



# A Payer Perspective on Optimizing Provider Enablement in the Value-Based World

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# Today's Presenters



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# Agenda

- BCBSNE Value Based Programs
- Challenges Faced
- Five Principals of Provider Enablement
- Critical Components of a VBP Program
- The Future
- Audience Q&A

**What is the biggest challenge for payers  
in obtaining provider engagement for  
your VBP programs?**

# VBP Pioneers in Nebraska

THEN

NOW

FUTURE

Fee for service reigns

2010  
Pilot PCMH program

2014  
Launch ACO program

2018  
Brought CPC+ to NE

2019  
\$60M shared savings

2021  
New model with ACOs

Total Care for every member



# Total Care in Nebraska

## ACOs and PCMHs

as of July 2020



**2,054**

PCPs

**335**

Clinics

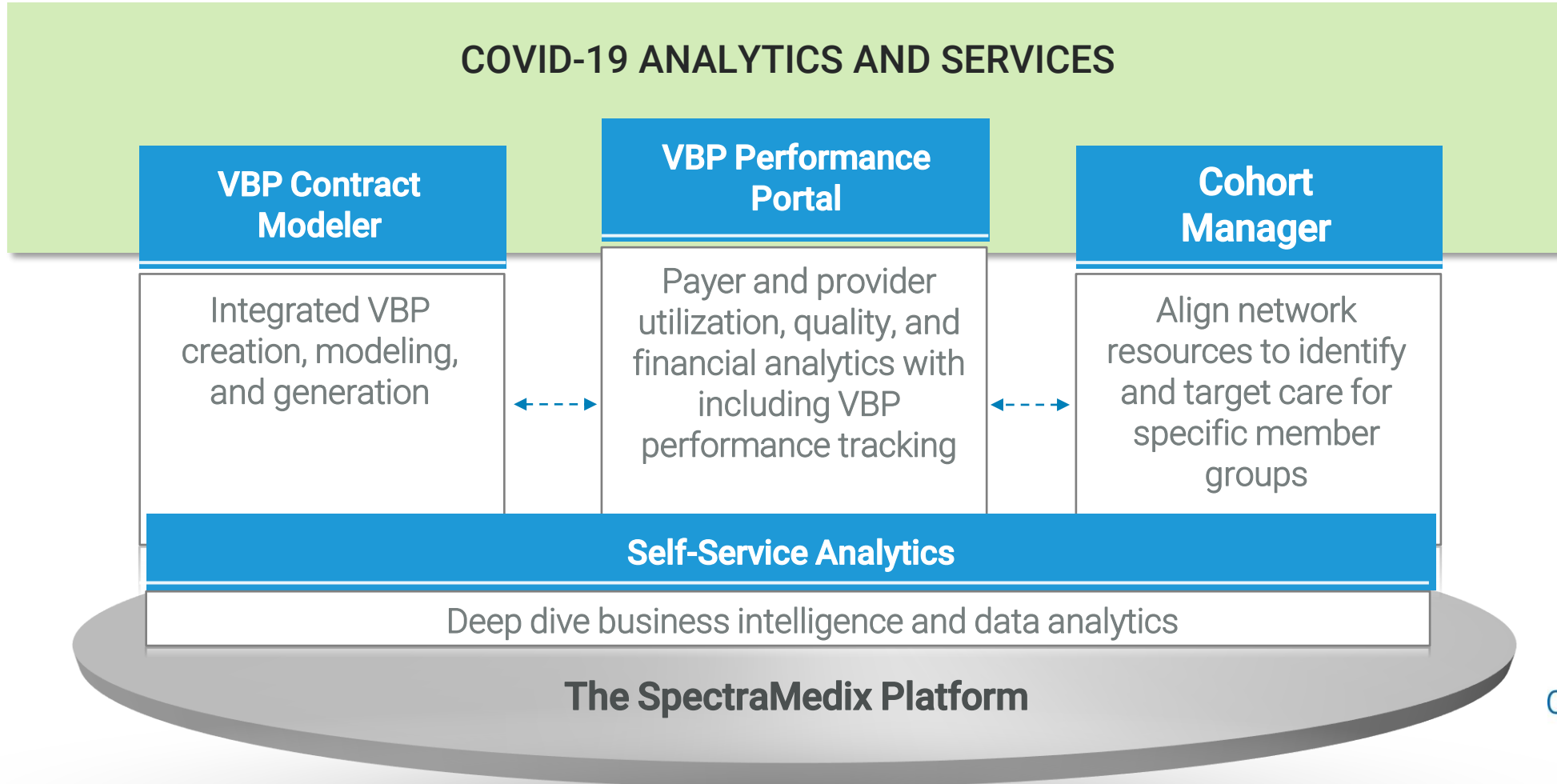
**329,556**

Attributed members

# About SpectraMedix

Our mission is to provide the analytics platform that enables payers and providers to transition to value-based payment (VBP) by delivering actionable insights for quality performance and cost reduction.

