



# **Creating Win-Win VBP Contracts with Your Provider Network**

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# Today's Presenters



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# Agenda

- The World of VBP
- Why VBP Contracts Concern Providers
- Three Ways to Ensure Win-Win Contracts With Your Network
- The Role of People, Process, and Technology in VBP Contracts
- The Future of VBP

# About SpectraMedix

Our mission is to provide the analytics platform that enables payers and providers to transition to value-based payment (VBP) by delivering actionable insights for quality performance and cost reduction.

# The SpectraMedix Evolution



**Pay for Reporting (P4R)**

PQRS Reporting



**Pay for Performance (P4P)**

MIPS



**Value Transformation**

TCPI, DSRIP  
(Medicaid Reform)



# VBP is Changing the Role of Payers in Healthcare

- Health Plans need to re-envision their role to:
  - Support providers
  - Manage utilization
  - Invest funds appropriately



# The World of VBP

And your health plan ecosystem



# Remember the 1990s?



- Proliferation of capitation and Total Cost of Care contracts (fee for service with capitated budget)
  - Often with a withhold
- Provider success was rare. Withholds became indirect fee discounts.
- Payer-provider relationship was adversarial not a partnership.
- Health plans had resources, providers were outmanned and “lost” the negotiation.
- Lesson learned – in the short-term, payers won and providers lost. But in the end everyone lost.

# What Didn't Work

- Adversarial relationships
- Lack of transparency
- Not founded in sound analytics and data science
- Lack of basis in data
  - What it really took to serve the population



