



NAACOS Membership Meeting



November 15, 2022

Agenda



- Welcome!
- Housekeeping
- Membership
- Policy and Advocacy
- Quality
- Education
- Q+A Discussion

Housekeeping



- Speakers will present for approximately 45 minutes
- Q&A will take the remainder of time
 - You can submit written questions using the Questions tab on your dashboard to the right of your screen at any time during the webinar
 - During the Q&A session, you can use the “raise hand” feature on your dashboard to ask a live question

NAACOS Board of Directors



Executive Committee



Debbie
Welle-
Powell
Past-Chair



Tony Reed
Chair



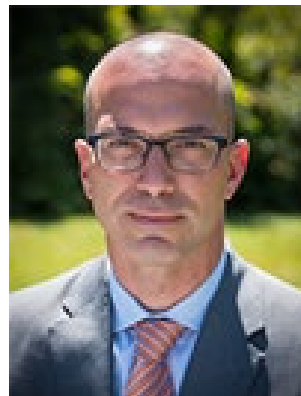
Travis
Broome
Treasurer



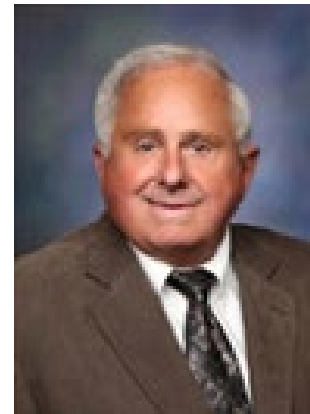
Emily
Brower
Secretary



Kim
Kauffman
Member-
at-Large



Rob Fields
Past-Chair



Clif Gaus
President
and CEO

NAACOS Board of Directors



Additional Board Members



Tim Gronniger



Melanie Matthews



Jen Moore



Rebecca Rohrbach



Nina Taggart



Anthony Valdés

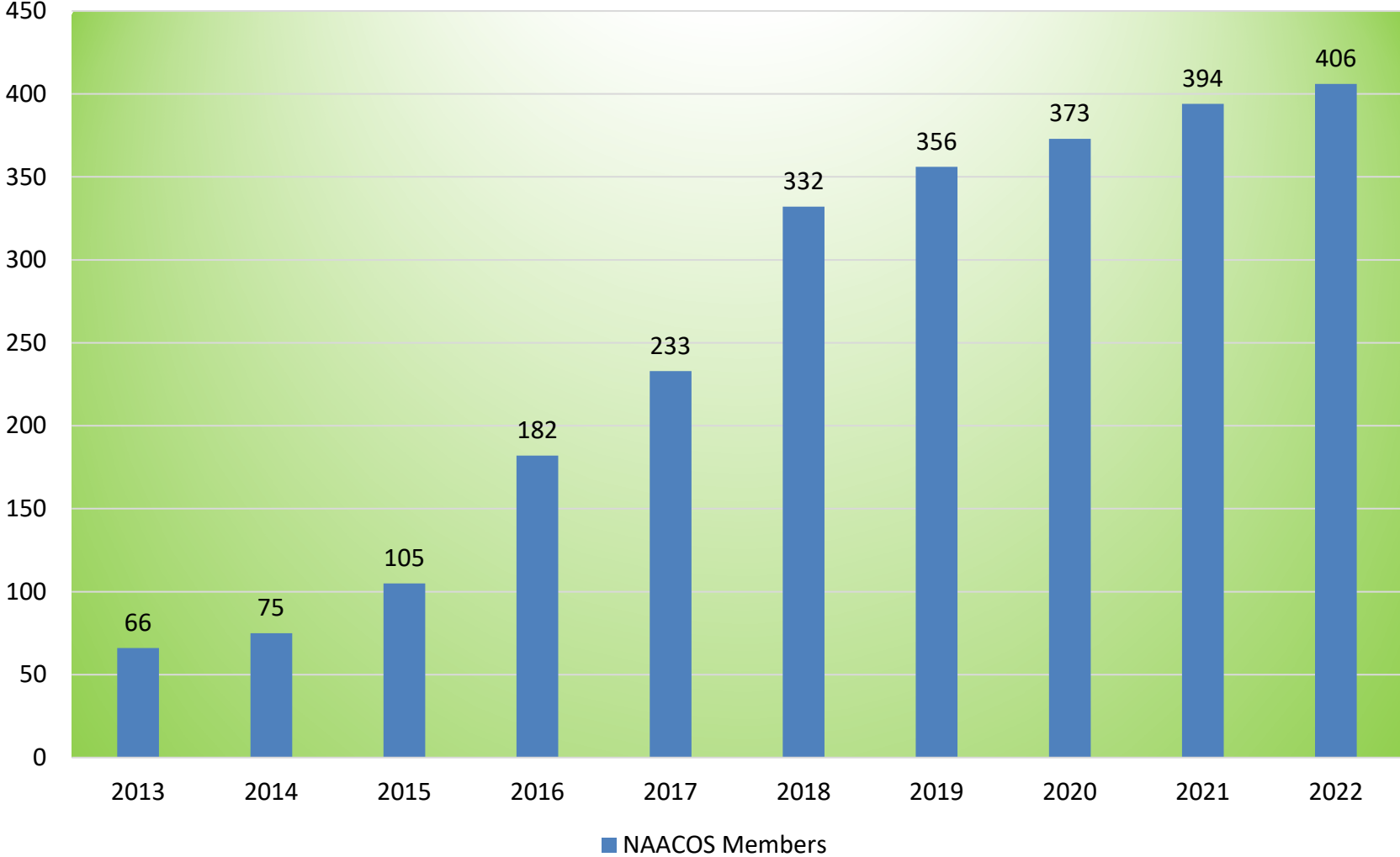


Karen Wilding



Membership

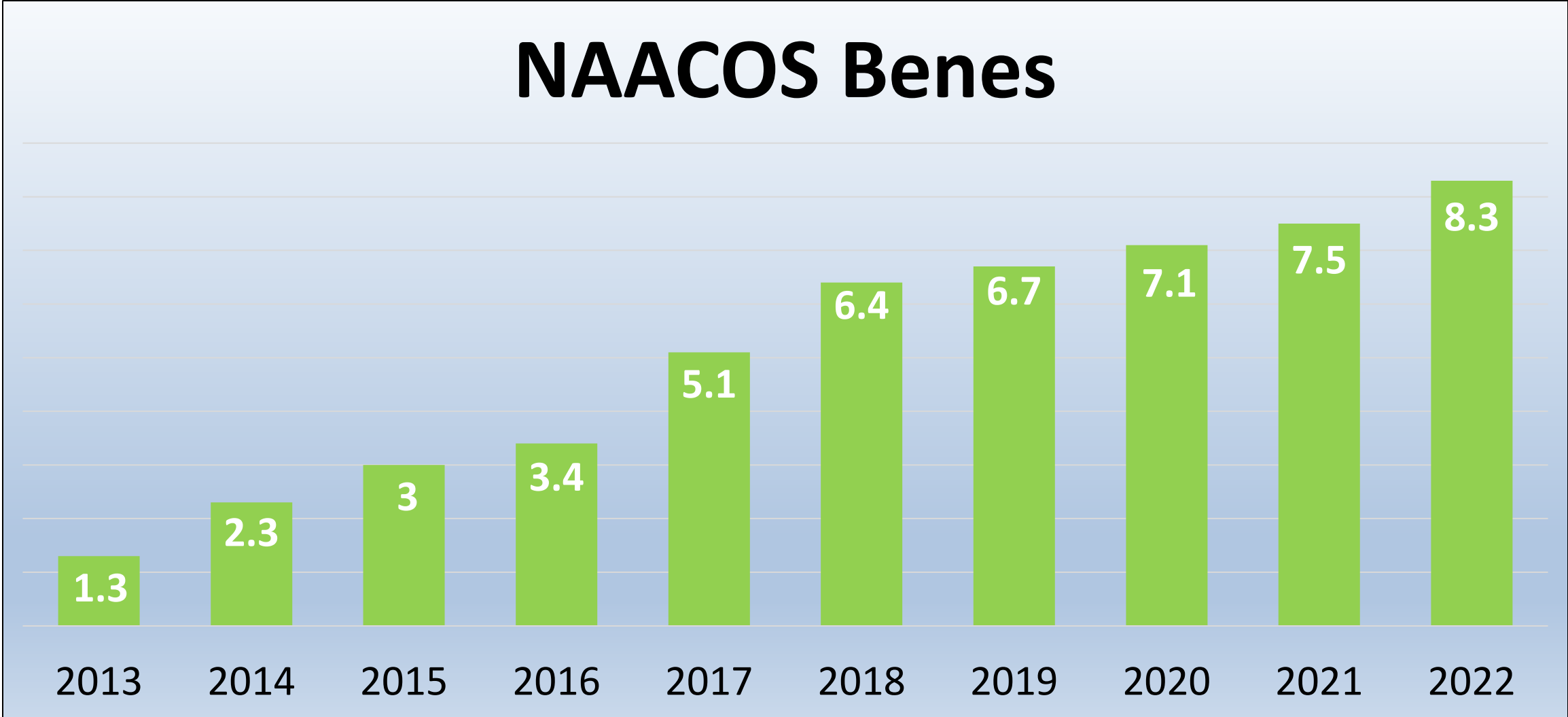
NAACOS Membership Growth



Serving More Lives Every Year!



