



North Carolina State Medical Society Meeting



Where we are going

- The Triple Aim is pervasive
- Innovation is critical
- Primary care will need to expand and be central to much of the transitions
- Physician engagement is paramount
- Closer alignment with employers should be part of every strategy
- A care coordinator is essential
- Risk is unavoidable and accepting risk allows you to accept opportunity
- Provider fee for service revenue will decline both on the per unit bases and as a percentage of total revenue
 - Medicare fee for service revenue is likely to be cut

Where we are going

- Consolidation will continue
- Transparency is not only increasing, it is accelerating
- As a result of Transparency, Value based steerage is increasing and will be a differentiator
- Accountable Care Organizations will continue to emerge
- Information is the key and the difference between risk models of the past
- New and creative partnerships with the payors are possible
- Success at implementing evidence based medicine will largely depend on clinical informatics and standardization
- Standardization and evidence based medicine will be critical in the ability to demonstrate quality
- Clinical Integration is critical

Where we are on ACO

- Notice of Intent for July consideration
- CMS User ID's
- Starting application process
- Point of Service Analytics
- Experimentation on our own Health Plan
- Installing Humedica
- Hiring Clinical Analyst
- Hit Meaningful Use
- Moving on PCMH



Difficulties

- Bureaucracy and Process
 - Unbelievably resource intensive
 - Bureaucratic at its core
 - Knowledge based learning inefficiencies
- Time is not on our side
- CMS is responsive
- Outstanding Questions
 - Band of the willing
 - Transferability



Concept

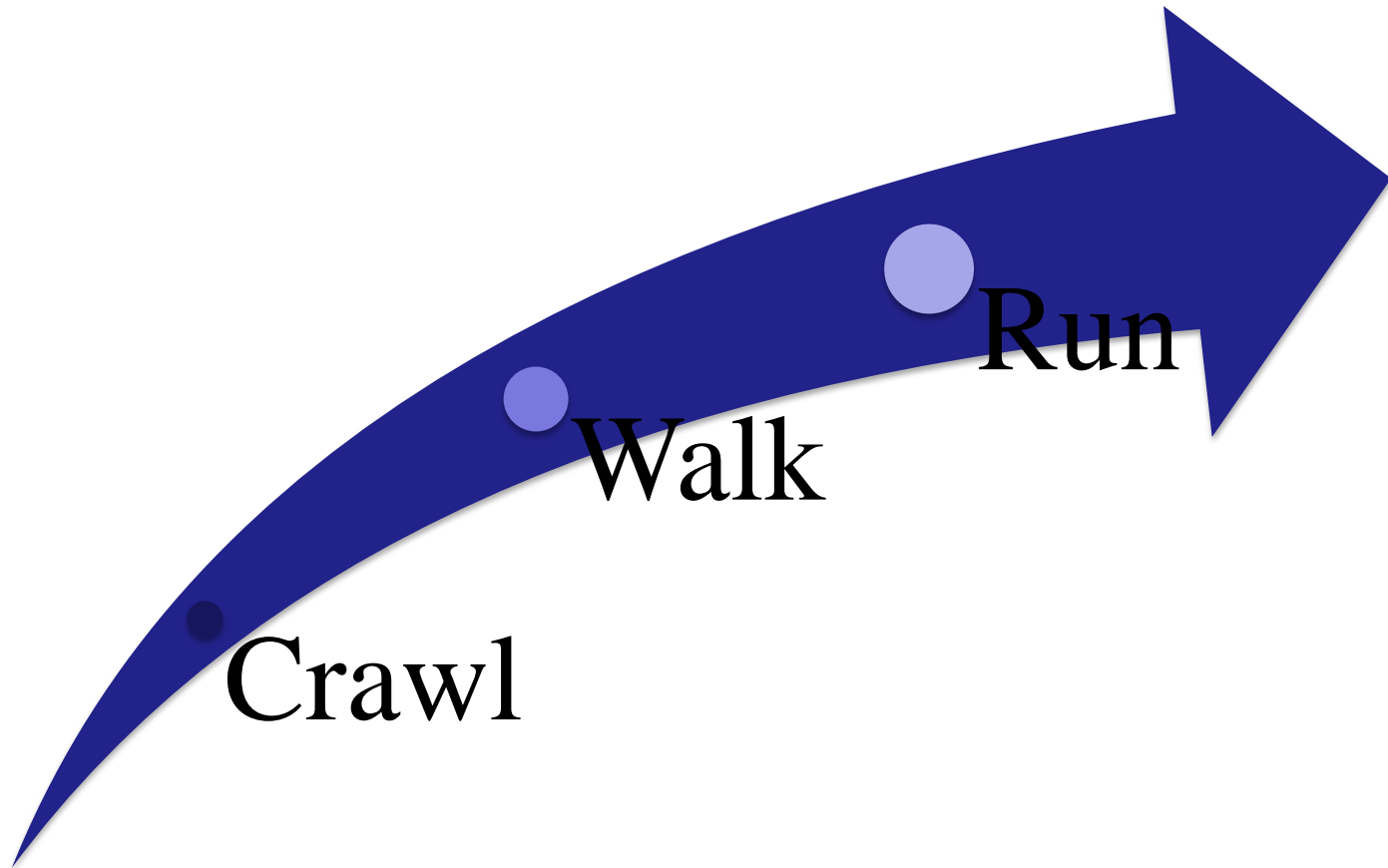
- *Develop a provider focused network that is flexible enough to accommodate the changing paradigm of healthcare and that is a strong regional competitor from the beginning, while moderating business risk and pursuing the triple aim.*