# Why VBP Contracts Concern Providers

Trust

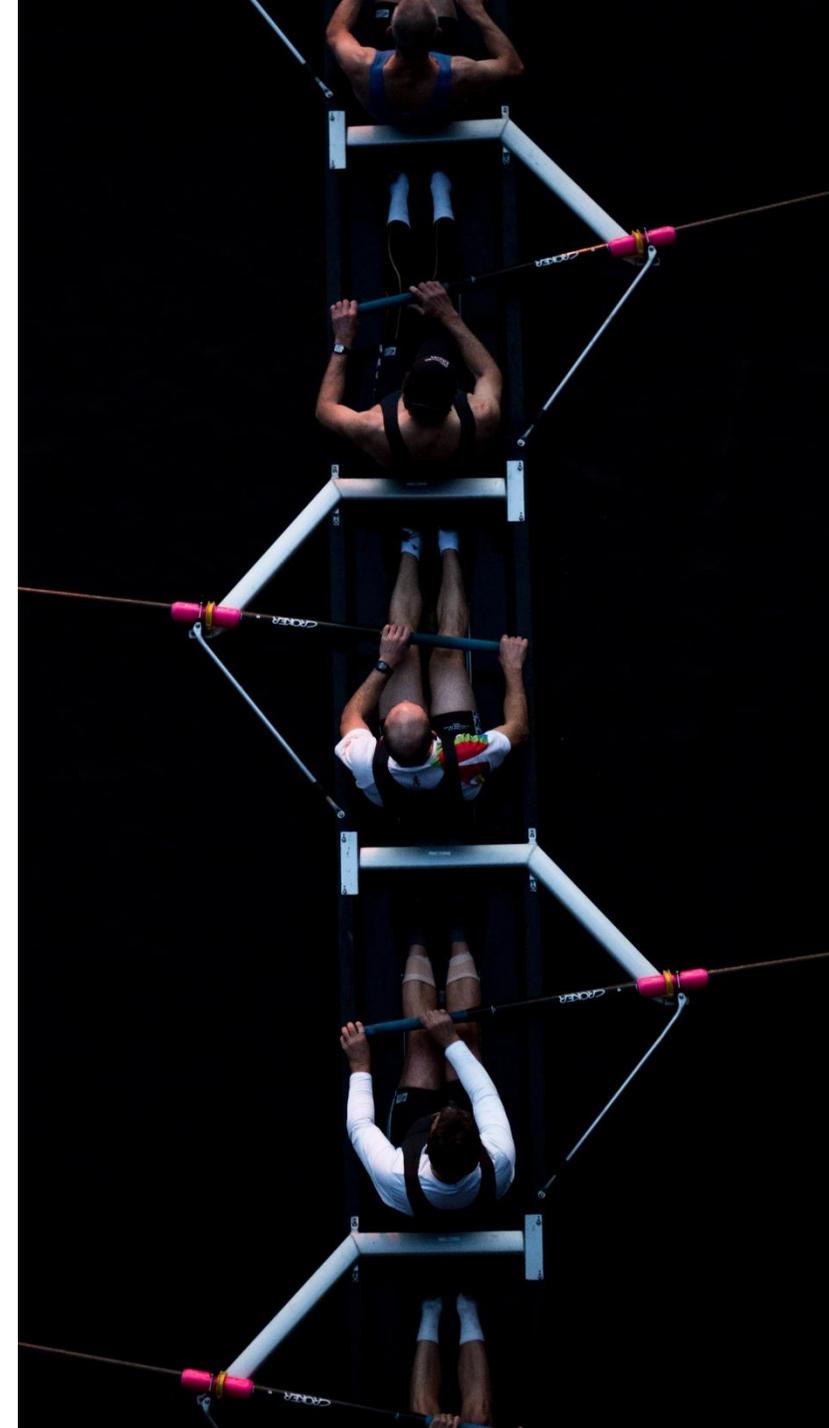
Fear

Risk-Averse

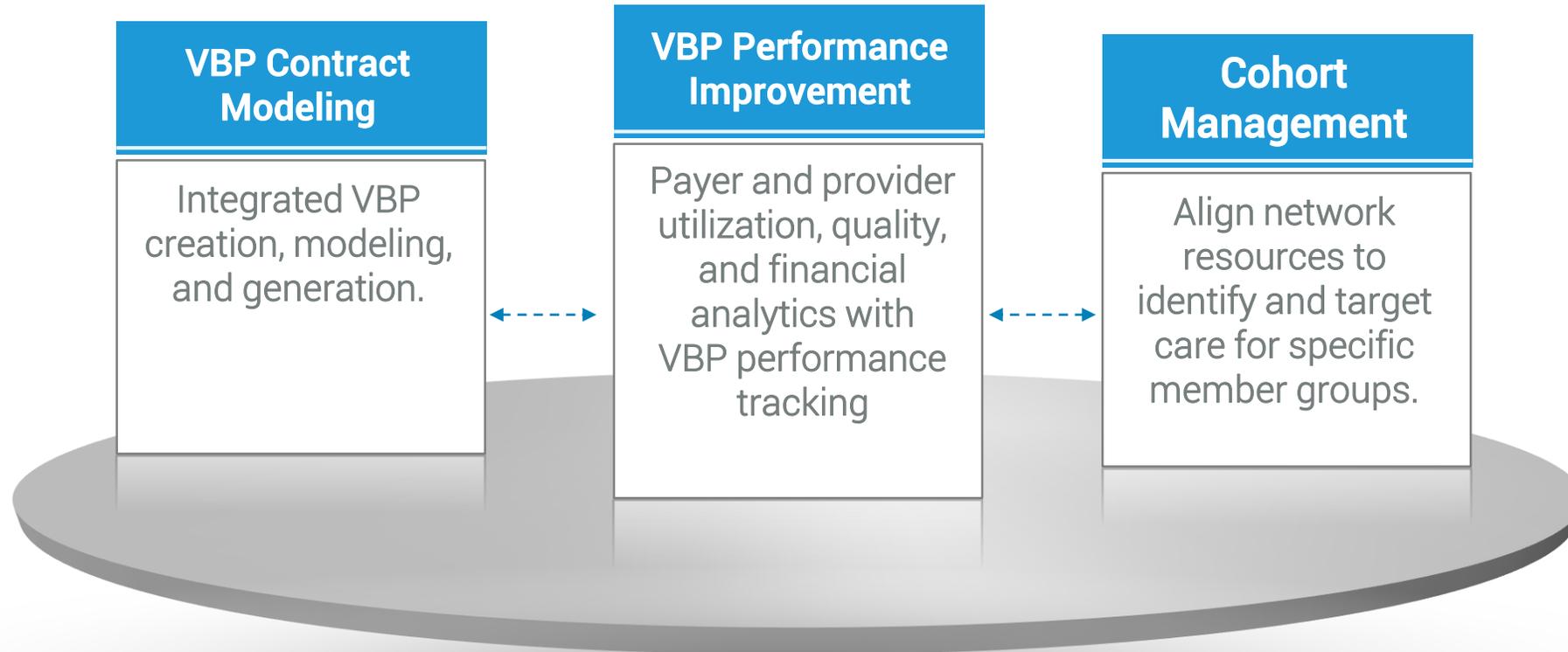


# How to Ensure Win-Win Contracts With Your Network

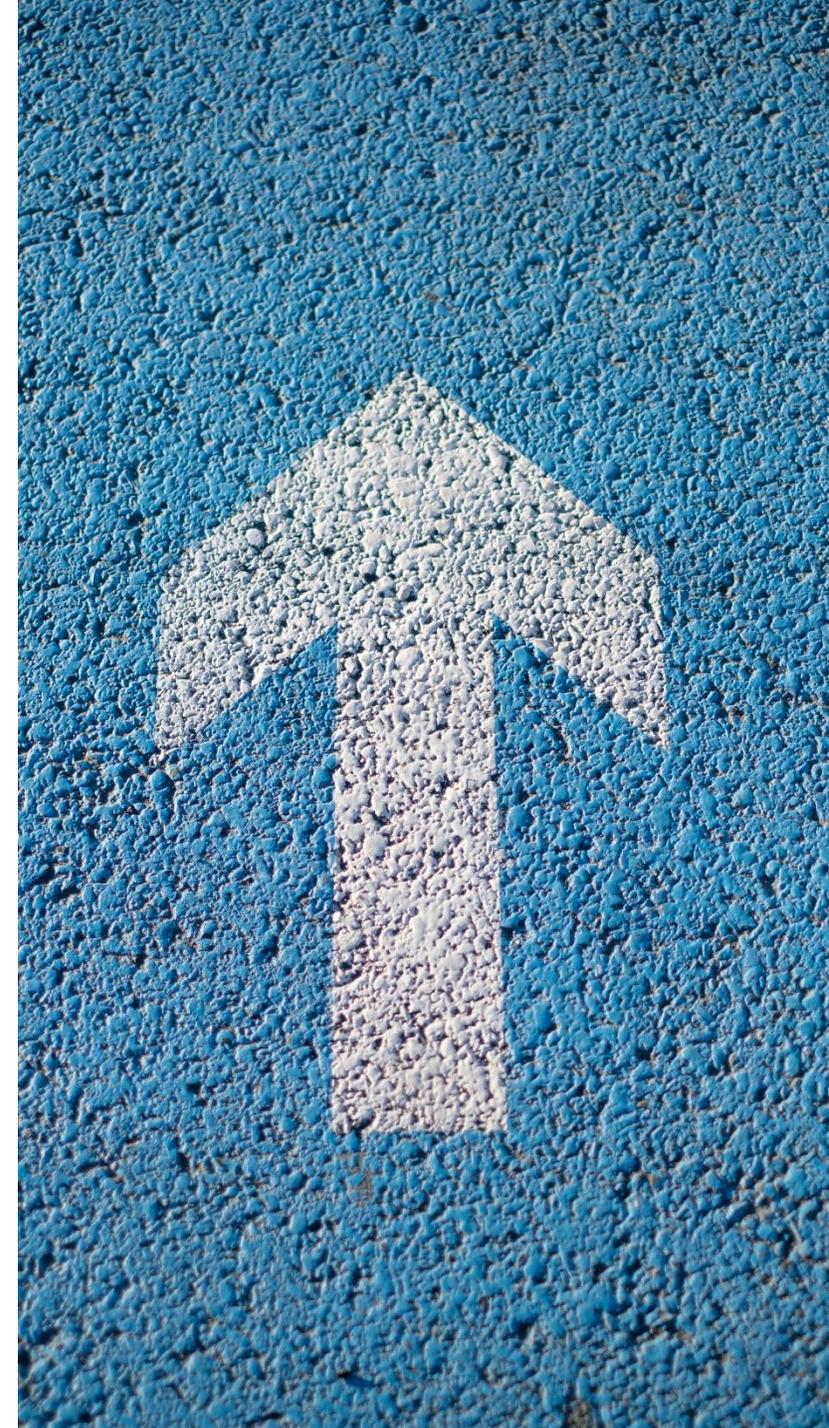
- Transparency
- Enablement
- Reporting
- Flexibility
- Cooperative



# Core Components of VBP Success



# The Future of VBP





# Thank You

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