



# Using Capitation to Achieve Success in ACO REACH



NAACOS Fall 2022 Conference  
September 9

# Agenda



1. Welcome
2. Presentations (45 minutes)
  - Each panelist plans to speak for around 15 minutes each on work within their own ACO
3. Panel discussion and audience Q&A (45 minutes)
  - We'll use the second half as a forum for a panel discussion while taking questions from the audience

# Speakers



## **David Pittman**

Senior Policy Advisor  
NAACOS

## **Christy Cawthon**

Senior Director of Medical Economics  
Southwestern Resources Accountable Care Network




## **Rachel Corbitt**

Vice President of Operations  
Primary Care Alliance

## **Andrea Osborne**

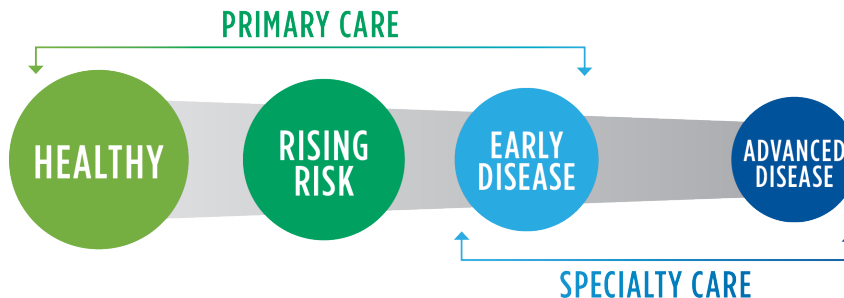
Senior Vice President, ACO Operations  
VillageMD

# SWHR Overview

 Physician Network	UT Southwestern Faculty 1,800+ Physicians	Texas Health Physician Group 600+ Physicians	Affiliated 2,500+ Physicians	Care N' Care Health Plan 13,000+ members
 Primary Care Clinics	Primary Care 950+ Physicians	Single 72% Practices	Less Than 2 88% Practices	Less Than 10 94% Practices
 Population Covered Lives	CMMI 120k+ Lives	Mgd Care & Caid 135k+ Lives	Commercial 530k+ Lives	

