

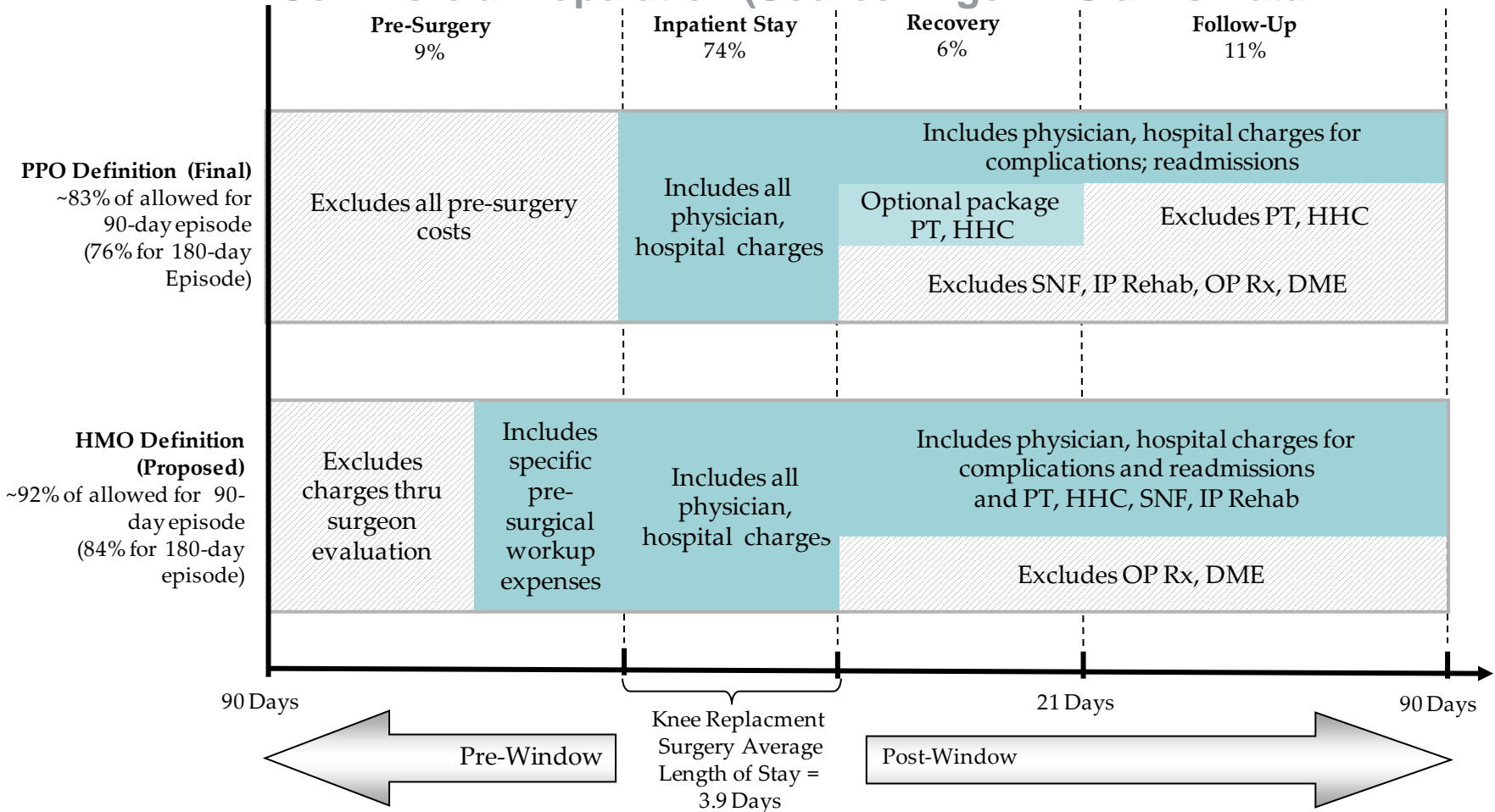


New Participant Implementation Workbench

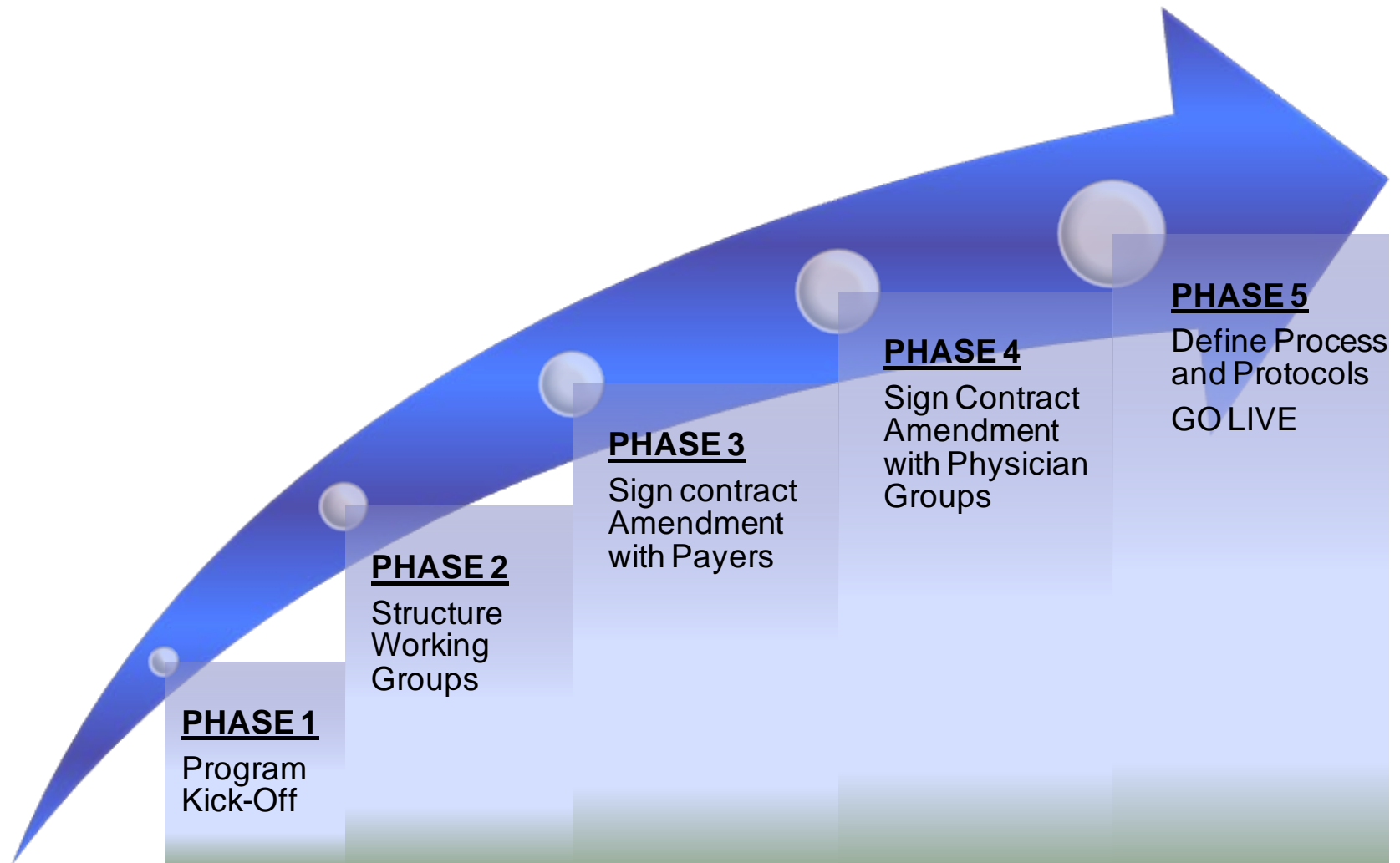