# The SpectraMedix VBP Performance Suite: All Lines of Business



2020 HEALTH PLAN AND ALLOWABLE ADJUSTMENTS MEASURES  
SpectraMD USA, Inc dba SpectraMedix



Star Ratings Measure List



# Health Plan VBP Objectives



## Objectives

### Quadruple Aim

- Improved Health
- Reduced Cost
- Patient Experience
- Provider Experience

## Strategy

Align Incentives  
FFS to VBP

## Tactics

VBP Contracting



# Challenges Faced

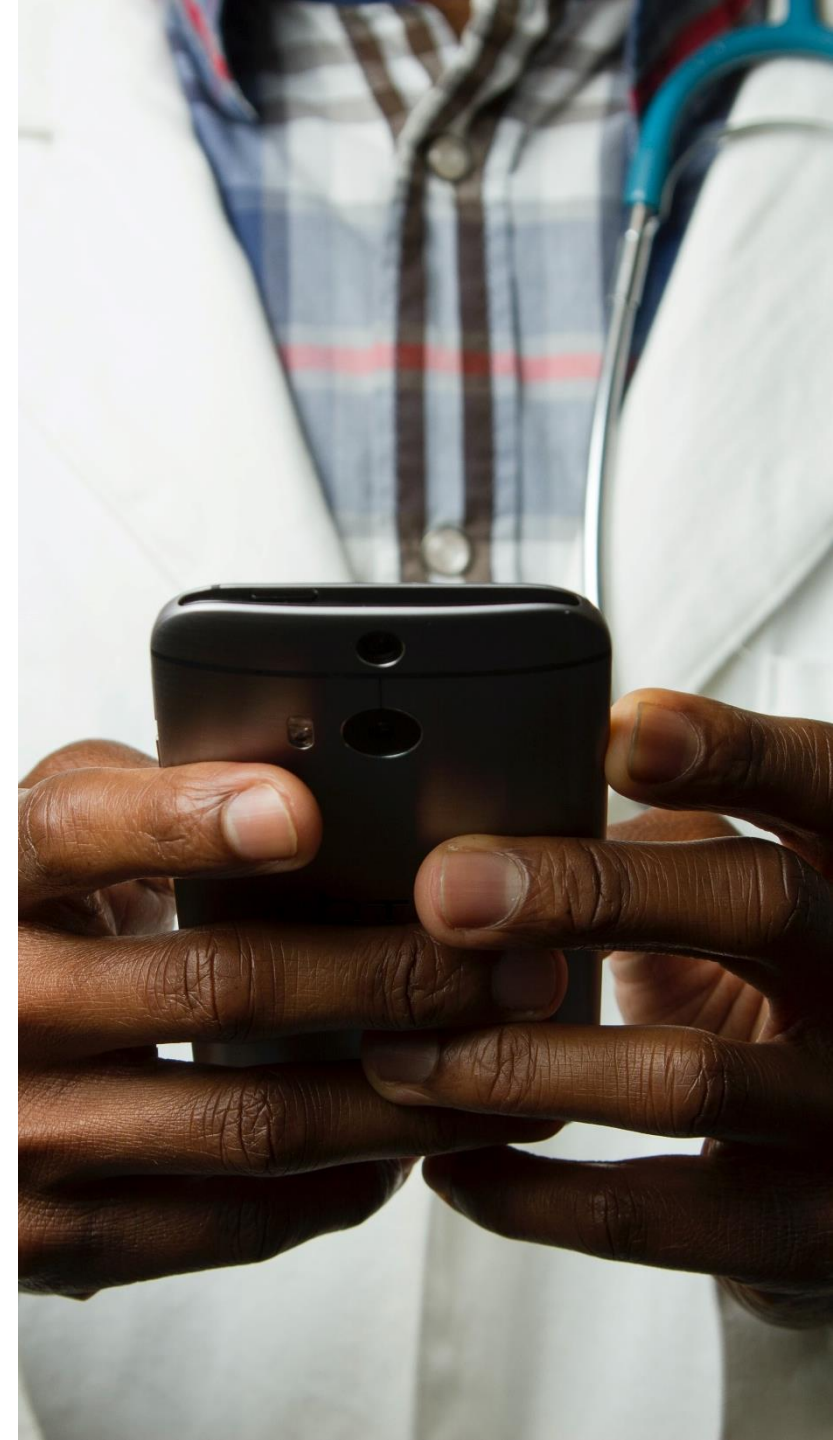
# Five Principals of Provider Enablement

- Think like a provider
- Transparency
- Actionable analytics
- Health plan provider workflow
- Partner with your providers



# Achieving Provider Engagement

- Provider engagement is achieved through
  - Transparent VBP and care improvement objectives
  - Provider inclusion on design, operational committees
  - Transparent contract terms and assumptions
  - Guidance and Coaching
  - Provider Performance Reports
    - Accurate, timely, actionable and accessible
    - Health plan, VBP entity, practice and provider level reporting
    - Action-oriented improvement opportunities



# Critical Components of a VBP Program

## Data Transformation

Ingestion & Aggregation of Claims, Membership, Attribution, ACO Rosters, and 3rd Party Risk Models

## Contract Modeling

Shared Savings Modeling for transparency with provider network and design of future contracts

## Budget Setting

Annual Calculation of Risk and Stop Loss Adjusted ACO Financial Budgets

## VBP Analytics

Full Suite of Analytics to Identify Areas of Potential Cost & Utilization Reduction and to Identify Members in Need of Care Management

## Self-Service Analytics

Secure, Cloud-Based Analytics Environment with Built-In Reporting Tool

## Strategic Analysis

Annual Review of VBP Program Performance with Insights and Recommendations



# The Future

# Audience Q&A



# Thank You

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