Physician-Driven Decisions Supported by SWHR

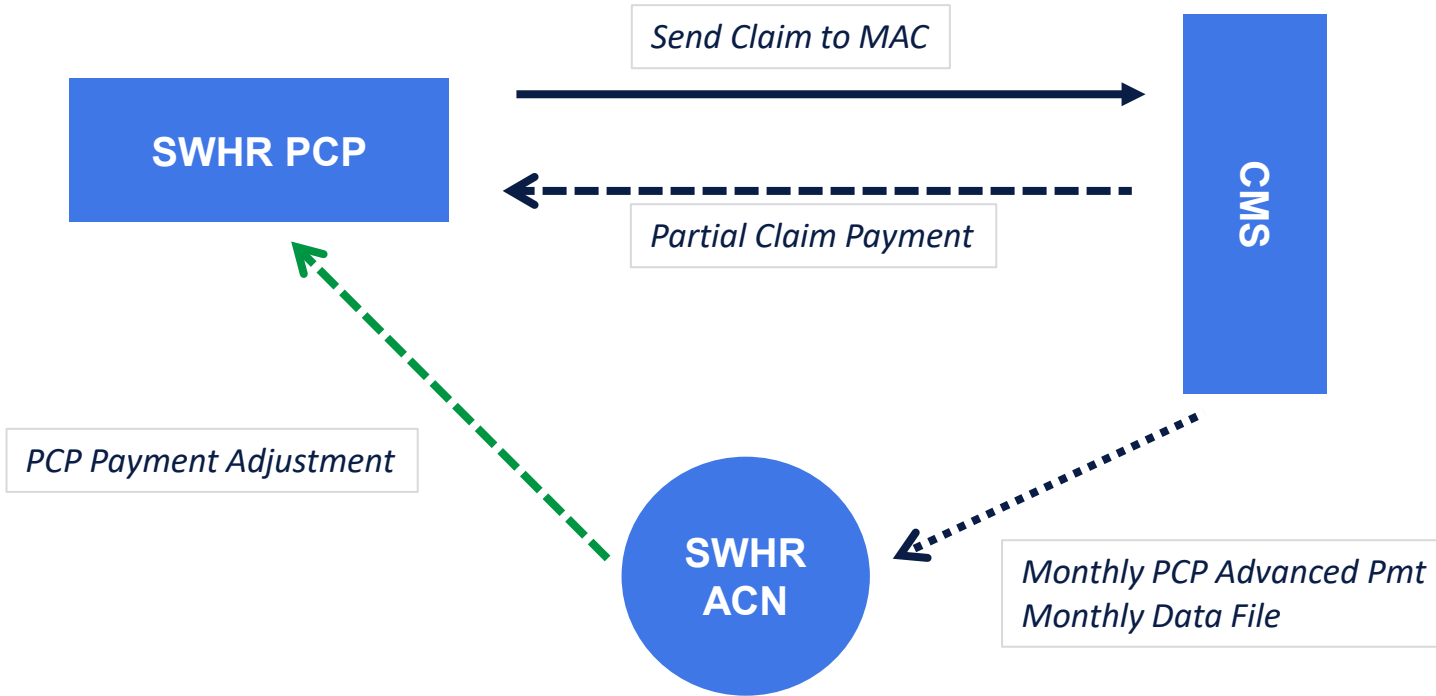
PRIMARY PREVENTION



SWHR supports our Physician Network with tools, resources, education, research and data use focused on improving quality and reducing inefficiency, as well as patient interventions and education.

**Southwestern Health Resources**

# Primary Care Capitation Reconciliation



E&M Discount

PY	Discount
2022	5%
2023	10%
2024	20%
2025	100%



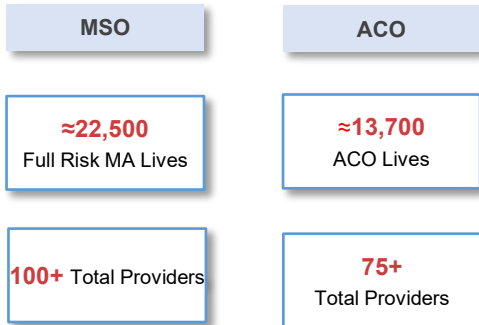
**September 2022  
NAACOS Presentation**



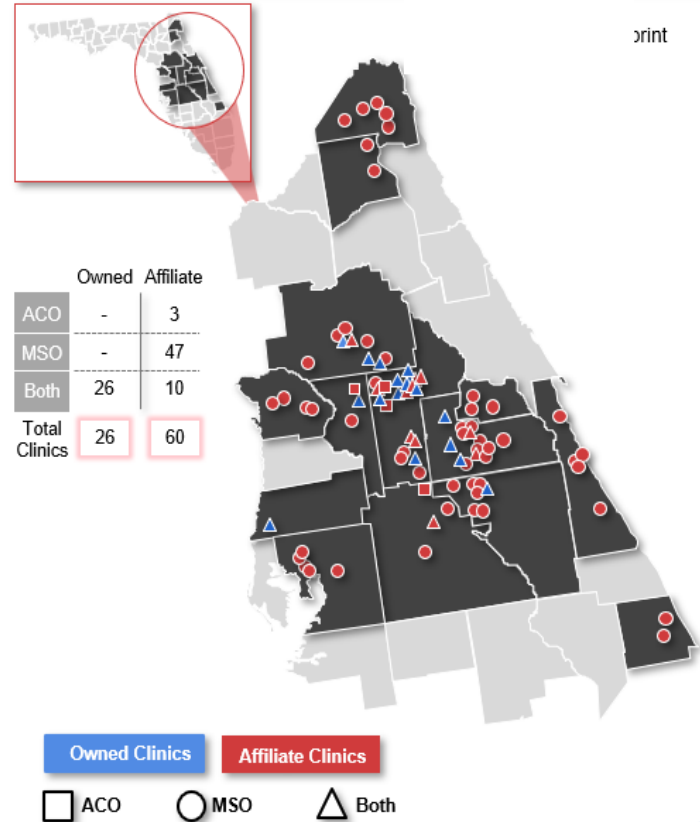
## Company Overview

- Aegis Medical Group and Primary Care Alliance are two **population health management companies** that provides the **full spectrum of integrated, value-based care to 36,122 Medicare patients** throughout Florida
  - **26 clinics** that serve **approximately 19,700 Medicare and Medicare Advantage lives**
  - Contracts with **60 affiliated clinics** to serves approximately **16,500 Medicare Advantage lives**