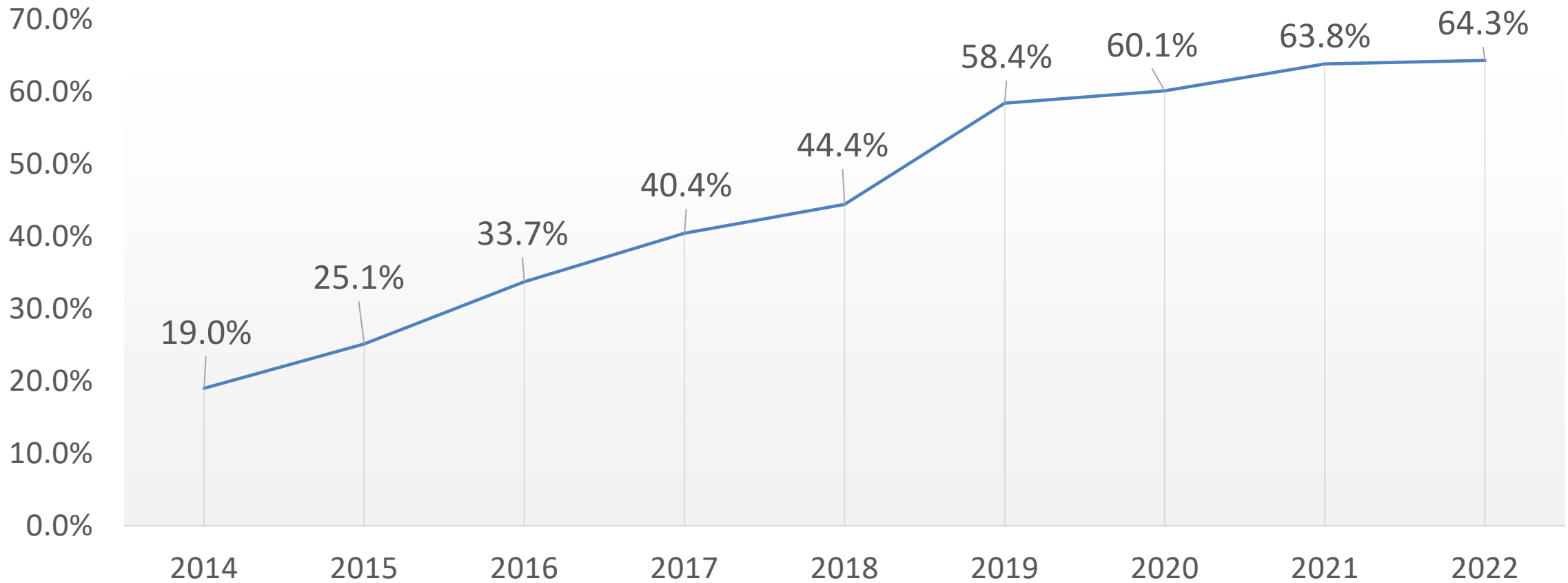
NAACOS Benes



CMS Market Share



NAACOS Market Share Progression for CMS ACO Program

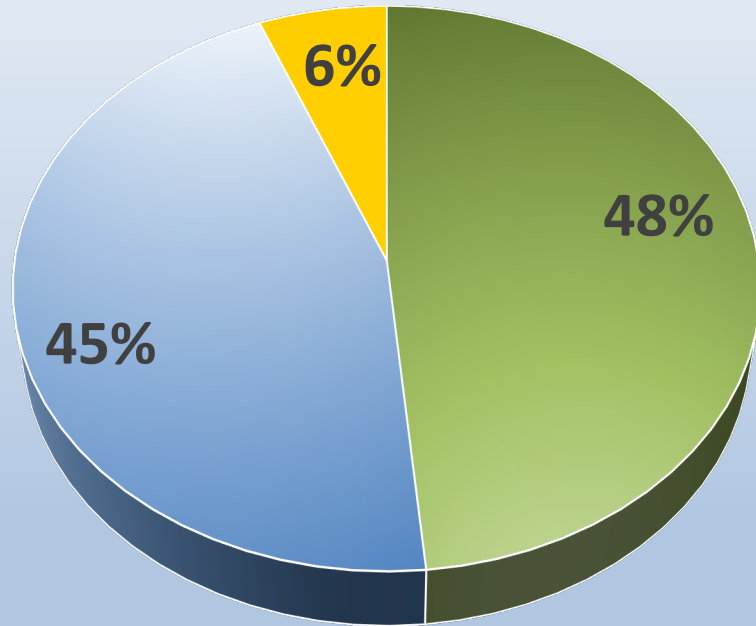


Membership: One vs Two Sided Track



2021

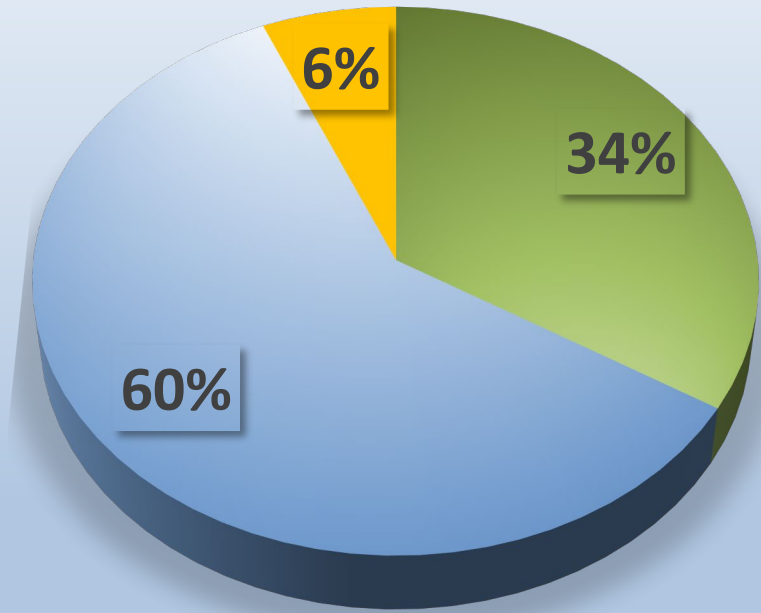
NAACOS Members in One Vs. Two-Sided Risk %



1-Sided 2-Sided Other

2022

NAACOS Members in One Vs. Two-Sided Risk %



1-Sided 2-Sided Other

2022 NAACOS Partner Summary



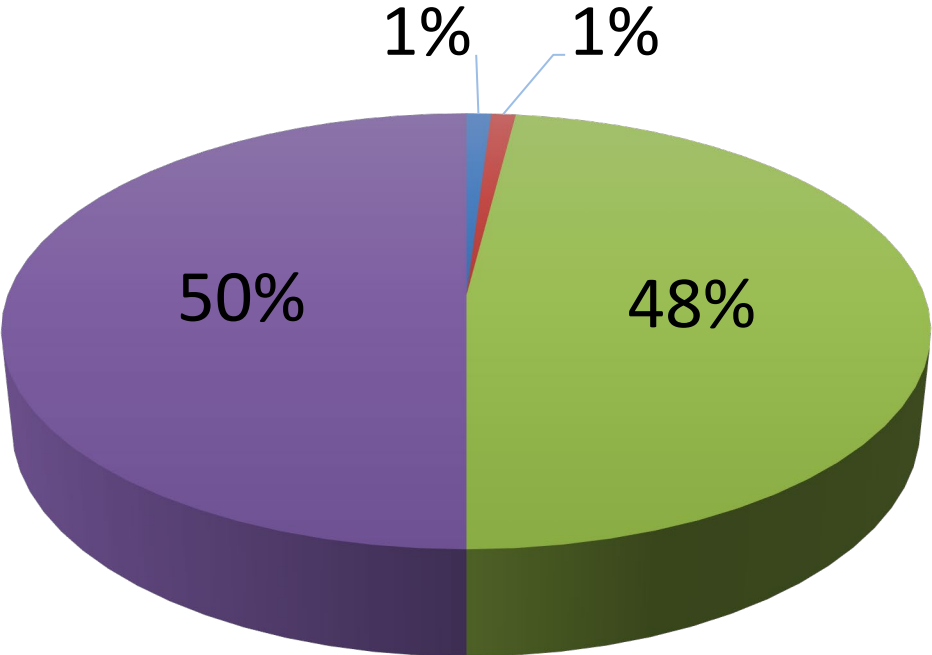
- Business Partners: 120
- Alliance Partners: 6
- Partner Circle Partners: 4
 - Cerner; Epic; Lightbeam Health Solutions; Real Time Medical Services
- Payer Partners*: 1
 - BlueCross BlueShield of South Carolina

*New category of partners!



