

BUILDING AN ACO POST-ACUTE NETWORK

Effective Strategies for Contracting, Network Utilization, and
Performance Monitoring

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About PSW

A Population Health Company

HISTORY

Founded in 1995, PSW has led healthcare innovation with the guiding principle of supporting the physician–patient relationship to improve quality of care.

MISSION

Supporting independent practices of medicine through fair contracting, responsible resource utilization and prudently adopted innovations in health care delivery.

NW Momentum Health Partners ACO

Recognizing the value of innovative models within health care, NWMHP designed a comprehensive program, engaging providers across the Pacific Northwest to participate in programs that focus on patients and reward providers for high quality care.



27 YEARS EXPERIENCE



INDEPENDENT PHYSICIAN OWNED



25,000+ DIRECT CONTRACTING BENEFICIARIES



300,000+ LIVES IMPACTED

NGACO Performance Outcomes

Performance Averages

AVERAGE QUALITY
SCORE

95.68%

SHARED
SAVINGS

\$7M

REDUCED ACO
SPENDING

\$4.86M

RANKED **TOP 3** FOR
POST-ACUTE CARE
& **LOWEST COST** OF
CARE PER BENEFICIARY

Creating a Preferred Network

Challenges from the IPA perspective

- Utilization trends
 - Unable to influence discharges to appropriate level of care
 - Unable to influence use of preferred network through acute care setting
- Utilization of preferred network
 - Post-acute providers aware of our limitations to build their census
- Utilization of waivers from acute care setting
 - SNF Direct Admit Waiver
 - Home Health Home Bound Waiver

Using Data to Drive Performance

Example SNF Performance

(Reported time period)

	Total Admits	Avg LOS	Cost Per Day	Cost Per Admit	Readmission Rate	Star Rating	Quality Rating
Happy Hills	21	20	\$547.77	\$11,320.65	23%	3	2
Camp Hope	14	22	\$672.74	\$14,800.37	0%	2	5
Green Acres	11	30	\$589.94	\$17,763.76	11%	4	4
Garden Home	9	40	\$567.13	\$22,811.21	0%	5	5
Golden League	6	17	\$656.94	\$11,167.96	0%	4	5
Captured Souls	3	65	\$553.40	\$36,339.74	0%	5	4
Faraway Mountain	6	43	\$471.67	\$20,281.90	18%	4	5
Hill Top	5	32	\$555.11	\$17,985.55	20%	4	3
Caring Here	4	21	\$579.87	\$12,177.31	25%	1	3
Sunset Home	6	24	\$552.87	\$13,729.58	17%	4	3



Supporting the preferred network

Ways our organization partners with post-acute providers

- Supporting Financial Outcomes
 - Developing census through use of waivers
 - Shared savings or quality outcome incentive payments
- Providing Education
 - INTERACT training
 - Advance Care Planning
 - Root cause analysis for trending
- Supporting Quality Outcomes
 - Performance data
 - Tools to reduce readmissions

Interventions to Improve Performance

Reducing Length of Stay and Readmissions

1

Community collaborative meetings
Share best practices
Community resources

2

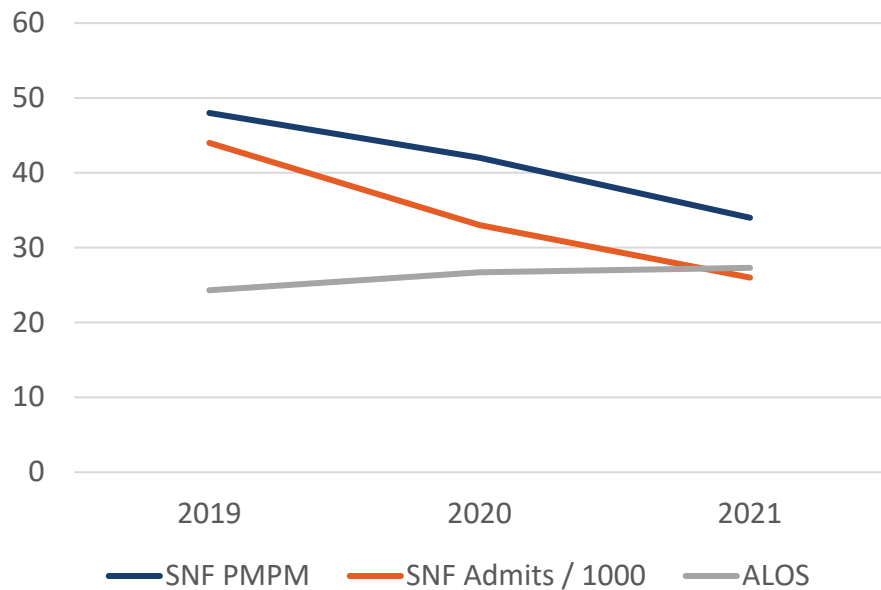
Weekly IDT Meetings
Discharge planning
Advance care planning
Skilled services being provided

3

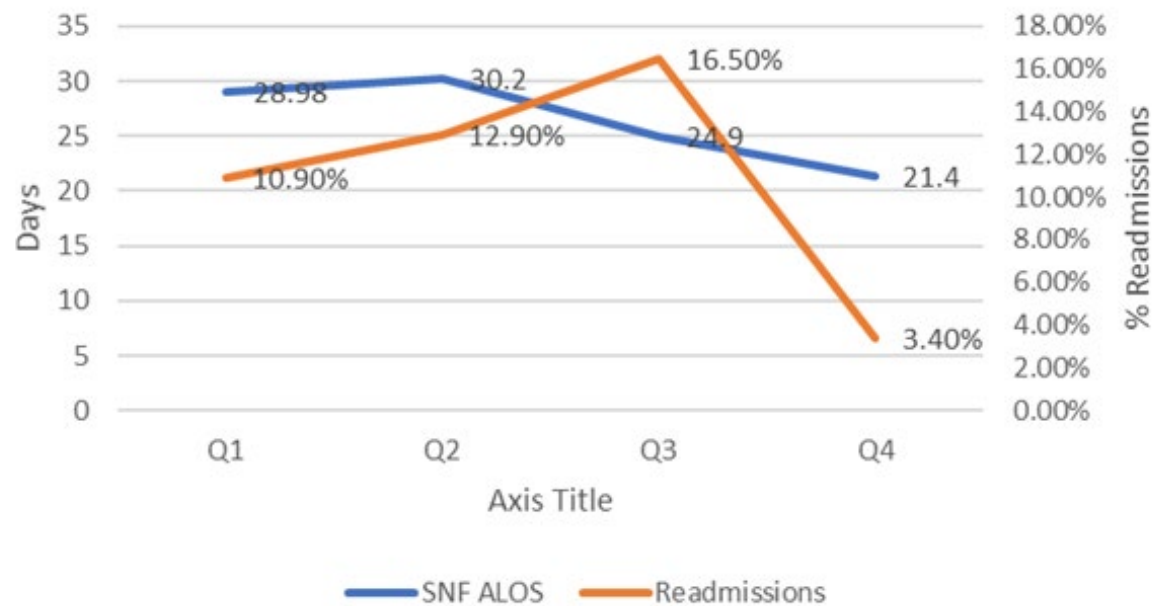
Joint Operating Committee
Provide data
Review performance
Opportunities for improvement

Length of Stay Trend

NGACO SNF Trending



2021 NGACO SNF Performance



Reducing Average Length of Stay

The right care at the right time in the right place for the right reasons



▶ Reducing Readmissions





QUESTIONS?

Thank You

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