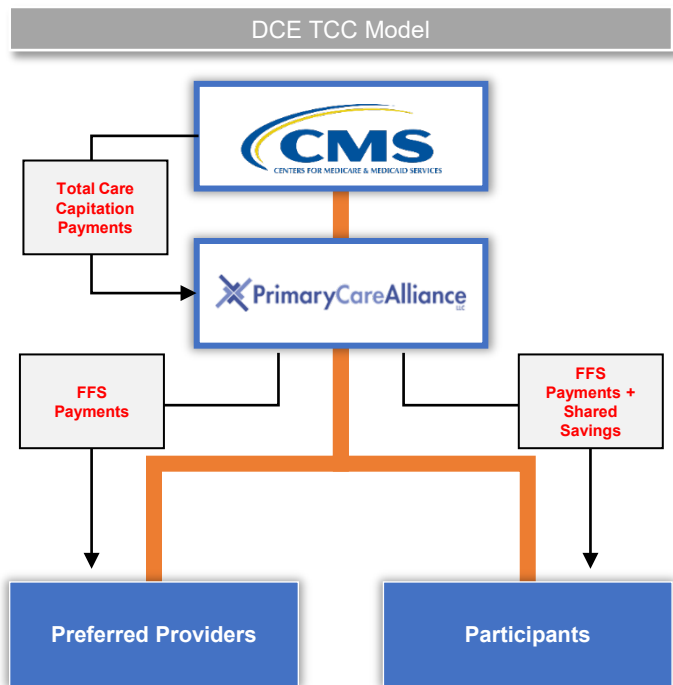
## Key Statistics<sup>(1)</sup>



## Geographical Presence



# Total Care Capitation



## Total Care Capitation

### Participants:

- Paid 100% FFS
- Shared Savings based on Performance

### Preferred Providers:

- Paid Discount FFS (less than Medicare Allowable)
- Some providers discount available to be earned back based on quality metrics
- Ability to create relationships to decrease utilization

### Items to Consider

- Revenue Cycle Management conversations: Billing teams will not understand how this works.
- Patient Supplemental (Secondary) Insurances historically have been a problem: Denials and confusion to patients
- Preferred Providers expectations are increase of referrals: Medicare does not allow



## NAACOS Fall 2022

Andrea Osborne  
SVP, Delegated Services and ACO Operations

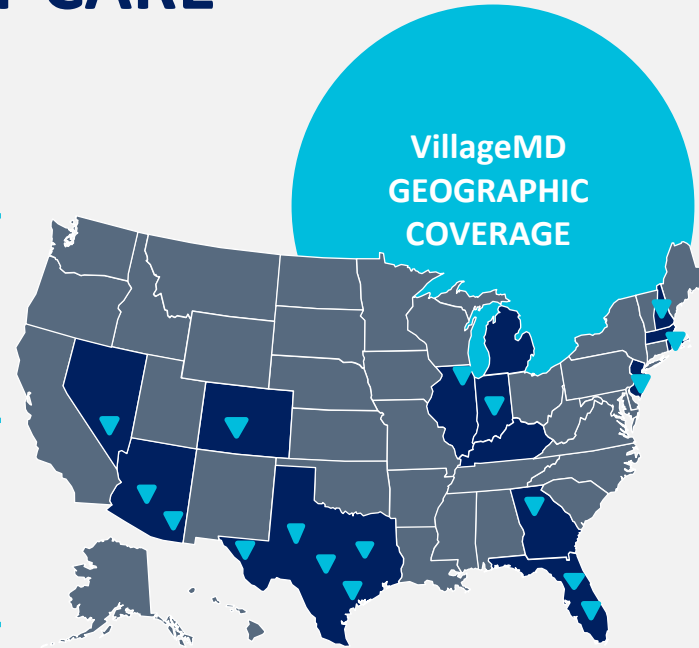
*All information in this deck is confidential and proprietary*

# A BETTER WAY TO PRACTICE PRIMARY CARE

**22** Active Markets

**6** Direct Contracting Entities moving to ACO REACH

**72,000** Patients Aligned in the DCE program



# Total Care Capitation

## Format

- Pay claims through standard claims process
- Translate the non-standard flat file into an 835
- Claims paid weekly

## Network Contracting

- Standardized reporting that ingest CCLF to provide utilization, cost, quality reporting on downstream providers
- Only contracting with providers who want to move towards VBC

## Participants and Preferred Providers

- Paying claims for 4,000+ NPIs
- 100% reduction for 98% of partners
- Communicate, Communicate, Communicate

## Errors

- CMS contracted MACs make errors and do not understand the ACO
- Providers often are first to identify the error
- Helping providers work though the fix

## Improves Outcomes

- Allows all providers to be focused on same metrics
- Improves communications
- Provides a forum for providers to enter VBC

# Discussion and Questions

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