



State of ACOs & Washington Update

.....

..Polling Questions Using Poll Everywhere



To participate, scan QR code or text

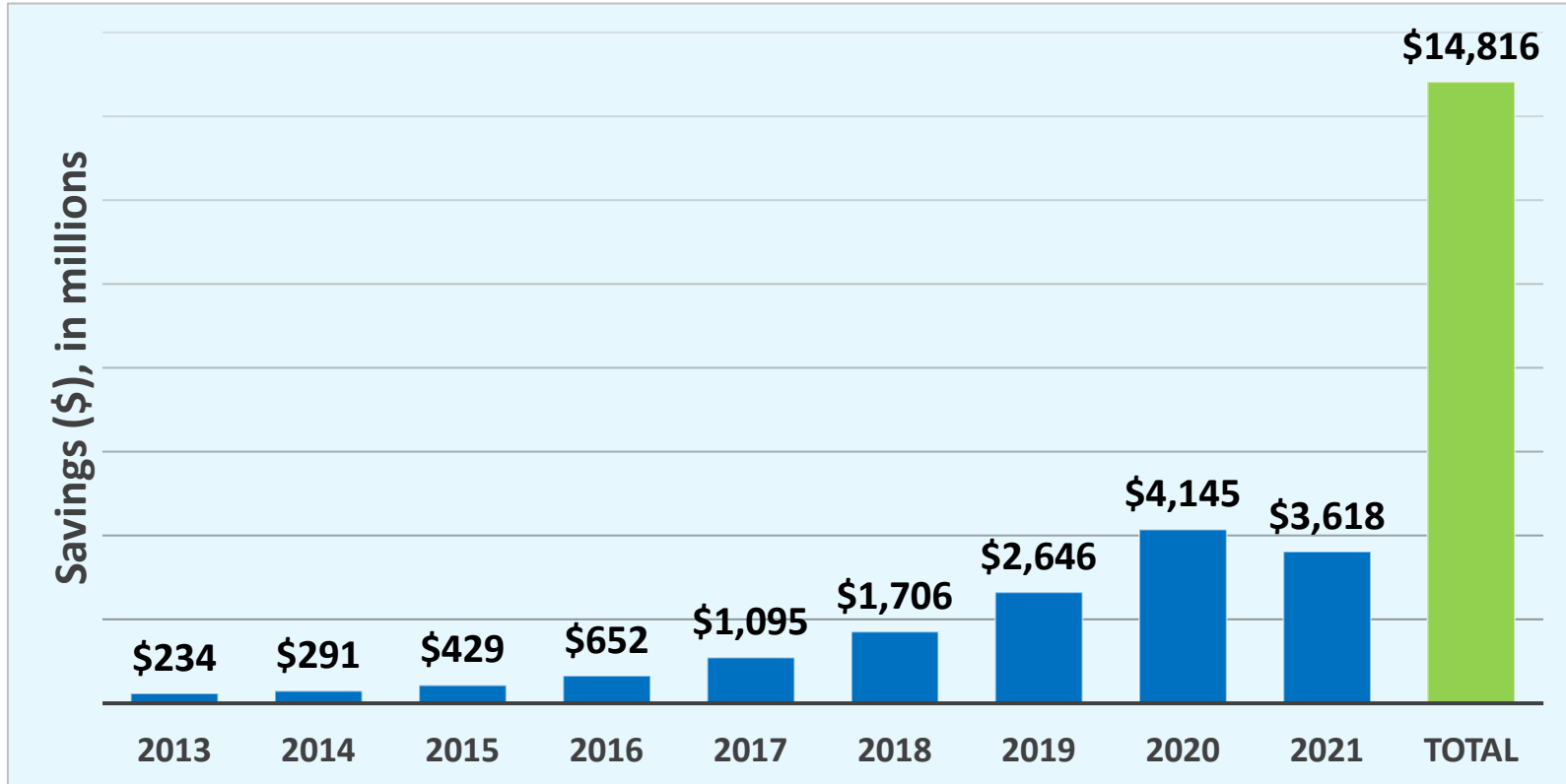


[ANNALAFAYETTE478](#)