Bundled Episode Pilot

IHA Definition: Knee Replacement

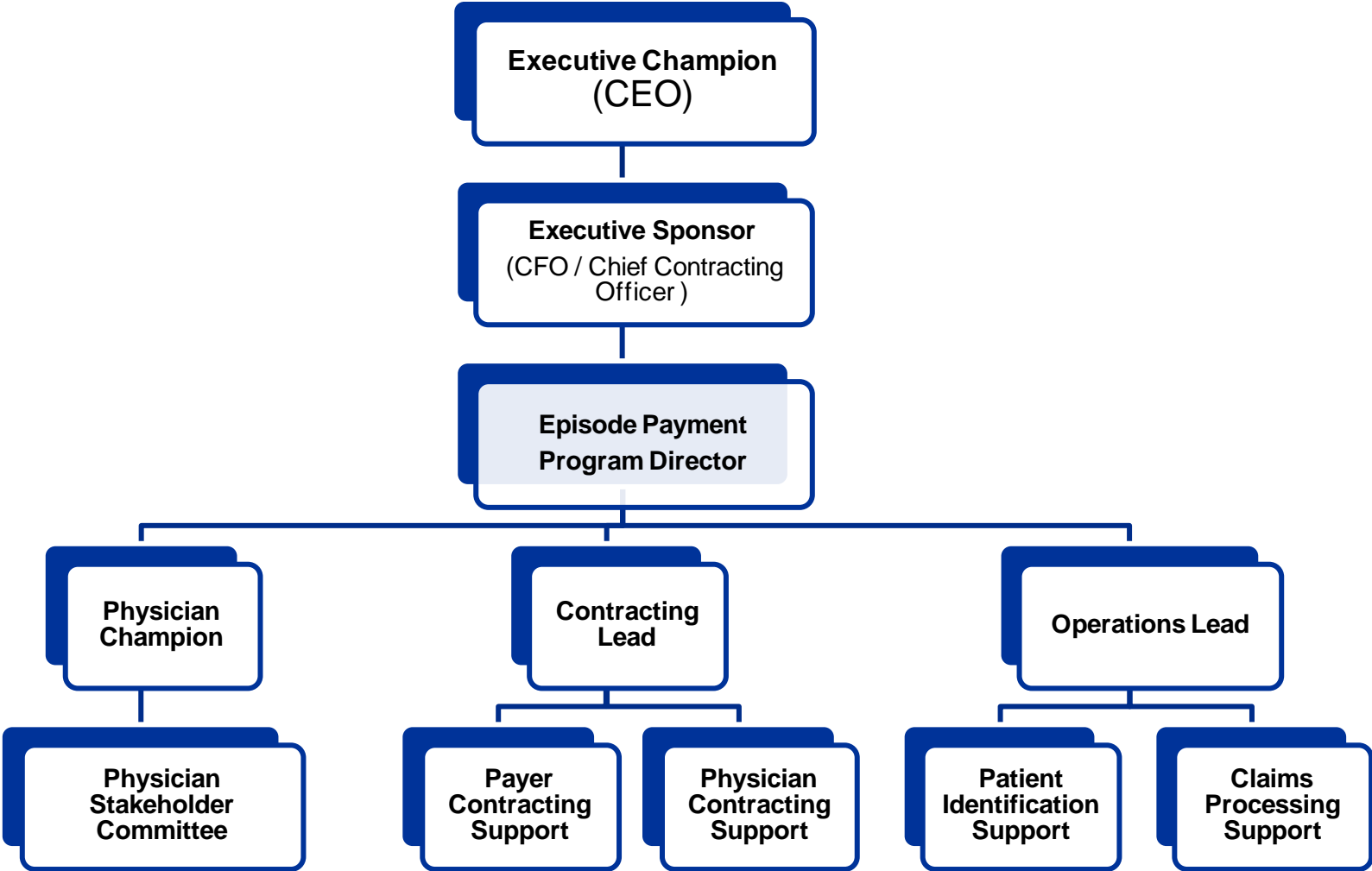
Distribution of Contractual Allowed Amounts in 7,632 Complete Episode Commercial Population (Source: Ingenix Claims Data)



