

National Association of ACOs

The Only National Membership Association Created Exclusively for ACOs



National Association of ACOs

NAACOS is a non-profit organization that enables accountable care organizations (ACOs) to work together to increase quality of care, lower costs, and improve the health of communities.

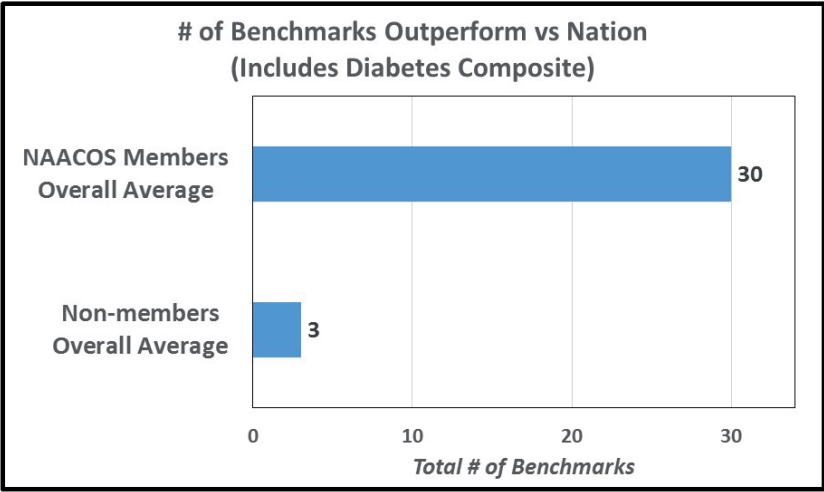
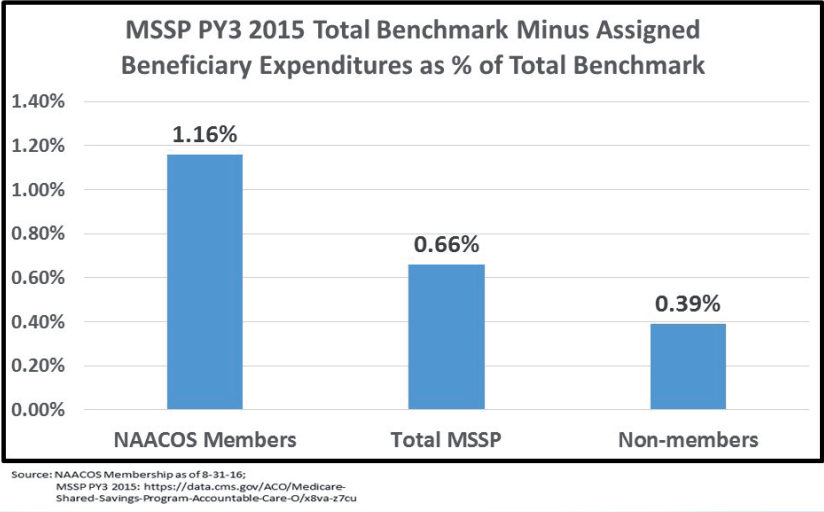
The NAACOS membership includes more than 215 ACOs in 40 states.

The NAACOS mission is to:

- Foster growth of ACO models of care
- Participate with federal agencies in development and implementation of public policy
- Provide industry-wide uniformity on quality and performance measures
- Educate members in clinical and operational best practices
- Collectively engage the vendor community
- Educate the public about the value of accountable care