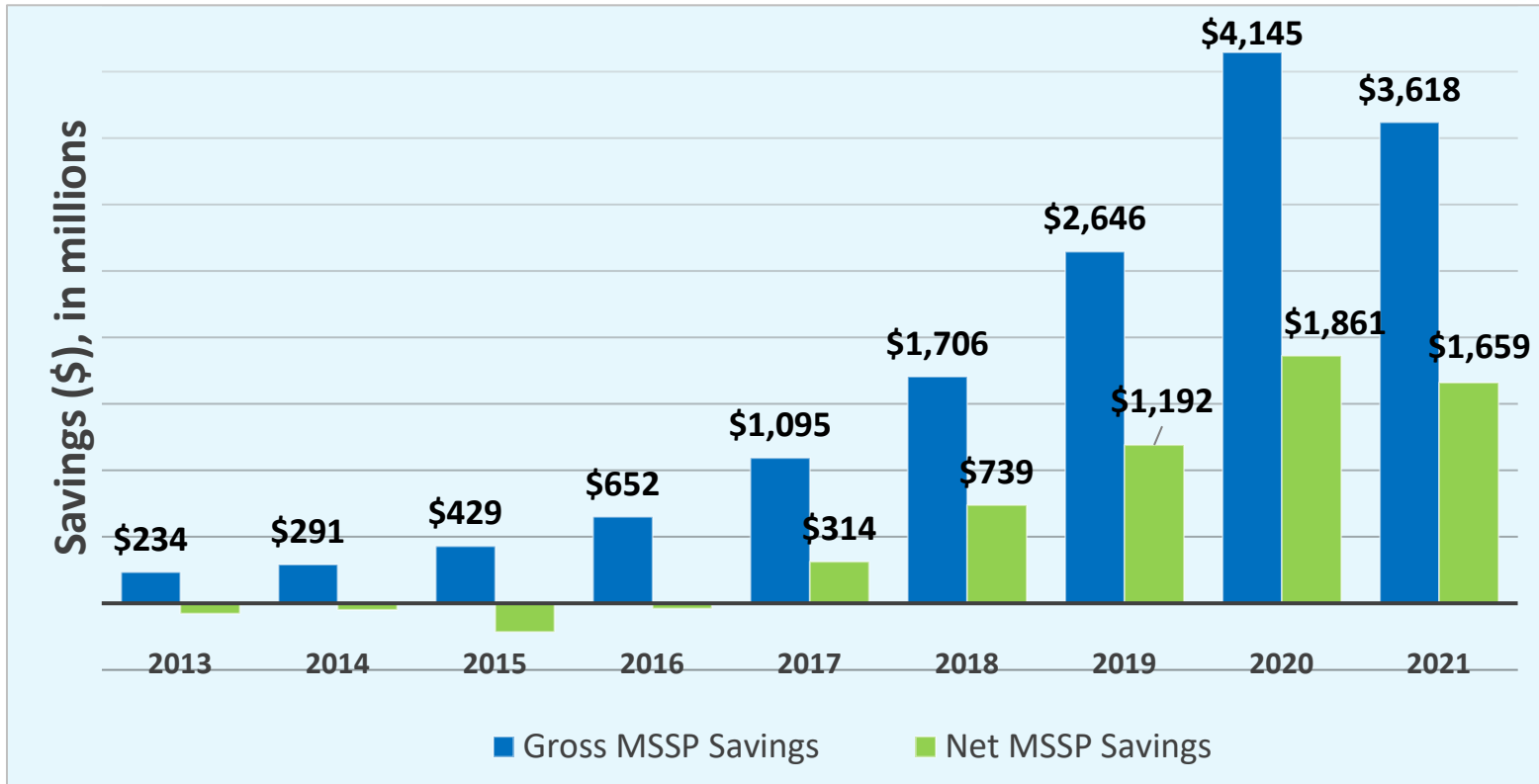
to

[22333](#)