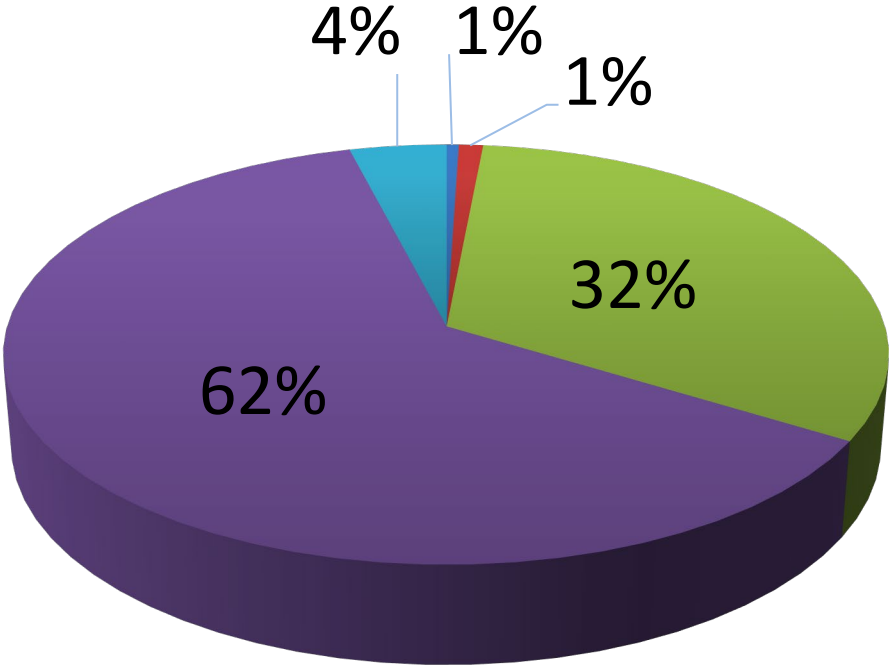
Member Satisfaction Survey Results

Overall, how satisfied are you with your NAACOS membership?



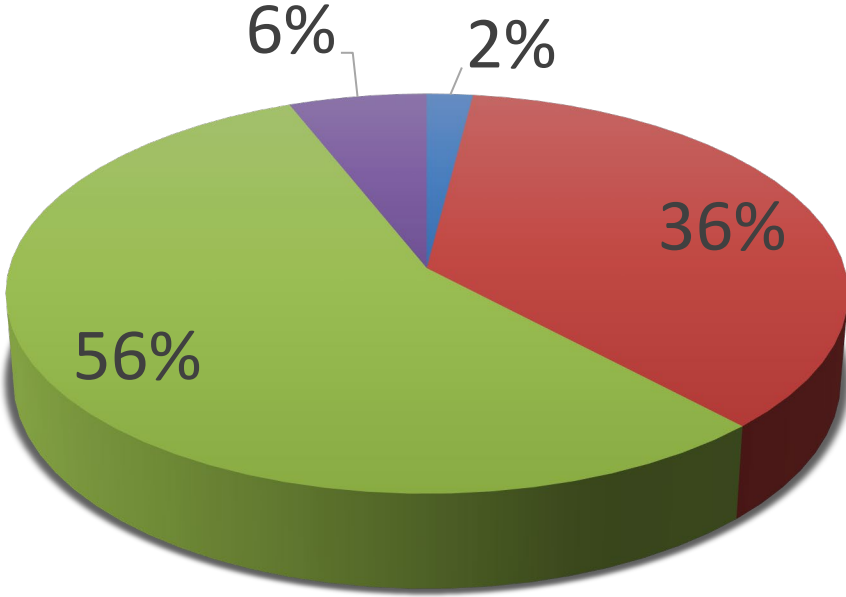
■ Very Dissatisfied ■ Dissatisfied
■ Satisfied ■ Very Satisfied

How satisfied are you with our newsletter?



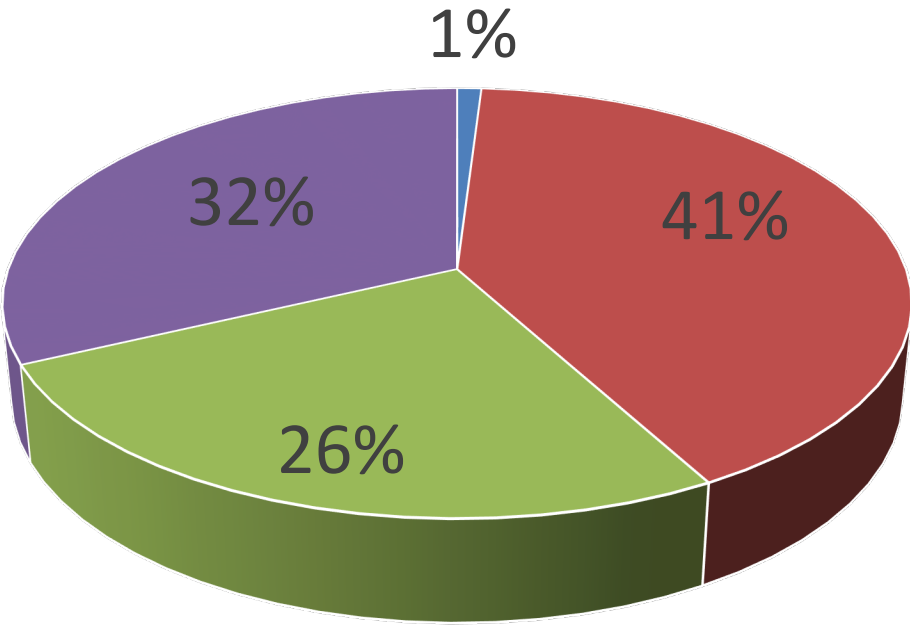
■ Very Dissatisfied ■ Dissatisfied
■ Satisfied ■ Very Satisfied
■ Not Applicable

How satisfied are you with NAACOS webinars?



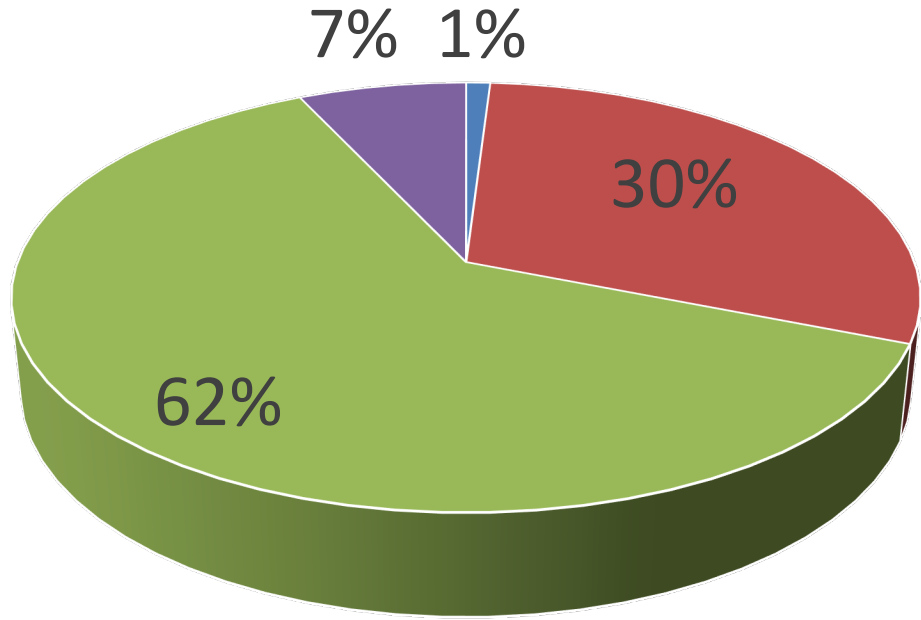
Very Dissatisfied Satisfied
Very Satisfied Not Applicable