NAACOS Enables ACOs to Succeed

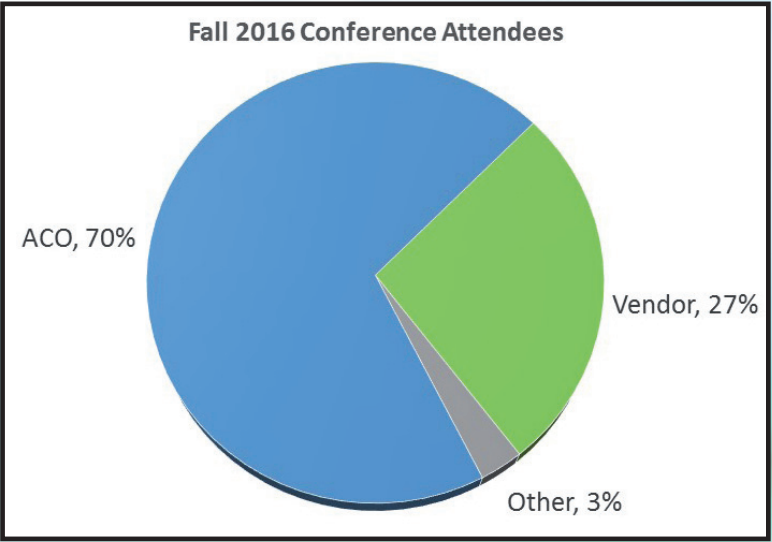


- **Conferences** provide in-person training from experts, access to CMS officials, and peer-to-peer learning among ACO leaders
 - Member ACOs receive significantly reduced conference registration fees. For 2017, members receive rates \$600 less than non-member ACO attendees.
- **Webinars** conveniently deliver vital information from experts on critical issues that matter most to ACOs
 - Seven in 2014, 10 in 2015, and more planned for 2016
 - Webinars are FREE for members and cover policy, advocacy, financial best practices and quality measurement outcomes.
 - No limit to the number of participants from a member ACO
 - Check out the archived webinars at www.naacos.com
- **Web-Based Listservs and Forums** provide opportunities for members to ask questions and to offer advice
- **Other resources include:** Newsletters, Online Library, Benchmark reports, Compliance Manual, Complimentary Career Center and more!

Mark Your Calendar!
Spring: April 5-7 in Baltimore
Fall: October 4-6 in Washington, D.C.

Spotlight on NAACOS Conferences

NAACOS convenes ACO leaders twice a year to learn about policy developments from CMS officials and best practices from ACO experts. Our conferences enable ACOs to share their experiences with peers and to network with colleagues and vendors. Each NAACOS conference addresses the needs of new and established ACOs through plenaries, breakouts, exhibits, and pre-conference workshops. Our conferences attract more than 600 attendees, most of whom are senior decisionmakers from ACOs. Although our conferences are open to all ACO employees, NAACOS members receive significant discounts on registration fees.



“Fundamentally, the Medicare ACO programs are at the heart of improving chronic care. The ACO business model and clinical culture both mandate optimally treating patients with one or more chronic conditions... There is not a better partner to your work group’s efforts than the Medicare ACOs.”

NAACOS letter to the Senate Finance Committee’s Chronic Care Working Group,
June 2015

NAACOS Is The Voice of ACOs

- NAACOS effectively advocates before CMS, the Administration, and Congress on behalf of ACOs
- Members have the opportunity to shape NAACOS’ legislative agenda with voting privileges, committees and Board seats
- Members receive regular newsletters on NAACOS advocacy efforts as well as information on policies and regulations that affect ACOs.



“The Centers for Medicare & Medicaid Services (CMS) made an important step forward for ACOs by announcing the creation of a new ACO model, Track 1+. NAACOS has long advocated for the development of Track 1+ and has been actively engaged with CMS to shape Track 1+ in a way that benefits ACOs. We recently urged CMS to act quickly to implement Track 1+ so that it is available beginning in 2018, and we are pleased to see swift action from the agency on Track 1+.”