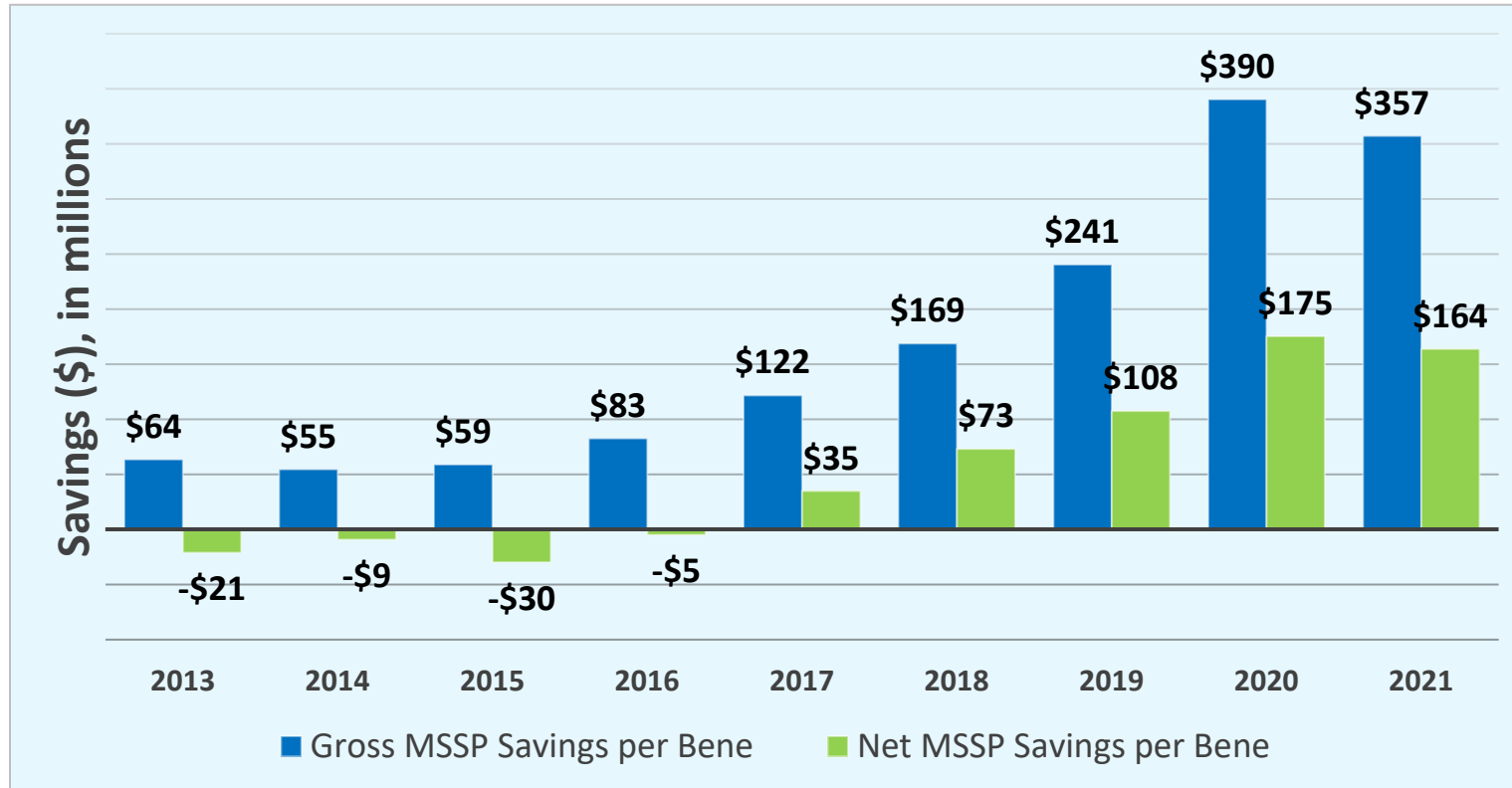
Gross MSSP Savings



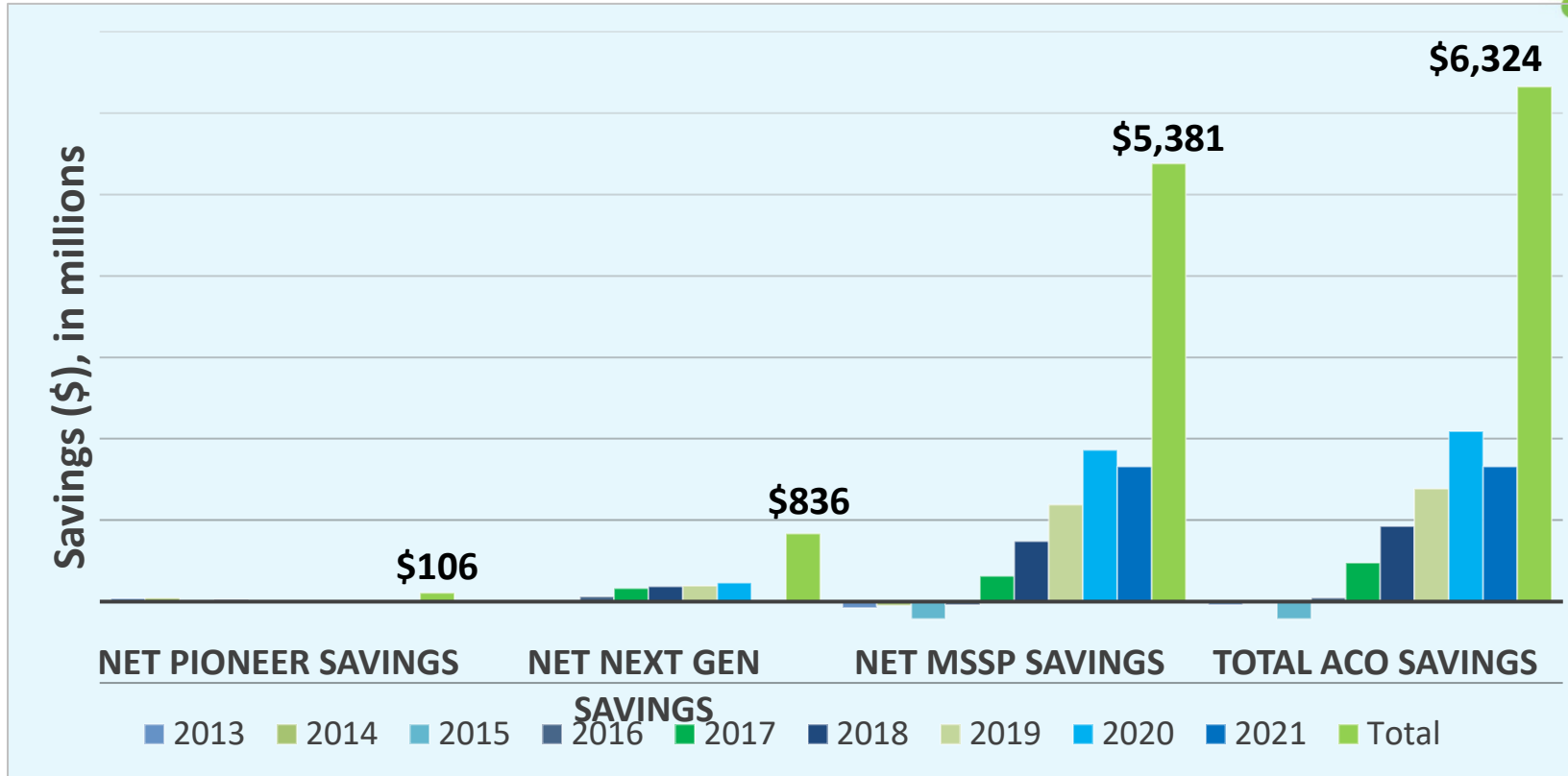
Gross and Net MSSP Savings



MSSP Savings per Beneficiary

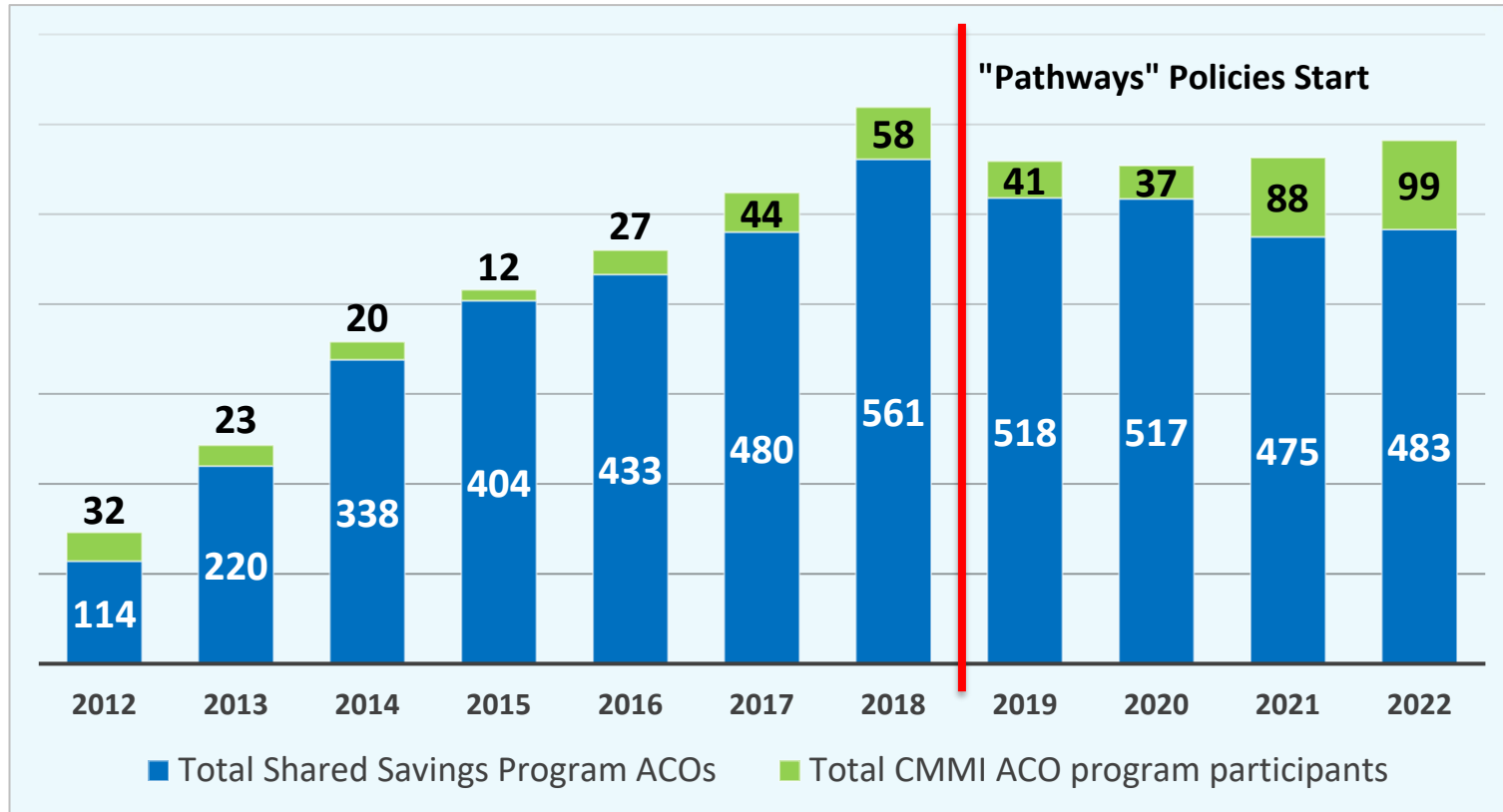


Total Net Medicare ACO Savings

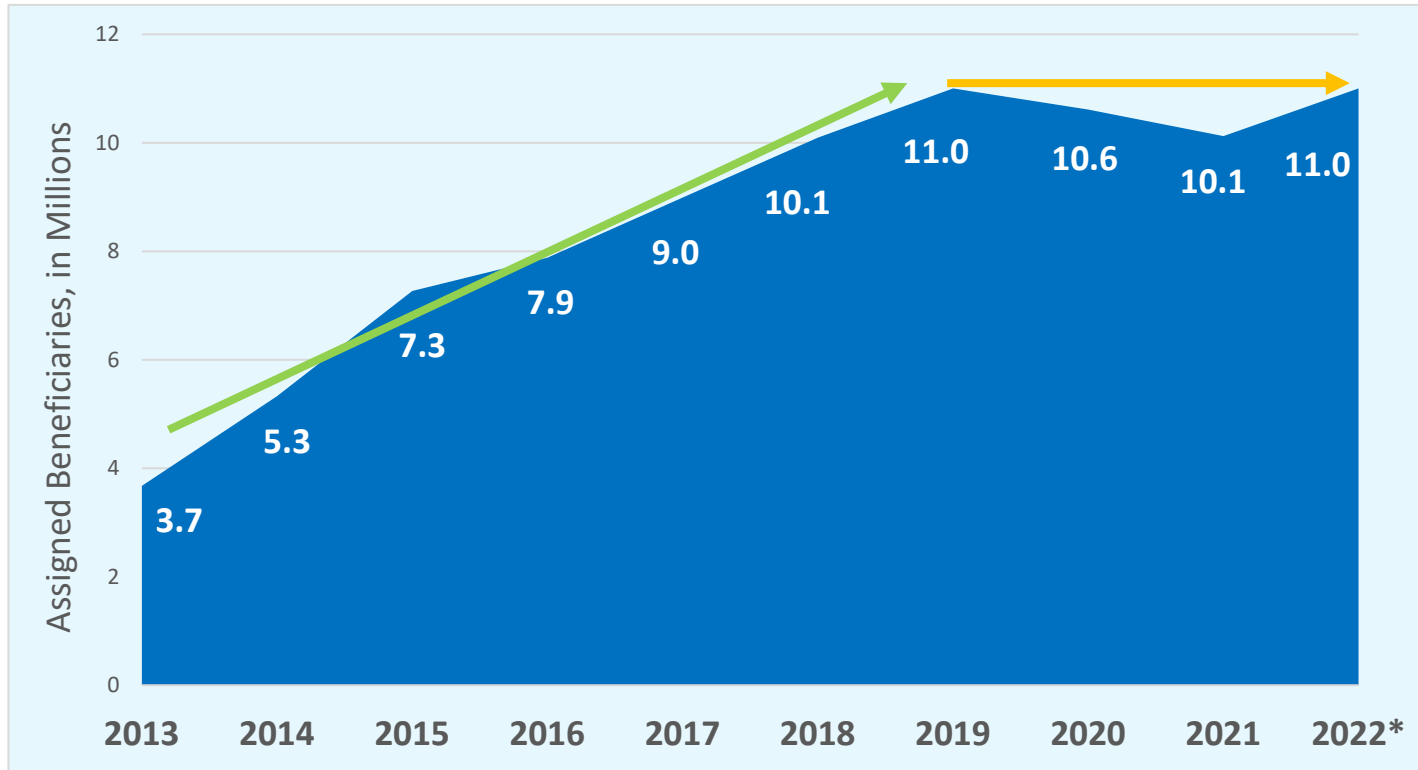


*2021 data do not include savings from Next Gen or Direct Contracting

Total Number of Medicare ACOs

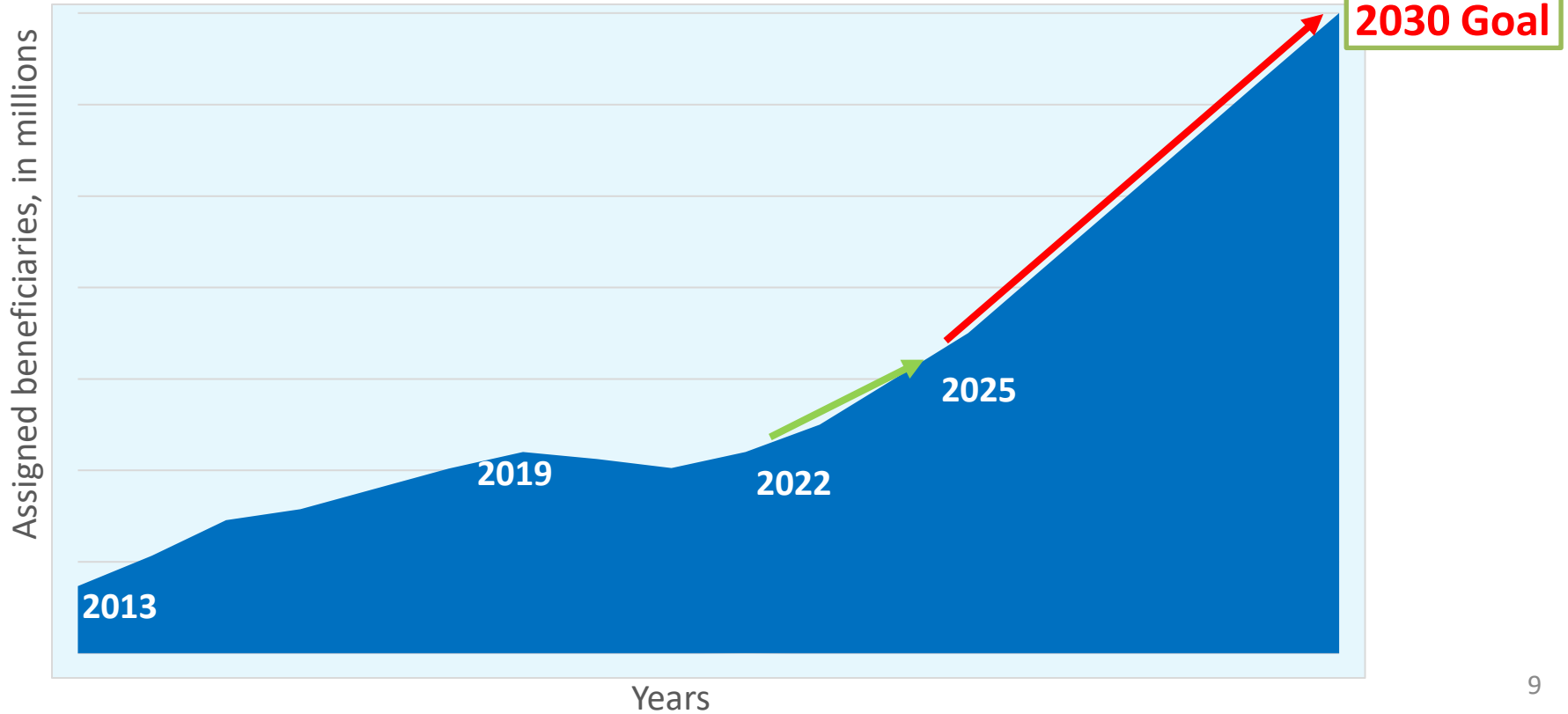


Total MSSP Beneficiaries



*CMS projection for 2022

Total MSSP Beneficiaries