How satisfied are you with the NAACOS Listserv?



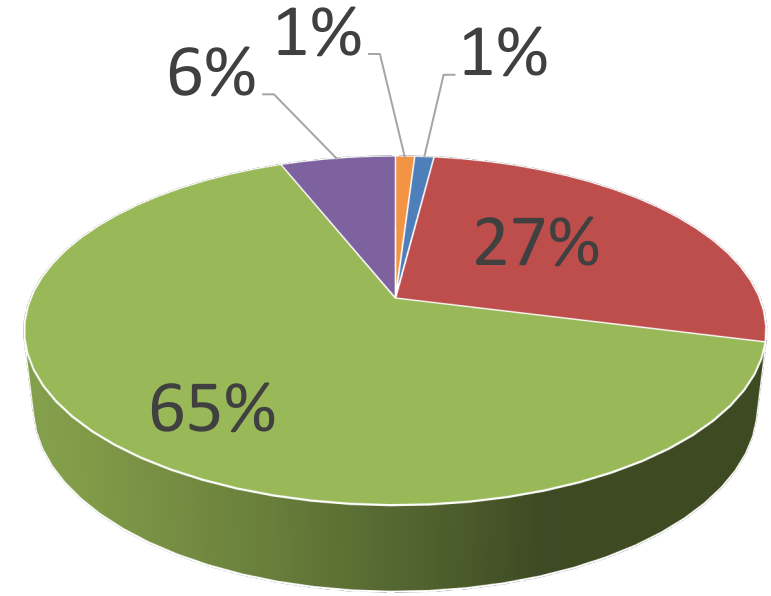
Dissatisfied Satisfied
Very Satisfied Not Applicable

How satisfied are you with NAACOS policy education?



- Dissatisfied
- Satisfied
- Very Satisfied
- Not applicable

How satisfied are you with NAACOS advocacy efforts?