Objective: Become the Integrator

- Payor Diversification
- Aggregation of Data
 - Claims, EMR, PBM
- Comports with ACO Standards
 - Leadership/Management that includes clinical and administrative systems
 - Promote evidence based medicine
 - Report necessary data to evaluate quality and cost
- Centralized Triple Aim Best Practices
 - Medical Management along the continuum
 - Cost analysis and reporting along the continuum
 - Patient Experience along the continuum
- Facilitates multiple payor platforms
 - Private label
 - Commercial ACO
 - Medicare Advantage
 - COOP
 - Community Care of NC
 - Employers
- Service Consolidation
- Supply/Purchasing consolidation

Provider Continuum





CPHP-NC Network Configuration

Preferred Provider Organization

Self
Funded
Employers

Insurance
Companies

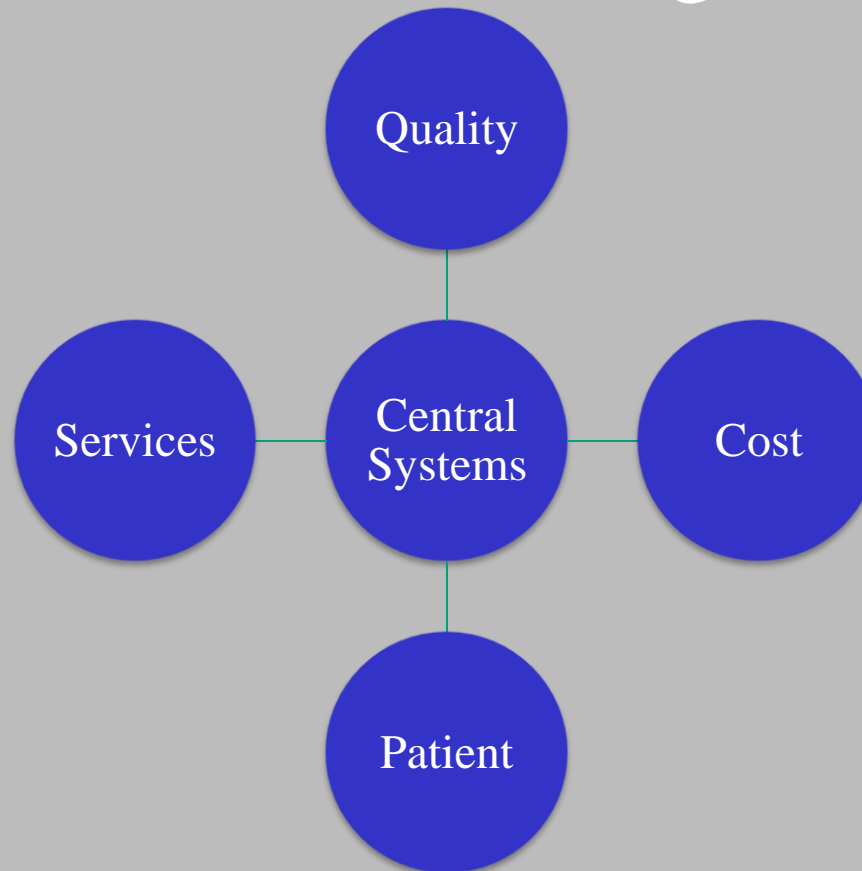
Co-Ops

ANY WILLING PROVIDER



CPHP-NC Network Configuration

Preferred Provider Organization



CPHP-NC Network Configuration

Preferred Provider Organization

ANY WILLING PROVIDER

Self
Funded
Employers

Insurance
Companies

Co-Ops

Accountable Care 1

Medicare

Self Funded
Payors

EPO's

Insurance
Companies

Accountable Care 2

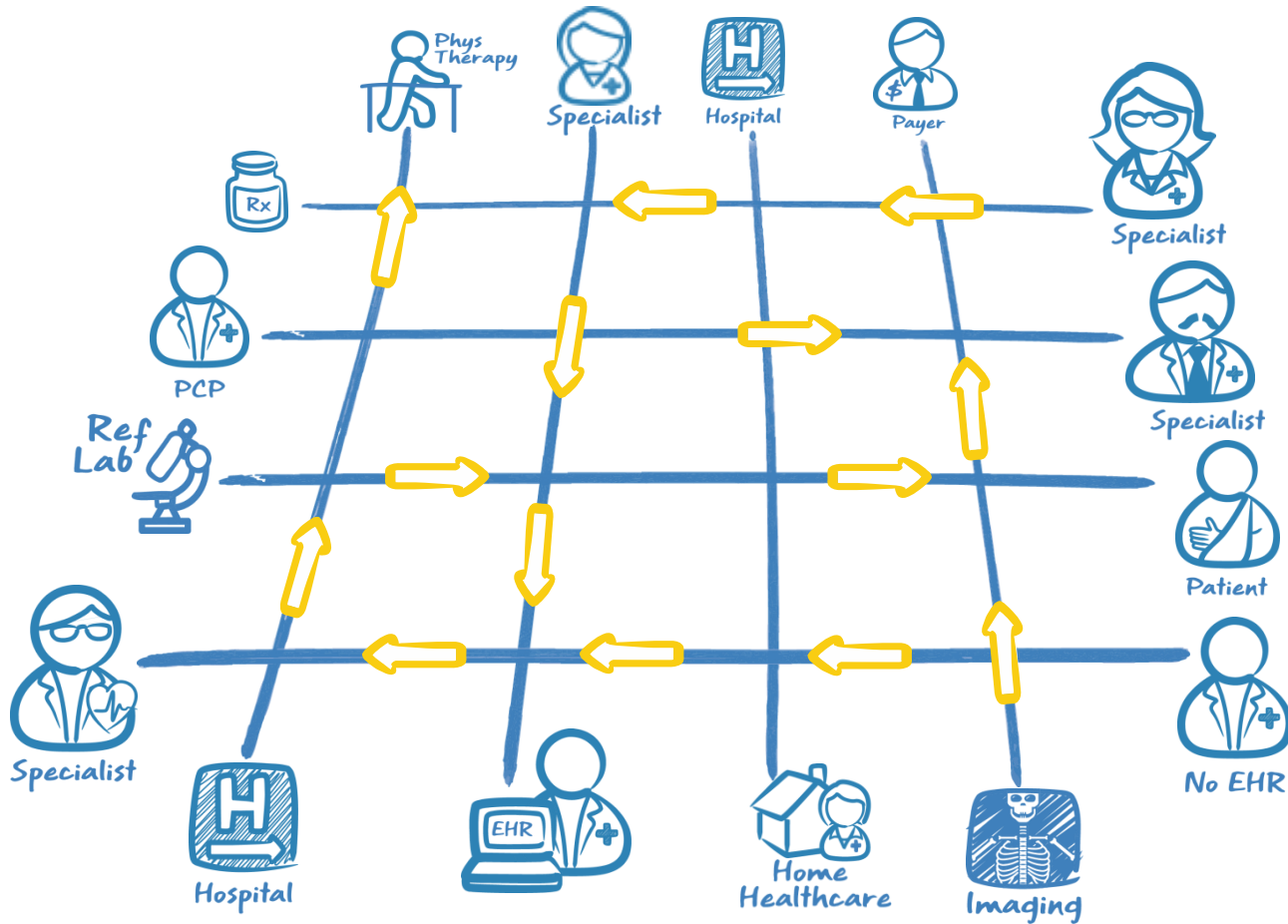
Medicare

Self Funded
Payors

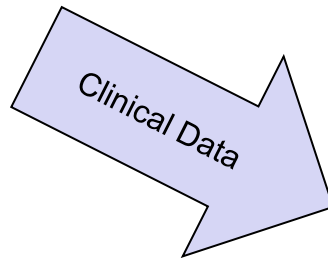
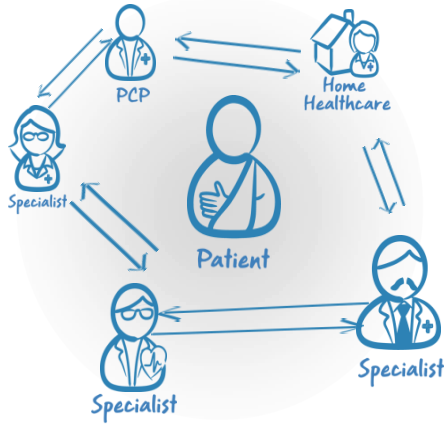
EPO's