Numerous Wins in ACO Programs



MSSP wins in proposed 2023 MPFS rule	REACH wins announced February 2022
<ul style="list-style-type: none"> ✓ Additional time in upside-only for new ACOs ✓ Retaining upside-only for existing upside-only ACOs 	<ul style="list-style-type: none"> ✓ Keep GPDC model with new name, key improvements and PY 2023 application opportunity
<ul style="list-style-type: none"> ✓ Benchmark policies that address: <ul style="list-style-type: none"> ✓ Risk adjustment caps ✓ ACO historical spending and growth trends ✓ Regional adjustments 	<ul style="list-style-type: none"> ✓ Focus on provider-led ACOs, requiring: <ul style="list-style-type: none"> ✓ 75 percent Participant Providers in governing body ✓ Beneficiary representative & consumer advocate w/voting rights
<ul style="list-style-type: none"> ✓ Improved quality performance standard 	<ul style="list-style-type: none"> ✓ Health equity provisions: <ul style="list-style-type: none"> ✓ Health equity plan requirement ✓ Health equity benchmark adjustment ✓ Health equity data collection
<ul style="list-style-type: none"> ✓ Up-front incentive payments for certain ACOs 	<ul style="list-style-type: none"> ✓ Reduced discount and quality withhold
<ul style="list-style-type: none"> ✓ Continued focus on increasing program participation 	<ul style="list-style-type: none"> ✓ Canceled the Geographic Direct Contracting Model

..Polling Questions Using Poll Everywhere



To participate, scan QR code or text



[ANNALAFAYETTE478](#)

to

[22333](#)

