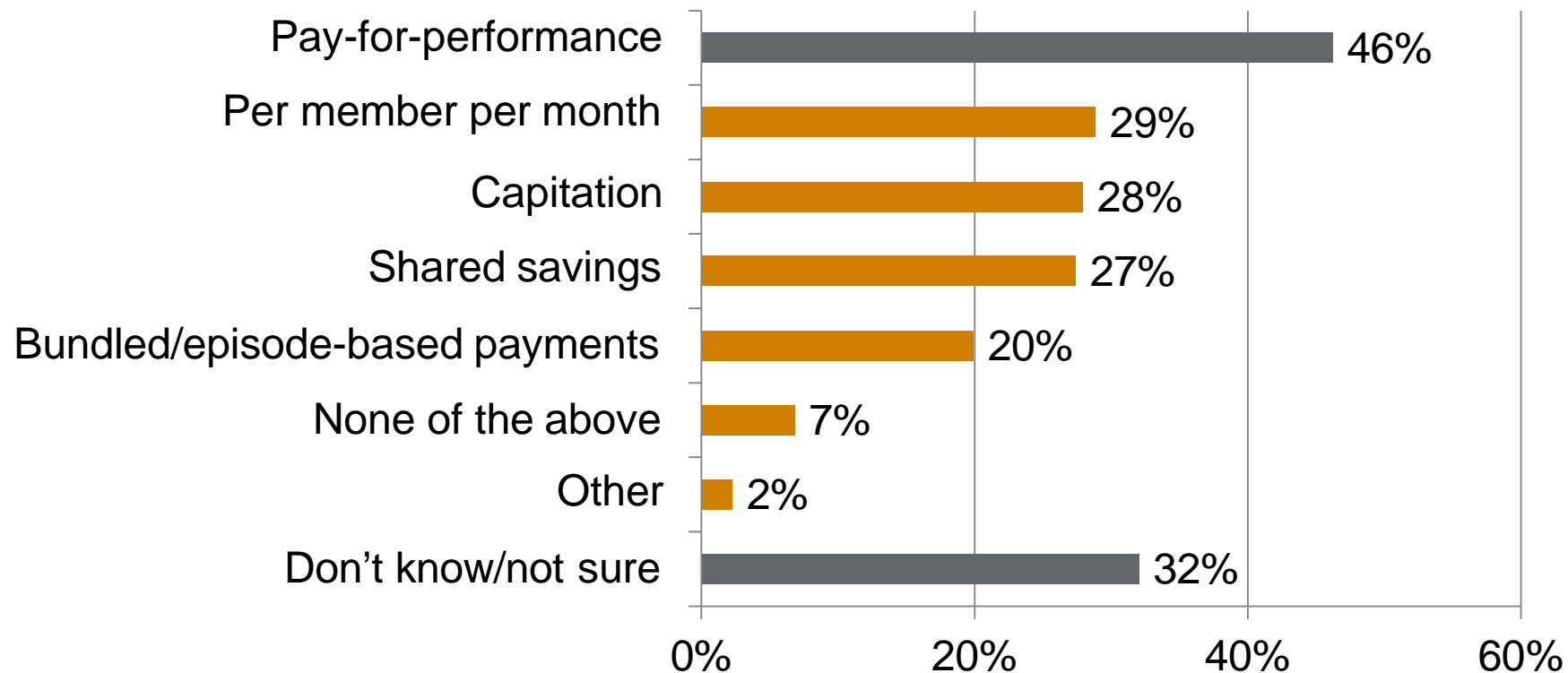
Value-based Payment Utilization

How familiar are you with the concept of value-based payment?



Value-based Payment Utilization

Which of the following value-based payment models are available in your market? (multiple selection)



Value-based Payment Utilization

Currently, what percentage of your practice revenue is value-based payment?	
Don't Know	80%
Able to Respond	20%
Skipped Question	109

Value-based Payment Utilization

What is your current status or strategy towards value-based payment?	
Actively pursue VBP opportunities today	33%
Develop capabilities, but wait until the results are better known before fully pursuing	19%
Hold off on making changes, focus on optimizing under fee-for-service	15%
Participated in VBP previously, but dropped out	1%
Other	8%
Don't know/not sure	25%

52%

Value-based Payment Utilization

How are value-based payments distributed within your practice? (multiple selection)	
Don't know	33%
Funneled through administration and are not directly distributed to physicians	26%
Distributed to physicians	24%
Mixed model (administration and physicians)	5%
Distributed to physicians based on productivity (RVUs)	14%
Other	12%

Factors Important to Value-based Payment Success

Factors for Value-based Payment Success

Physicians who feel factor is important to success of VBP models (multiple selection)	
Practice sustainability	92%
Clinical outcomes	91%
Physician and staff morale	87%
Coordination of patient care	86%
Cost savings for my practice	84%
Patient satisfaction	82%
Population health management	72%

Barriers to Implementing Value-based Payment Models

Barriers to Value-based Payment

Physicians see as a barrier to implementing value-based care delivery (multiple selection)

Lack of staff time to implement care functions that support value-based payment	91%
No uniform payer reports on performance	75%
Lack of standardization of performance measures and metrics	75%

Barriers to Value-based Payment

Physicians see as a barrier to accepting more financial risk value-based payment (multiple selection).