Insurance
Companies

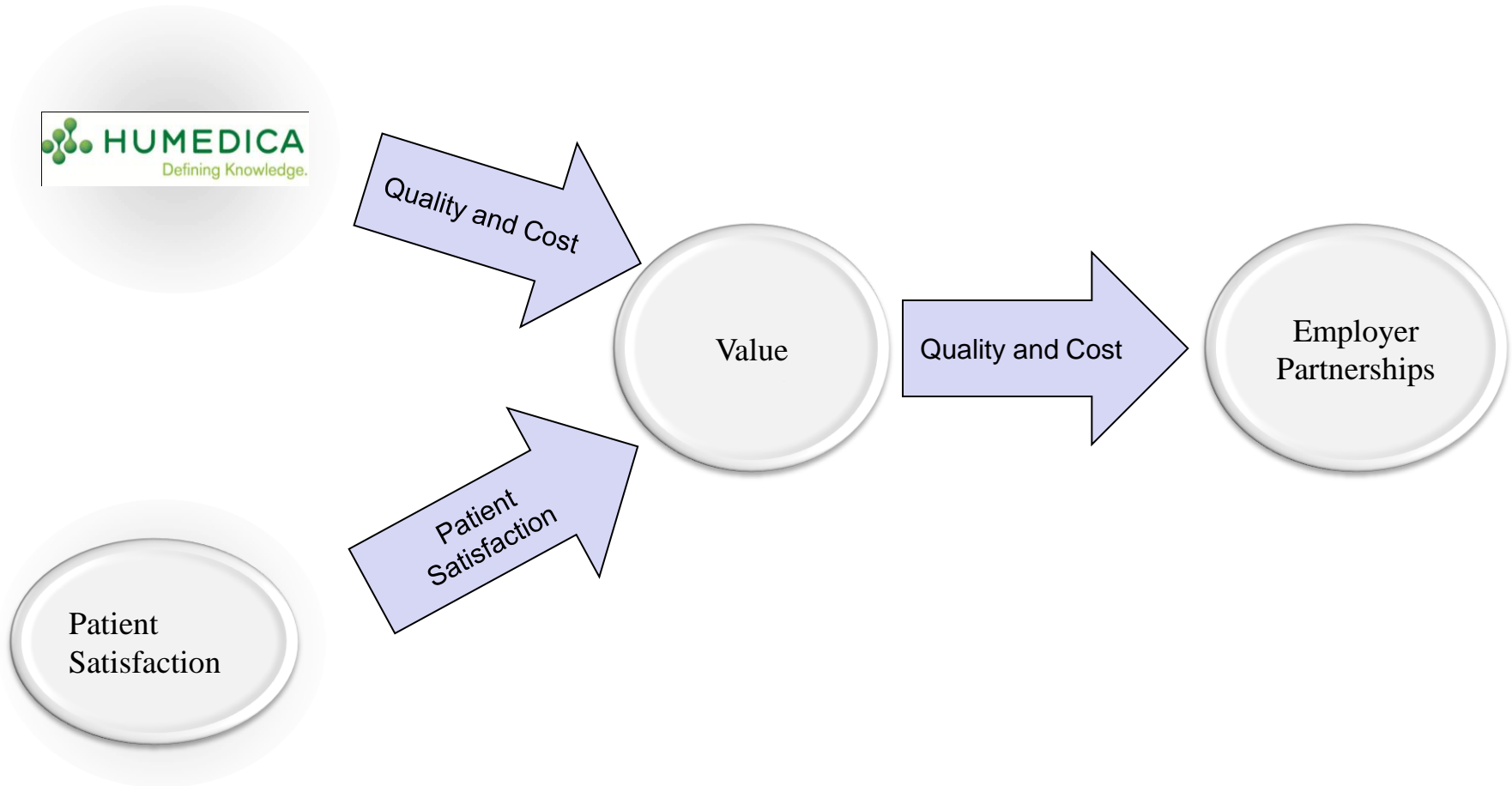
CCHIE Connect Everyone...



Overall Plan



Overall Plan



Network Map





Consumer Operated and Oriented Plan

- Non-Profit Entity
- To insure individual and small group market
- 3.8 Billion set as side to fund start up and meet reserve requirements
 - Funds disbursed by July 1, 2013
- Preference given to:
 - Integrated delivery models
 - State wide role out
 - Private support



Accountable Care and CO-OP

ACO

- Network Component
- Focus On Integrated Deliver
- Allows for Alternative Payment Mechanism
- Evidence Based Protocols
- Government Backed Risk
- Will Compete with Insurance Companies
- Medicare

CO-OP

- Network Component
- Focus On Integrated Deliver
- Allows for Alternative Payment Mechanism
- Evidence Based Protocols
- Government Backed Risk
- Will Compete with Insurance Companies
- Small Group/Individual



COMMENTS