Poll 1



Despite Wins, Threats Remain

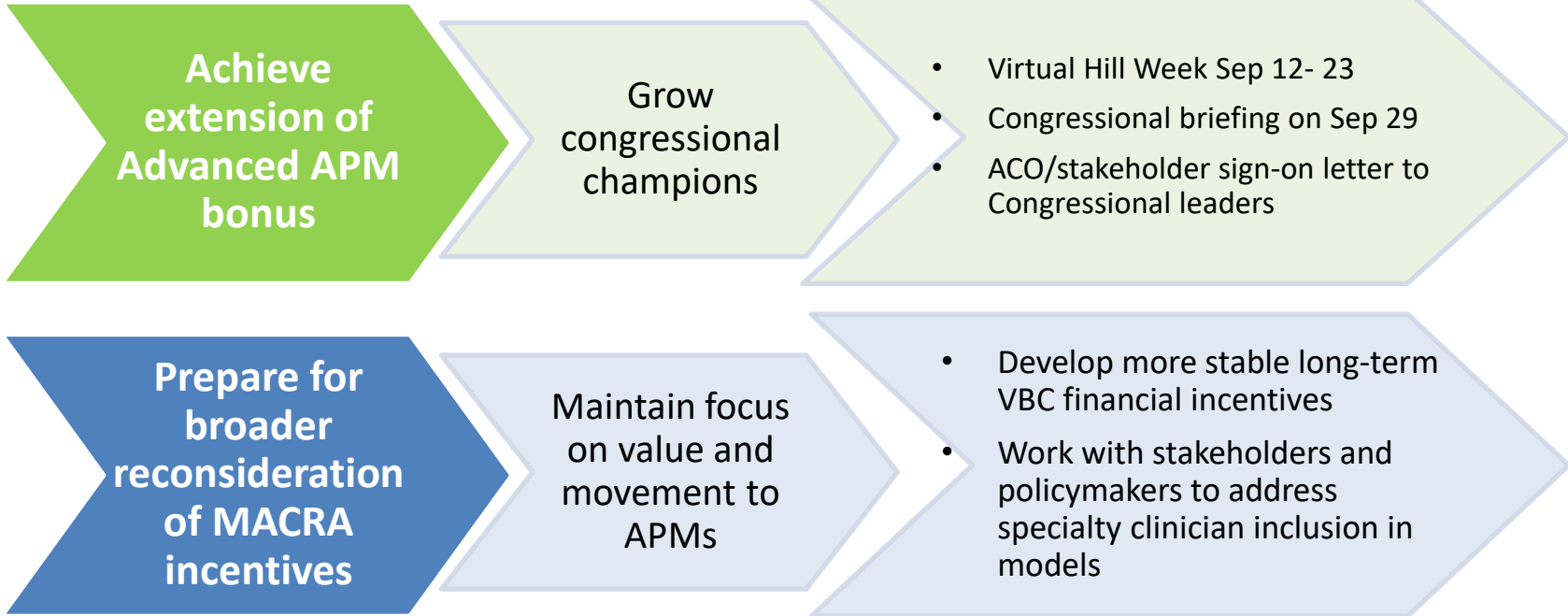


- Fee-for-Service Remains Dominant Payment Approach
 - All providers facing fiscal pressures in FFS
 - Loss of revenue to primary care physicians– significant cuts to conversion fact
 - Hospital margins falling
- Waning Attention on Movement to Value
 - False information from progressive single payer advocates
 - Congressional pressure to address other priorities
- Shifting Landscape of Healthcare Entities
 - MA Market Growth Continues
 - Private Equity and payers aggregating primary care
 - Providers and ACOs engaging with other payers in a variety of arrangements
- Consumerism and Access to Data
 - Movement to digital care and quality measurement
 - Increased price transparency

Poll 2



Refocusing Attention on Movement to Value



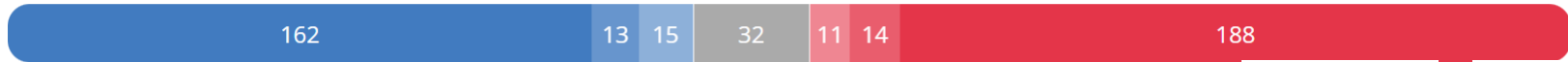
Political Outlook – Congressional Midterms



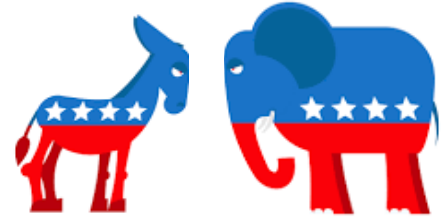
HOUSE

SOLID DEMOCRAT

SOLID REPUBLICAN



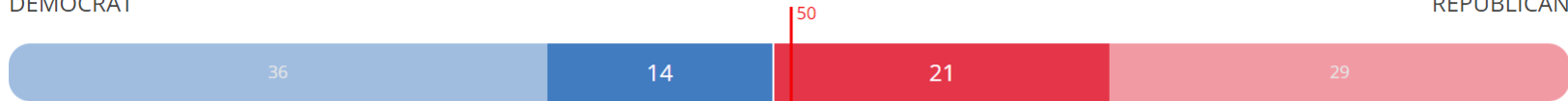
- **Likely** : These seats are not considered competitive at this point, but have the potential to become engaged.
- **Lean** : These are considered competitive races, but one party has an advantage.
- **Toss Up** : These are the most competitive; either party has a good chance of winning.



SENATE

DEMOCRAT

REPUBLICAN



Currently, Democrats control **48** seats. Republicans control **50** seats.

14 Democrat-controlled seats and **21** Republican-controlled seats are up for election.

There are **2** Independent seats, and none are up for election. These seats caucus with Democrats.