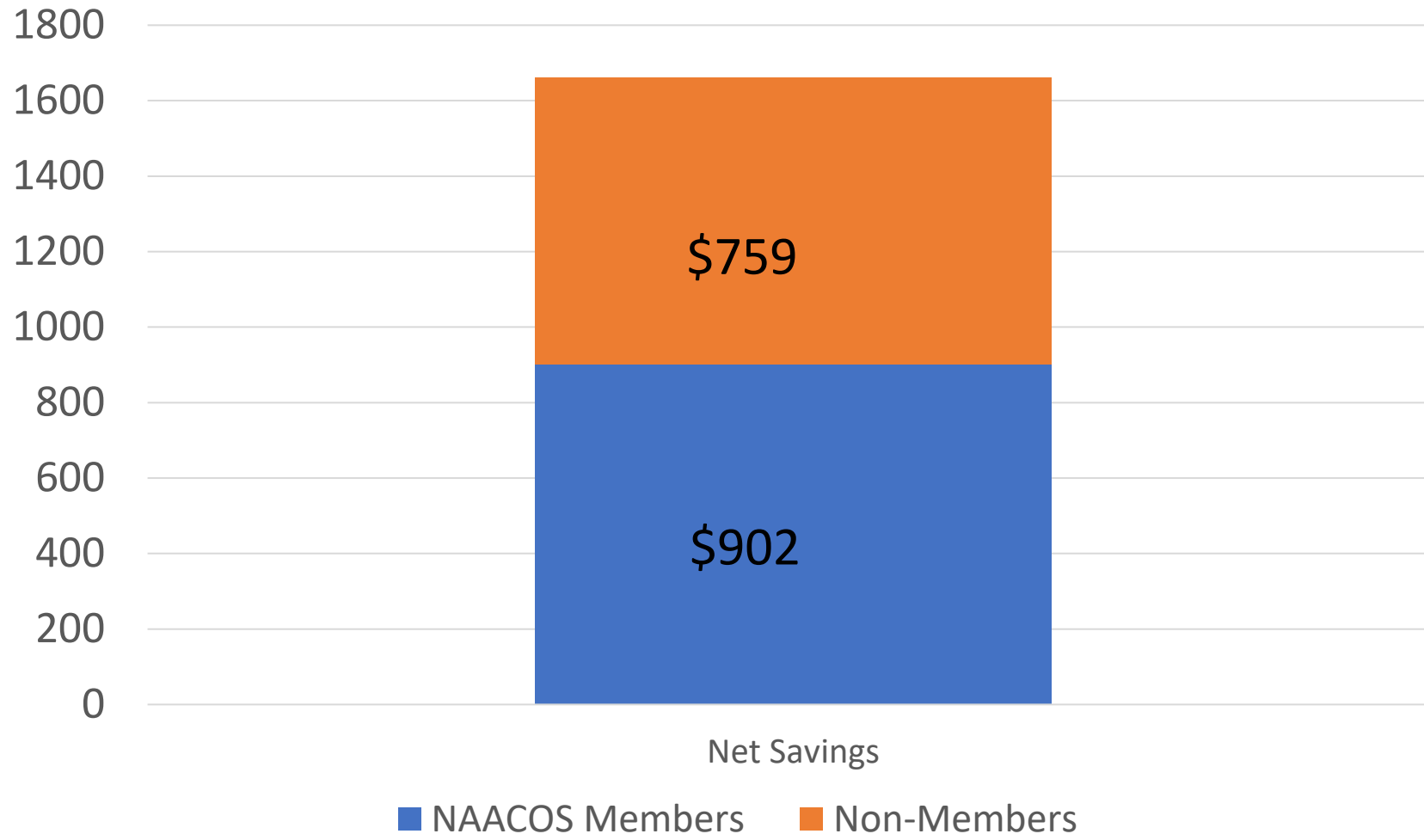


- Very Dissatisfied
- Dissatisfied
- Satisfied
- Very Satisfied
- Not Applicable

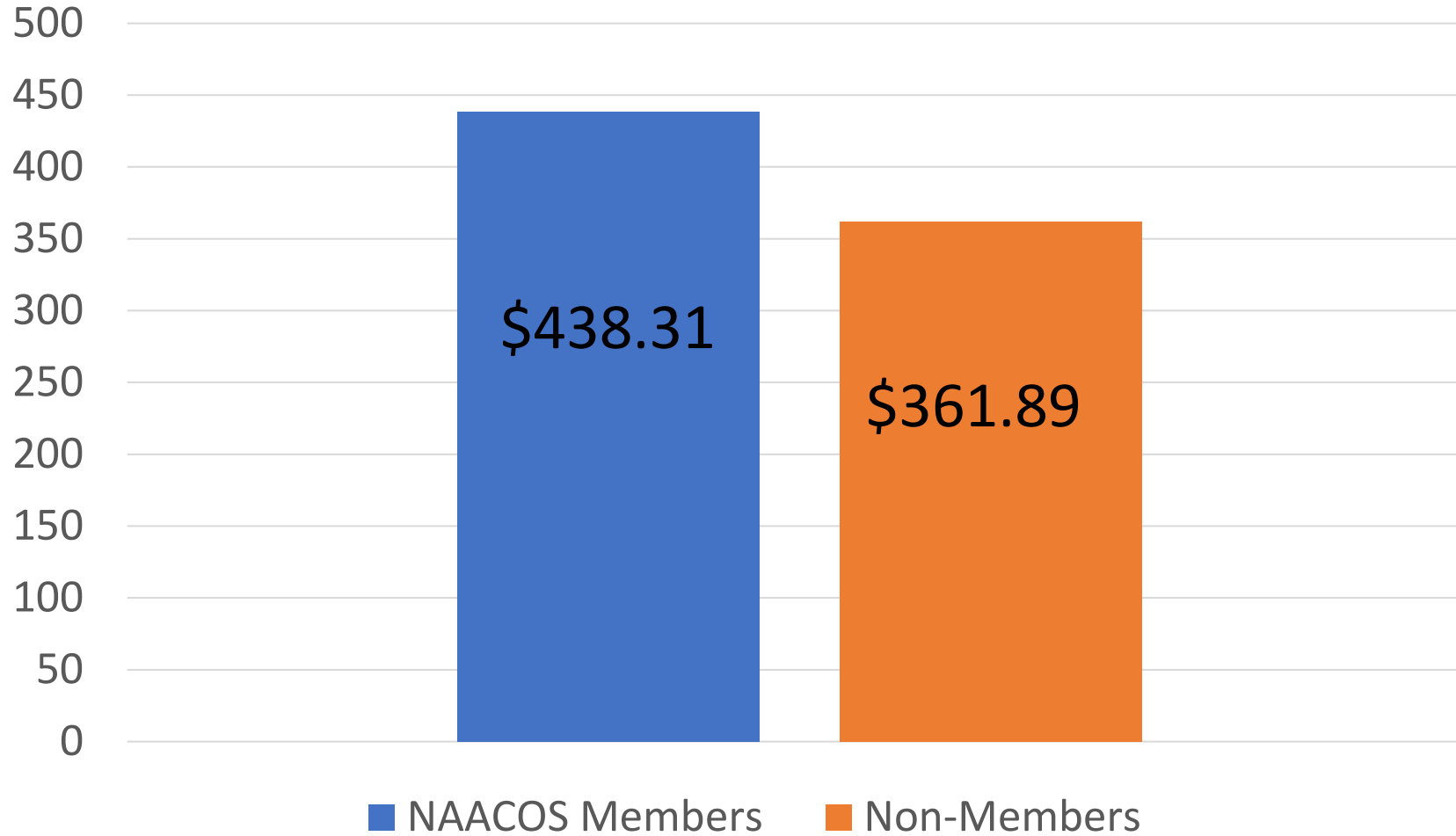


PY 2021 Member Results

Net Savings to Medicare (in Millions)



Average Gross Savings per Beneficiary





Strategic Plan

Strategic Plan Process



- Led by Board of Directors
- Conducted throughout Winter 2022
- Included SWOT analysis, surveys, interviews, in person retreat
- Managed by outside facilitator
- Result: 2-year plan for NAACOS priorities

Key Recommendations



1. Update vision and values, increase focus on patients
2. Establish Education Committee
3. Expand education for members and partners
4. Engage ACO professionals within member organizations
5. Gather better data on members
6. Expand member benefits on Medicaid and private payers

Update Values



NAACOS drives accountable care growth and performance out of a deep commitment to serve patients.

NAACOS is committed to supporting accountable care's role in

- improving population health
- enhancing the care experience
- reducing costs for patients and taxpayers
- improving provider engagement
- advancing health care quality and equity

Update Vision



In collaboration with organizations and professionals who share our values, we work to improve population health, enhance patient experience, reduce cost to patients and tax payers, support care teams, and advance health care quality and equity.

Specifically we strive to:

- Grow the number of individuals in accountable care relationships consistent with the national aim to have every Medicare beneficiary with a provider accountable for quality and total cost of care by 2030.
- Help our members to be high performing – formalizing education over time, being intentional in broadening the landscape of education to accountable care, and helping prepare tomorrow’s accountable care leaders.
- Advocate and adapt as needed to ensure a sustainable and innovative accountable care landscape – influencing policy and other changes, driving innovation, communicating the value for patients in accountable care, and supporting ACOs and accountable care in Medicaid, Medicare Advantage, or commercial insurance.

Expand Education



- Establish Education Committee to advise and evaluate
- Expand education for members
- So far new activities include
 - Learning labs
 - Affinity groups
 - Listserv
 - More webinars
- New education is complimentary for members.

Education report will include more detail.