Key Milestones



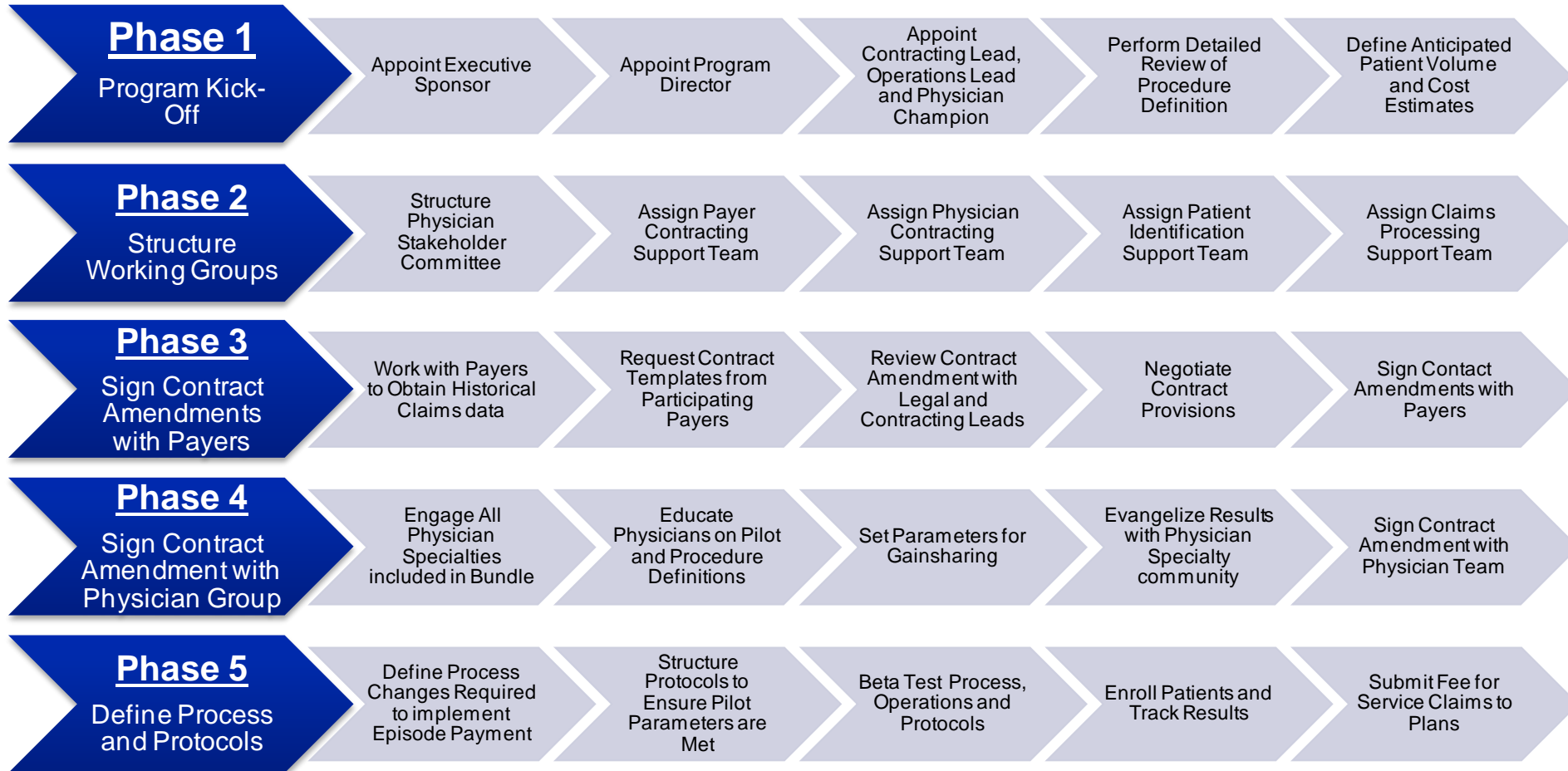
Sample Governance Structure



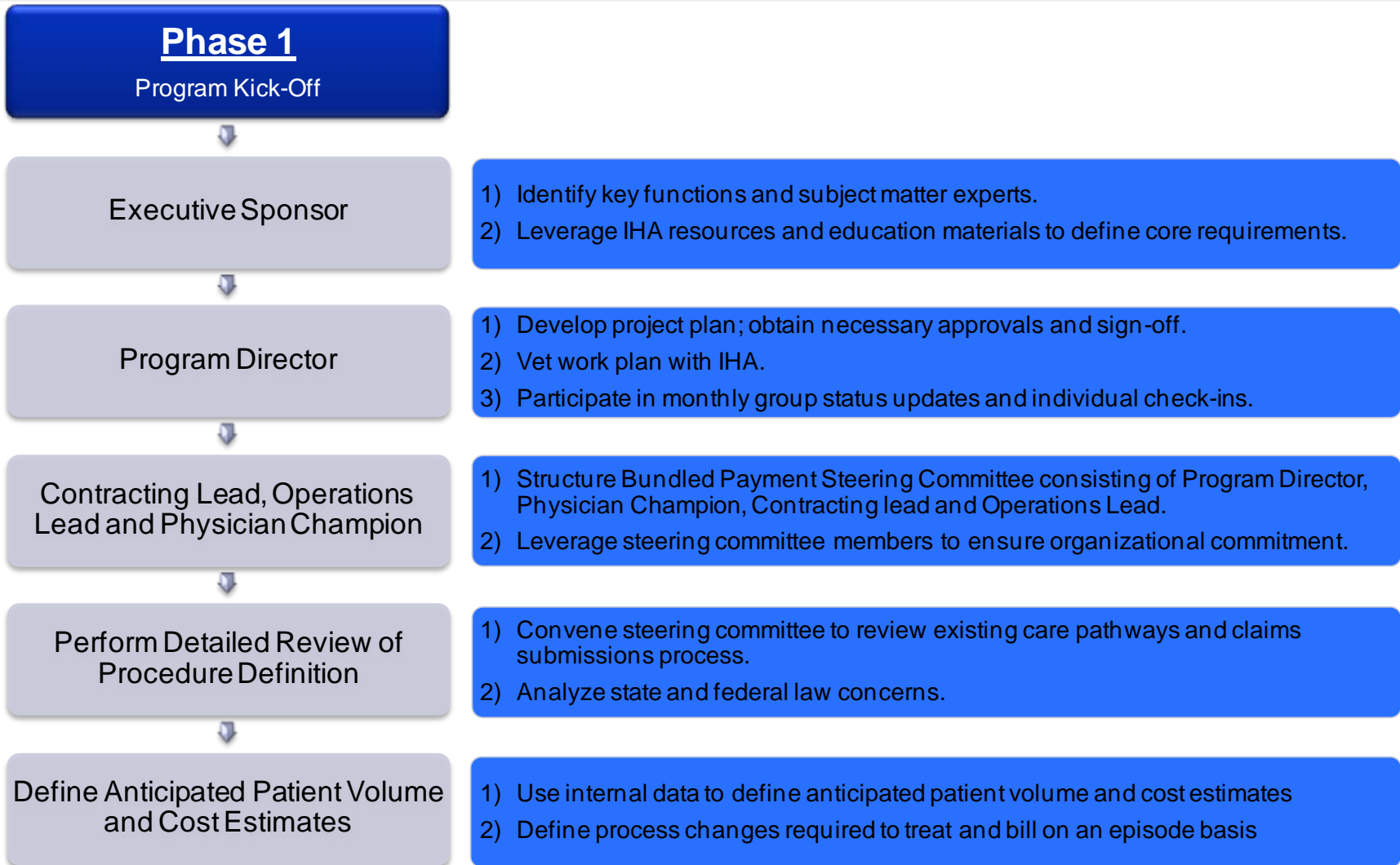
Roles and Responsibilities



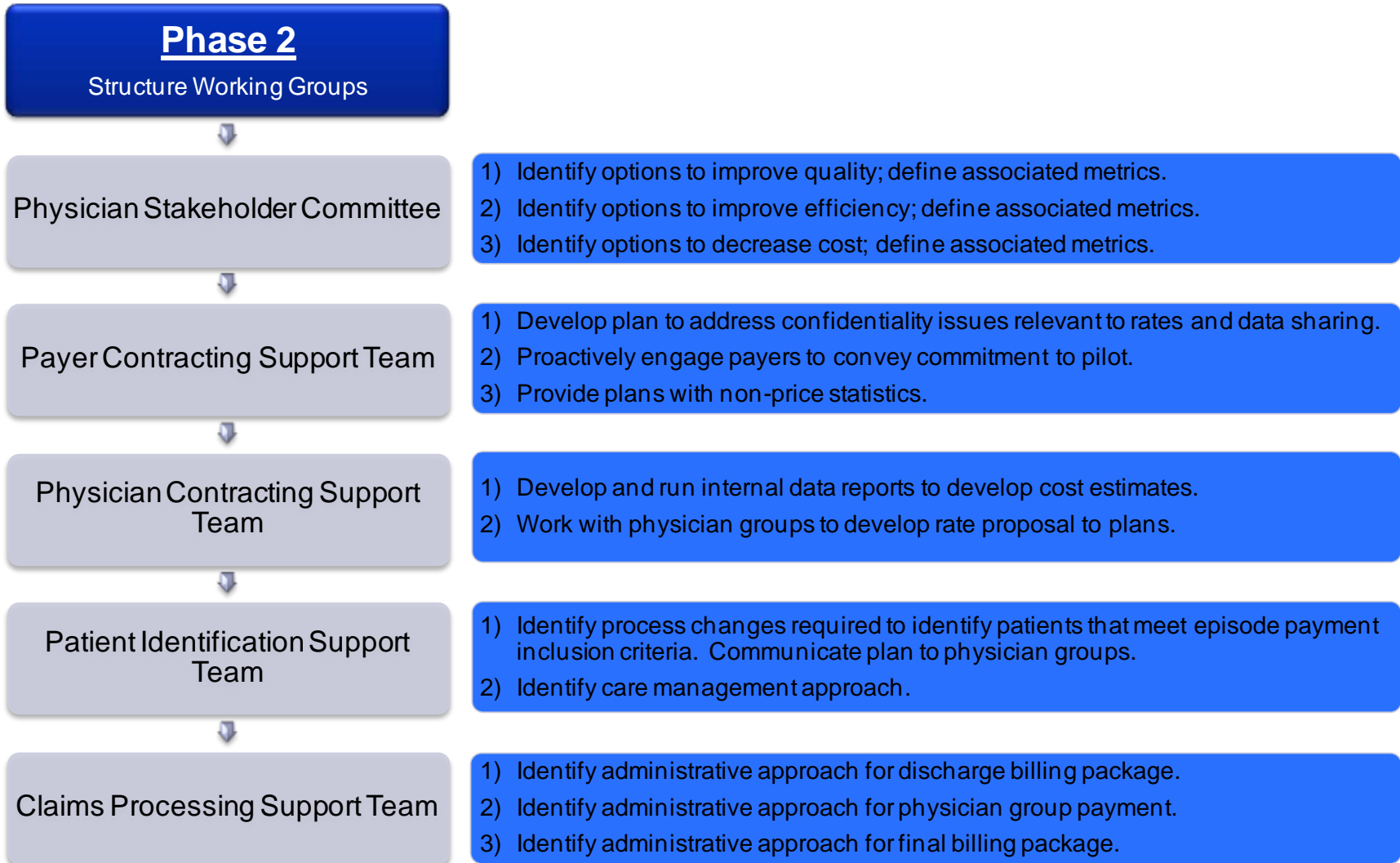
Implementation Plan



Phase 1: Program Kick-Off



Phase 2: Structure Working Groups



Phase 3: Sign Contract Amendments with Payers

Phase 3

Sign Contract Amendments with Payers

Work with Payers to Obtain Historical Claims data

- 1) Validate data received from plans.
- 2) Review health plan claims data against internal cost estimates.
- 3) Establish agreement with plans on historical charges.