From NAACOS press release on CMS Track 1+ ACO Model
December 2016

NAACOS Advocacy and Policy Work

2017 was a critical year for ACOs including:

- Letter to CMS urging caution in implementing new bundled payment initiatives
- Comments to CMS on proposed MACRA regulation
- Letter to CMS voicing concerns about overlap of bundles and ACOs
- Letter urging CMS to Include ACOs in Comprehensive Primary Care Plus (CPC+)
- Comments on confidentiality of substance use disorder proposed rule
- Comments to CMS on regional benchmarking proposed rule

- Comments on Health Care Payment and Learning Action Network financial benchmarking white paper
- Letter to CMS on draft quality measure development plan
- Comments to Congress on the effects of the Stark Law on ACOs
- Comments on the Senate Finance Committee’s Bipartisan Chronic Care Working Group Policy Options Document
- Comments on CMS proposed rule outlining changes to hospital and home health post-discharge processes

In addition to the formal letters listed above on major legislation and regulation, we’re also in regular, more informal communication with CMS on operational issues that are essential for ACOs. For example, we recently reached out to CMS to express concerns about the overlapping application timeframes for the MSSP and the CPC+ initiative. We also informed CMS of issues with processing ACO quality measure 11 for performance year 2015. With the latter, we were pleased to see CMS quickly address the problem of not adequately removing from the measure’s evaluation providers approved for Meaningful Use hardship exceptions. This outcome improved quality scores and increased earned shared savings for affected ACOs.

Another key focus for us is educating members on the myriad of policy changes from Congress and CMS. With certain policies or programs, CMS guidance or educational materials are often designed for providers who are not part of ACOs. However, many of these programs have special considerations for ACOs that are not typically captured in CMS materials. We work to create custom educational materials, including resources and webinars that are specifically designed to explain the ACO-specific angles. We often receive insightful member questions on new policies which enable us to further tailor resources to address the specific questions or elements that are most important to ACOs. Below are the resources we have developed for ACOs.

The resources we developed in 2016 for ACOs* include:

- [Resource](#) on the effect of Medicare classification of End Stage Renal Disease beneficiaries on ACO expenditures
- [Comprehensive analysis](#) on Performance Year 3 results
- [MACRA Talking Points for ACOs](#) – How to discuss the benefits of ACO participation in a post-MACRA world
- Overview of the CMS proposed rule expanding episode payment models, including a new cardiac bundled payment
- Analysis off the Proposed 2017 Medicare Physician Fee Schedule
- Resource comparing CPC+ and MSSP
- Merit-based Incentive Payment System (MIPS) Alternative Payment Model (APM) Scoring Standard Fact Sheet for ACOs as proposed by CMS in the MACRA proposed rule
- Summary of Final MSSP Benchmarking Rule
- Analysis of IRS Ruling (summary and detailed analysis)
- ACOs at a Crossroads White Paper
- APM Talking Points
- NAACOS ACO Comparison Chart
- Medicare Value-based Payment Modifier Resource for ACOs
- NAACOS Benchmarking Proposed Rule Summary
- Critical Changes in the 2016 Medicare Physician Fee Schedule

*most resources are available for members only

How Do We Join and What Is the Cost?

A quick and simple membership application can be found online at www.naacos.com/become-a-member.

Annual membership dues vary and are determined on a sliding scale due to the size of the ACO’s beneficiary count verified by CMS.

Dues range from:

- \$3,500 to \$7,500 for MSSP and Pioneer ACOs
- \$3,000 for ACOs in the planning stage
- \$2,000 for Commercial Payer ACOs

Own more than one ACO? The Multi-ACO membership option will allow your organization to enjoy a discounted rate. For more information about becoming a multi-ACO member, please contact membership@naacos.com today!

NAACOS Partnerships for ACO Vendors

One of NAACOS’ major goals is to simplify communication between ACOs and the vendor community. Relevant vendors may earn the exclusive privilege to become a part of the NAACOS Partnership Network; allowing them access to NAACOS partnership benefits, resources and exclusive opportunities to attend, exhibit, network and sponsor NAACOS conferences.

- Business Partner are for-profit companies with products and services for sale to ACOs.

Dues: \$5,000 annually

- Alliance Partners are non-profits with resources available to ACOs at no charge

Dues: \$2,500 annually

For more information about becoming a NAACOS Partner, contact info@NAACOS.com or visit our Partner page at www.naacos.com/partner-information

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