Engage Professionals within ACOs



- Affinity groups established for individuals in similar professional roles
- New listserv to foster greater communication among individuals coming in early 2023
- In 2023, NAACOS will explore new benefits for individuals within member orgs

Gather Better Data on Members



- Will inform our advocacy work and policy analysis
- Will help develop new member benefits
- Collecting via surveys/research and application/renewal process
- Partnering with Institute for Accountable Care on some collection

Expand Benefits on Medicaid and Private Payers



- Exploration of new benefits to be undertaken in 2023
- Goal is to identify and develop valuable resources on Medicaid and private payer contracting
- Enhanced data collection and member input will inform
- New Education Committee will help shape educational resources

Next Steps on Strategic Plan



- Board measures progress quarterly and directs staff on closing gaps
- Education Committee shaping current and new education
- New membership benefits will be evaluated and refined with member feedback
- Members to be updated via newsletter and at next meeting of members

Please share your thoughts with us
membership@naacos.com



Advocacy Update

NAACOS Advocacy



- Shaped regulatory agenda with several wins in MSSP and ACO REACH and traction on ACO quality changes
- Increased Congressional advocacy with 41 sponsors of Value Act, recognition of need to extend advanced APM incentive payments and over 120 Congressional meetings with members
- More on the horizon to support member needs

Learn more about the NAACOS Political Action Committee (PAC): www.naacos.com/pac

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 ✓ Requirement to move to enhanced eliminated 	<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 	<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

Media Campaign to Extend AAPM Incentives

← → ↻ valuebasedcare.org

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ALLIANCE FOR VALUE-BASED PATIENT CARE

WHY THIS MATTERS

ABOUT US

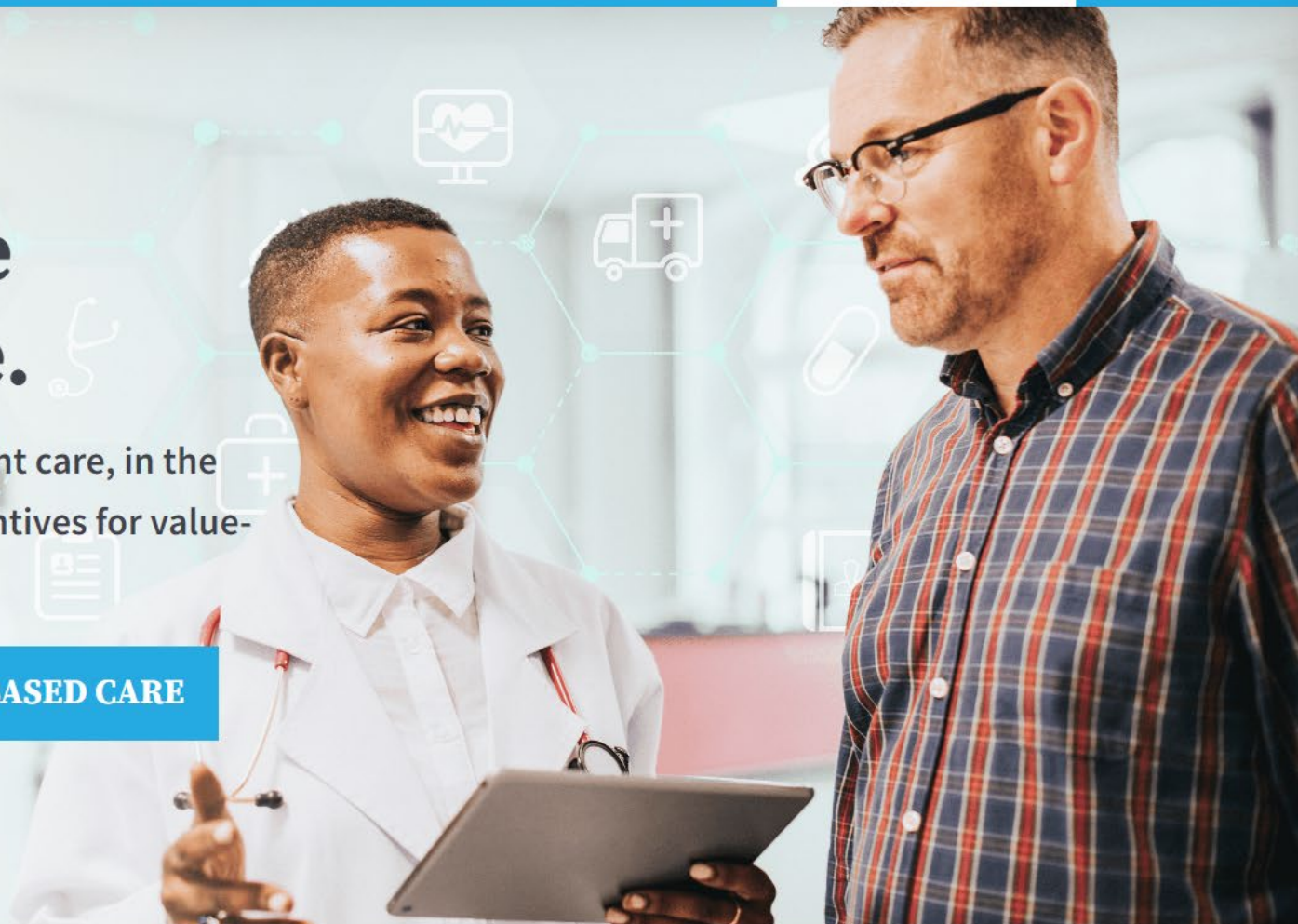
GET THE FACTS

CONGRESS MUST ACT.

Extend the incentive for value-based care.

Value-based care ensures patients receive the right care, in the right place, at the right time. Critical federal incentives for value-based care expire in 2023.

