Lessons to be Learned

What is VBC?
What data considerations and challenges come with VBC?
Current state
What lies ahead
The W’s

Who - Chief Medical Officer
Where – Washington, DC
What – Curation Health
When – 3 years/ Version 3
Why – Technology and Services assisting provider organizations adopting VBC
ABC of VBC

Population Health
Value over Volume
Aims - Triple and Quadruple
Public vs Private
The most likely way change healthcare is to change the compensation model
ABC of VBC
Subscriptions
Shared savings
Risk adjustment
Quality measures
Admission and Re-admissions
ABC of VBC

Patient engagement
Telehealth
Team based care
Data and information sharing
  - Risk adjustment
  - Quality
  - Utilization
ABC of VBC  
**Risk adjustment**

- Greater reimbursement for higher complexity
- Hierarchical Condition Categories (HCC)
- Tracked and diagnosed annually

**Requires data sharing from payers, sharing it with providers in useable way, and submission to CMS**
# ABC of VBC

<table>
<thead>
<tr>
<th>Conditions Captured</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chronic Atrial Fibrillation</td>
<td>2,428.16</td>
</tr>
<tr>
<td>Type 2 Diabetes Mellitus without complications</td>
<td>949.76</td>
</tr>
<tr>
<td>Chronic Kidney Disease, Stage 3</td>
<td>609.28</td>
</tr>
<tr>
<td>Chronic Obstructive Pulmonary Disease</td>
<td>3,001.60</td>
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</tbody>
</table>

**Total Capture:** $6,988.80

<table>
<thead>
<tr>
<th>Conditions Captured</th>
<th>Status</th>
<th>Value</th>
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<tbody>
<tr>
<td>Chronic Atrial Fibrillation</td>
<td>Recaptured</td>
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<tr>
<td>Type 2 Diabetes Mellitus with Hyperglycemia</td>
<td>More Specific</td>
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<tr>
<td>Chronic Kidney Disease, Stage 4</td>
<td>Net New Condition</td>
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<tr>
<td>Chronic Obstructive Pulmonary Disease</td>
<td>Recaptured</td>
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<tr>
<td>Chronic Respiratory Failure</td>
<td>Net New Condition</td>
<td>2,813.44</td>
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</table>

**Total Capture:** $13,538.56
Quality measures
- Tied to evidenced based actions
- Driven by contracting
- Submitted annually
- Requires data sharing from payers, sharing it with providers in useable way, and submission to CMS
ABC of VBC  Utilization data
- ADT data
- Referrals
- Imaging results
- Requires data sharing from payers and sharing it with providers in useable way
ABC of VBC
Not a subtle shift
Overhaul of operations
Data management division within a delivery organization
Big organizations stuck at 20%
Current State

Medicare Advantage is leading the way
Direct Contracting
ACO model persists
Adoption accelerated by pandemic
Large systems and academics lagging
Significant investment in disruption of primary care
Current State Challenges

Merger and Acquisition

Disparate electronic health records

Scalable solutions
Future State

Well on our way to privatized Medicare
Direct Contracting
Subscription model
Cost of care will go up
Primary care will become decentralized
Thanks and Discussion