

Preparing for 2015: Navigating CMS and the ACA

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Today's session

- You are to be commended for looking out to 2015 – trying to think ahead beyond the many changes in 2014.
- My goals are to:
 - Describe what 2015 holds for us, sharing facts and description, coupled with insight and advice
 - Help you prepare for what is to come



What will 2015 hold?

- March 20, 2015



What will 2015 hold?

- September and October 2015



What will 2015 hold?

- October 21, 2015



What will 2015 hold?

- See the results of Medicaid expansion (or not) -- how states are caring for the poor and controlling costs
- One year of health insurance exchanges/ marketplaces under our belt – what's working, what's not
- CMS hospital value-based purchasing expanded to include mortality and efficiency
- CMS physician value modifier (i.e., physician VBP) launched



What will 2015 hold (cont)?

- Initial results of current era of care delivery and payment experimentation available – ACOs, shared savings, bundled payments, PCMH
 - Likely see next generation of federal, state, and commercial payment and delivery models emerging
- In HIT, shift from incentives to penalties for meaningful use, and evolution to Stage 3
- One year away from a Presidential election, so politics will be fully at play



A 2015 prediction

The power of being big and connected...
while simultaneously focusing on local
communities and individuals.



The power of big and connected

- Buying power
- Learning and sharing
- Leveraging technology
- Utilizing complementary services and skills
- Harnessing market demand



Focusing on local communities and individuals

- Knowing and treating each patient as an individual, honoring preferences and values
- Understanding community and population health needs, including cultural, linguistic, and disease
- Creating strategic local partnerships within and outside of health care



Risks

- Chasing the ACO
 - Becoming contract driven, rather than patient and Triple Aim focused
- Building rather than partnering
 - Expanding the hospital walls, rather than breaking down the walls to leverage expert, trusted community-based services
- Lacking data and analytics for good decision making



Preparing for 2015

- Building the capacity to be successful in multiple different payment and delivery models...the core components:
 - Interoperable EHR with effective HIE
 - A robust data and measurement program
 - Strong organizational change skills
 - Ability to collaborate



Preparing for 2015

- Interoperable EHR with effective HIE
 - Not just the technical capability, but the real ability to exchange meaningful information
 - Not only within your health system or other users of your same vendor, but with care partners across the continuum and in the community



Preparing for 2015

- A robust data and measurement program
 - Know your strengths and weaknesses
 - Use data to drive action – manage patients and populations, forecast risk
 - Participate in public reporting
 - Succeed in value-based purchasing environment



Preparing for 2015

- Strong organizational change skills
 - Leadership and leadership development
 - Culture and climate
 - Teamwork
 - Communication
 - Process and change management



Preparing for 2015

- Ability to collaborate
 - Build trust and share values
 - Recognize complementary skills and services
 - Engage in candid dialogue and planning
 - Understand range of options and legal and risk implications -- informal partnering, joint ventures, affiliations



Actions You Can Take



Big and connected, while focusing on local and individuals

- If you are big, how do you ensure that you are focusing on local communities and individuals?
- If you are small, what are your opportunities to work with others to gain the benefits of “big and connected”?



Know Your Environment

- Not all parts of the country or region will be dominated by the same payment and delivery models
 - What trends are you seeing from your payers?
- Every community represents a unique opportunity for care coordination and integration
 - Who are your local partners? What does your community health needs assessment tell you?



Know Your Data

- How does your hospital perform on the in CMS' value-based purchasing program, and on the Meaningful Use measures?
- What are your high cost areas, and where are you cost-efficient?
- Benchmark against state, nation, peers
- Be able to tell your story and show your value with data



Know others' data

- Who do you most often refer to, or accept referrals from, and what do you know about their performance, quality, and costs?
- Who might you consider new affiliations with, and what data can you access about them?



Be in the know

Know your trusted sources to stay on top of information to guide your planning

– Federal gov't health reform web site

<http://www.healthcare.gov/>

– Kaiser Family Foundation

<http://healthreform.kff.org/>

• Office of the Nat'l Coordinator for HIT

<http://healthit.hhs.gov>



Offer your input

- Federal agencies are seeking input via public comment periods on a variety of health reform related efforts
 - Monitor the Public Comment and Notice of Proposed Rule Making opportunities
 - Offer your comments as individual facilities, and as part of VHA UM, state hospital association, etc.



Strengthen Your Commitment to Quality and Safety

- The converging forces are about improving quality for your patients and your community
 - Your finances and reputation are now integrally linked to your quality and performance, your ability to take care of the whole person, and how well you manage and improve the health of populations



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Stratis Health is a nonprofit organization that leads collaboration and innovation in health care quality and safety, and serves as a trusted expert in facilitating improvement for people and communities.