Request Contract Templates from Participating Payers

- 1) Review contract templates for provisions that could have downstream impact on physician contracts.
- 2) Notify physician contracting team of impactful provisions.

Review Contract Amendment with Legal and Contracting Leads

- 1) Leverage Executive Sponsor / Executive Champion to expedite legal review.
- 2) Obtain redline version of contract template and submit to health plan.

Negotiate Contract Provisions

- 1) Set a price.
- 2) Establish deal breakers pertaining to contract term and rate schedule upfront.
- 3) Leverage IHA to mediate potential impasse.

Sign Contract Amendments with Payers

- 1) Work with IHA to distill "key lessons learned" through the contract amendment process.
- 2) Collaborate with IHA and health plans to issue press release.

Phase 4: Sign Contract Amendment with Physician Group(s)

Phase 4

Sign Contract Amendment with Physician Group(s)

Engage All Physician Specialties included in Bundle

- 1) Identify physician champions for all specialties.
- 2) Work with Physician Contracting Support Team to define potential savings estimate.

Educate Physicians on Pilot and Procedure Definitions

- 1) Leverage IHA to assist physician education programs to explain pilot parameters, procedure definition and gainsharing.
- 2) Define the number of physician specialists willing to participate in pilot.

Set Parameters for Gainsharing

- 1) Negotiate gainsharing provisions with physician organization.
- 2) Agree on cost, quality and efficiency metrics to quantify gainsharing payment among participating physicians.

Evangelize Results with Physician Specialty community

- 1) Leverage physician champions for each specialty to disseminate gainsharing parameters and measurement.
- 2) Ensure sufficient physician buy-in to support anticipated patient volume.

Sign Contract Amendment with Physician Team

- 1) Implement changes to care pathways.
- 2) Vet proposed gainsharing payment process with Physician Stakeholder Committee.

Phase 5: Define Processes and Protocols

– GO LIVE

Phase 5

Define Process and Protocols

Define Process Changes
Required to implement Episode
Payment

- 1) Implement operational changes required to administer bundled claims.
- 2) Implement quality, efficiency and cost metric measurement systems.
- 3) Implement gain sharing payment process and protocols.

Structure Protocols to Ensure
Pilot Parameters are Met

- 1) Work with physicians to implement protocols that prevent submission of fee for service claims.
- 2) Clearly articulate protocols for receipt and distribution of episode payment.

Beta Test Process, Operations
and Protocols

- 1) Rigorously test all operational, reporting and payment process changes to provide proof of concept before go live date.

Enroll Patients and Track Results

- 1) Closely monitor operations, reporting and payment processes for bottlenecks, inefficiencies and potential areas for automation.
- 2) Administer informal surveys to physician committee and contracting support teams.

Submit Fee for Service Claims to
Plans

- 1) Traditional fee for service claims must be submitted to plans for each episode.
- 2) Plans will send claim information to RAND for de-identification and subsequent evaluation by IHA.

Hypothetical Project Plan

Bundled Episode Payment Demonstration - Provider Implementation Plan Template

Phase 1		Start Date	Target Finish Date	Responsibility	Status/Comments
Appoint Executive Sponsor					
	Identify key functions and subject matter experts.				
	Leverage IHA resources and education materials to define core requirements				
Appoint Program Director					
	Develop project plan; obtain necessary approvals and sign-off.				
	Vet work plan with IHA.				
	Participate in monthly group status updates and individual check-ins.				
Appoint Contracting Lead, Operations Lead and Physician Champion					
	Structure Bundled Payment Steering Committee consisting of				
	Leverage steering committee members to ensure organizational commitment.				
Perform Detailed Review of Procedure Definition					
	Convene steering committee to review existing care pathways and				
	Analyze state and federal law concerns.				
Define Anticipated Patient Volume and Cost Estimates					
	Use internal data to define anticipated patient volume and cost				
	Define process changes required to treat and bill on an episode basis				



More Information

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