Lack of resources to report, validate, and use data	81%
Unpredictability of revenue stream	81%
Administrative complexity and cost needed to understand financial risk	80%

Success Factors Conflict with Barriers

Practice Sustainability

- Lack of staff time 91%
- Lack of resources to report, validate, and use data 81%
- Unpredictability of revenue stream 81%
- Administrative complexity and cost needed to understand financial risk 80%

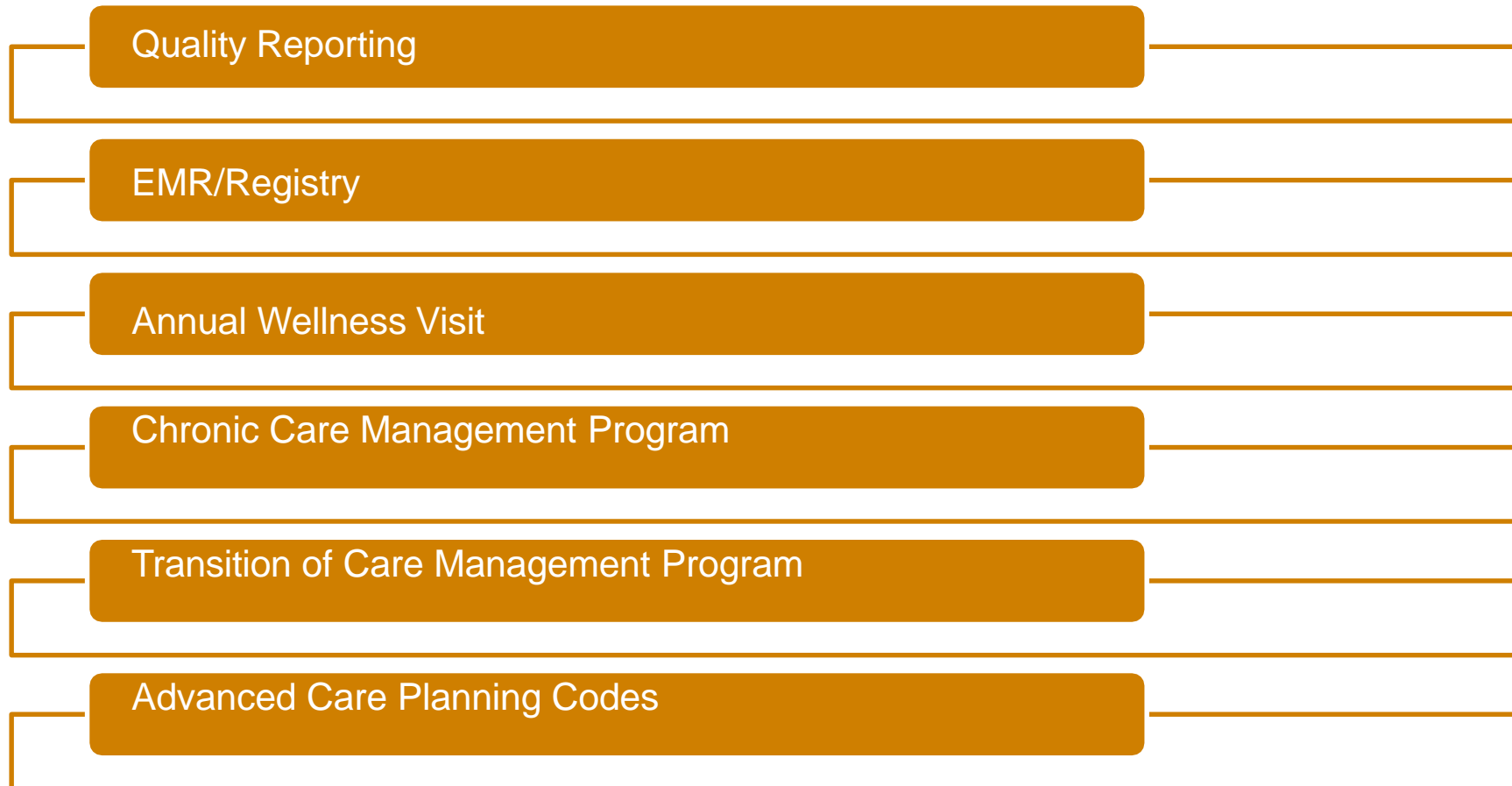
Patient Outcomes

- Lack of evidence that using performance measures results in better patient care 62%
- Will increase workload without improving patient care 59%
- Insufficient training on advanced care delivery functions 61%

Coordination of Patient Care

- Lack of interoperability between types of health care providers 76%
- Untimely data 63%
- Lack of information available on cost of health care services provided for appropriate referrals 76%
- Lack of transparency between payers and providers 77%

Develop capabilities, but wait until the results are better known before fully pursuing



Partnering for Success

Comprehensive Primary Care Initiative

State Innovation Models

Accountable Care Organizations

Comprehensive Primary Care Plus Program

Accountable Care Organizations

Insurance Industry Transformation Projects

In Summary

- Pursuing value-based payment opportunities
- Adopting delivery models to position for success
- Significant barriers to value-based payment model implementation

Key Concerns

- Administrative complexity
- Lack of alignment
- Availability & affordability of staff
- Poor data or no data

EMR's & IT Systems Must Work for & With Everyone





MACRA
ready
The Shift to Value-Based Payment

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IN THE TRENCHES



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