Capitol Hill Update

August

- 08/12 - Inflation Reduction Act passed
- Congress on recess

September

- 09/30 - Federal budget expires (likely Continuing Resolution, or "CR", for 45 – 90 days)
- 09/30 - FDA User Fees expire
- 09/30 - National Defense Authorization Act expires

October

- House not in session
- Senate only in session for 2 weeks

November

- Midterm elections Nov. 8
- TBD – Possible CR expires

December

- 12/30 - AAPM incentive payments expire, QP thresholds raise to 75%
- 12/30 - Physician payment cuts go into effect



Sign Letter Asking Congress To Extend 5 Percent APM Bonus

Sign-on by
09.16.2022
to add your
organization's
name to the
letter



<https://bit.ly/AAPMSignOn>

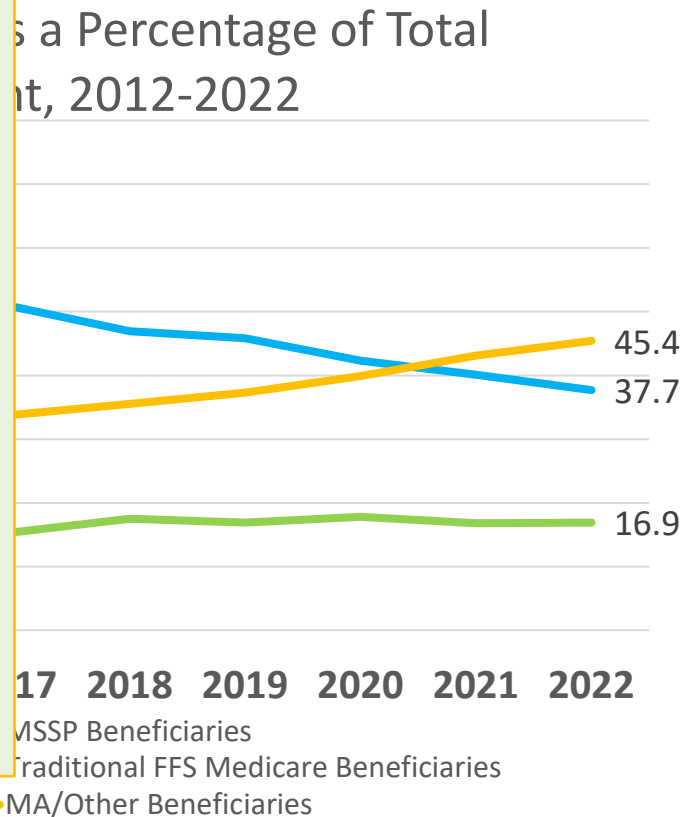


Adapting to the Shifting Healthcare Landscape



SOLUTIONS

- ★ Administrative Benchmarks
 - ★ ACO and MA parity, particularly for risk adjustment
- ★ Focus on other payer arrangements
 - ★ Other payer APM adoption lags Medicare
 - ★ 35% (Medicaid)- 58% (MA) for all APMs
 - ★ 14% (Medicaid)- 30% (MA) for 2-sided risk APMs
 - ★ Encourage CMS to adopt incentives for Medicaid and MA
 - ★ Share best practices and approaches for advancing value with other payers



Source: CMS Data and Projections

Poll 4



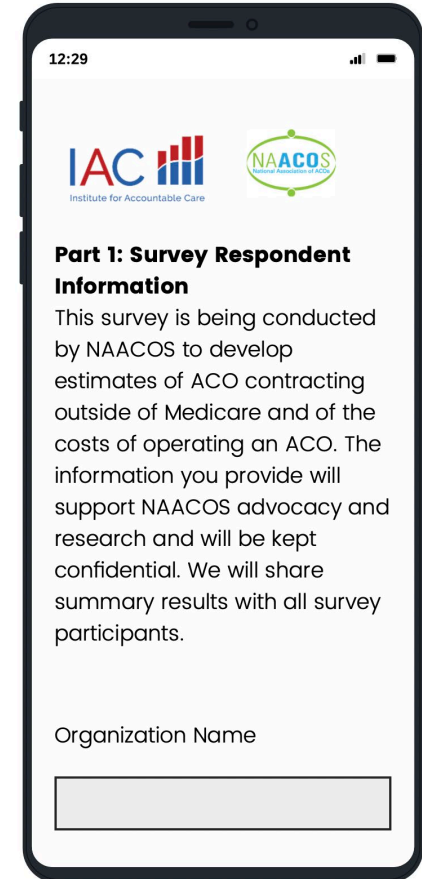
Survey on Other Payer APMs



We need your help to educate lawmakers about the growth of value-based care and the resources ACOs spend to improve care for their patients.

Check your email for a brief survey on value-based contracts outside of Medicare and ACO operating costs

Don't see it? Leave us a note at the registration desk.



Consumerism and Access to Data



Increased provider and patient access to data, new data elements

Improved quality measurement approach

- CMS should pilot digital quality measurement approaches to address eCQM challenges
- Digital Quality Measurement Task Force will provide recommendations this fall
- Need to define a thoughtful approach to incorporating health equity into measurement

Increased patient focus on receiving telehealth and enhanced benefits

Increase options for ACOs to innovate care

- Increased flexibility and waivers across all ACO models
- Full risk track and capitation options within MSSP
- Parity with MA benefits

Growing misinformation about the benefits of value

Media campaign to combat misinformation

- Fall: Extend the Advanced APM Bonuses, targeted to Congress
- Spring: Understanding the importance of value, targeted to patients, providers and Congress

Poll 5



Questions?



Please email advocacy@naacos.com
with additional comments and
questions.