DISCOVER THE COST OF ELIMINATING VALUE-BASED CARE



On the Horizon



Continuing to Seek Improvements to MSSP, ACO REACH, and Other CMMI Models

- Recommendations on benchmark improvements and administrative benchmarks
- Opportunities to better engage specialists in ACOs
- Telling the patient story and partnering with patient advocacy groups
- Innovation within MSSP, including MSSP Enhanced+ and optional primary care capitation

Support Members with Other Payer Value-Based Arrangements

- Define principles, core components of APMs for adoption across payers (partnership with AHIP and AMA)
- Support members with success in value-based arrangements by sharing learnings and advocating for policy changes for other payment systems

Continue to Encourage Congress to Advance Value

- Recommend new incentives for value-based care (MACRA 2.0)
- Advance policies to further promote ACOs and value-based care (Value Act 2.0)

Policy Committee Members



Travis Broome (chair)	Aledade		
Maria Alexander	Mount Sinai Health System	Jessica Martensen	Essentia Health
Emily Brower	Trinity Health	Melanie Matthews	PSW/MultiCare Connected Care
Sean Cavanaugh	Aledade	Steven Miracle	Accountable Care Coalition of Georgia, LLC
Greg Dadlez	Oschner Accountable Care Network	Sandy Nessin	St. Joseph Healthcare
Rick Foerster	Privia Health	Stephen Nuckolls	Coastal Carolina
Mark Gwynne	UNC Health Alliance/Senior Alliance	Kathy Parsons	CentraCare and Central Minnesota ACO, LLC
Kathleen Harris	Banner Health	Melissa Pollock	CHESS
Jessica Hohman	Cleveland Clinic	Kelli Todd	UnityPoint Accountable Care (Iowa Health Accountable Care)
Gary Jacobs	VillageMD Center for Public Policy	David Tyson	Novant Health
Natasha Jivani	CommonSpirit Health	Jessica Walradt	Northwestern Memorial HealthCare
Thomas Kloos	Atlantic ACO, Optimus Healthcare Partners	Spenser Weppler	OneCare Vermont ACO, LLC
Jessica Landin	The ACO/Evolent Care Partners	Louise Yinug	Caravan Health

Digital Quality Recommendations



Digital Quality Measurement Task Force [policy paper](#) recommended:

- Abandon all-payer requirements
- Ensure standards and vendor certification criteria matches ACO requirements
- Pilot eCQM/dQM approaches prior to implementation



Quality Committee Report

Quality Committee Members



- Megan Reyna (Chair) - Advocate Aurora Health (IL)
- Dr. Rob Fields (Past Chair, Board Rep)- Mount Sinai (NY)
- Dr. Bracken Babula- Jefferson Internal Medicine Associates (PA)
- Dr. Richard Feifer- LTC ACO (PA)
- Adriana Quiroga-Garcia- Trinity Health, St. Josephs (NY)
- Dr. Yates Lennon- CHESS (NC)
- Dr. Daniel Hyman – All Care Health Alliance (NJ)
- Dr. Ashish Parikh – Summit Medical Group (NJ)
- Lori Schultz – VillageMD (MI)
- Rayna Caplan – Signify Health
- Dr. Aaron Clark – The Ohio State University Medical Center (OH)
- Dr. Josh Israel – Aledade Inc.

Quality Committee



- The Quality Committee participates in multiple influential national quality policy groups:
 - National Quality Forum (NQF) Measure Applications Partnership (MAP) Clinician Work Group- Dr. Rob Fields currently serves as co-chair of this work group
 - Core Quality Measures Collaborative (CQMC)- multi-stakeholder group including payers, CMS and provider groups working to align quality measure sets across public and private payers, including Steering Committee seat, ACO/PCMH Work Group, and Digital Quality Measurement Work Group

Quality Committee



- The Quality Committee has informed critical advocacy work in 2022, helping to inform a paper published by the Digital Quality Task Force to influence CMS, ONC and other stakeholders on the movement toward eCQMs and digital quality measures (dQMs)
- The Quality Committee has also developed helpful resources to assist members in understanding quality reporting requirements, and best practices through resources, webinars and conference sessions such as:
 - [White paper](#) on addressing equity in quality measurement for ACOs
 - Bootcamp and Conference sessions on transitioning to eCQM reporting
- The Quality Committee is currently drafting a paper on the importance of quality measure alignment to be published

Leaders in Quality Excellence Award



- The Quality Committee leads our work on the annual NAACOS Leaders in Quality Excellence Awards
- 2023 will mark the third year for this award to highlight and elevate the great quality improvement work ACOs are engaged in across the country
- NAACOS Quality Committee Work Group evaluates submissions against submission/evaluation criteria and the full Quality Committee votes to select the top three awardees
- Call for submissions for the 2023 awards will begin later this year and review will begin shortly thereafter

Education Update

Education Committee Members



- Jennifer Moore (chair) – President, MaineHealth Accountable Care Organization (ME)
- Tori Bratcher - President and ACO Executive, Trinity Health (MI)
- Kerry Cogan - Chief Executive Officer, Community Health Provider Alliance (CO)
- Matt Duckworth - Director of Operations, Vanderbilt Health (TN)
- Daniel Elliott - Executive Director, eBrightHealth ACO (DE)
- Kimberly Kauffman - Vice President, Clinical Performance, Aledade (TN)
- Jessica Martensen - Vice President of Population Care Management, Essentia Health (MN)
- Beth Patak - Executive Director, Equality Health ACO (AZ)
- Bob Rauner - Chief Medical Officer, OneHealth Nebraska ACO (NE)
- Rebecca Rohrbach - Chief Population Health Officer, NOMS ACO, LLC (OH)

Educational Opportunities Added in 2022

Education Committee

- Purpose
 - Provide guidance for topic categories for conferences, boot camps, webinar, etc.
 - Provide guidance on additional educational opportunities and best venues of delivery
- First meeting June 2022
- Meetings held at least quarterly
- Committee minimum commitment 2 years

Affinity Groups

- Purpose
 - Provide a venue for peer-to-peer discussion throughout the year for ACO leaders
 - Provide a venue for leaders to interact and make connections with individuals in like roles
 - To help engage and educate up and coming leaders in the population health work of ACOs
- Five groups (Executive, Clinical, Operations, Quality, and Data & Analytics)
- Meet in-person at conferences
- Four additional virtual meetings through out the year
- Discussions lead by NAACOS members for NAACOS members on topics of your choosing

Educational Opportunities Added in 2022, cont.



Learning Labs

- Purpose
 - To provide a venue for topics that require in depth discussion and time to work through potential solutions
 - Review best practices or current knowledge and discovery of new ideas to advance overall value-based care efforts.
- Open to NAACOS ACO members
- In-person Kickoff
- Continued virtual monthly meetings

Specialist Engagement and Integration Learning Lab

- Purpose
 - To develop a specialist engagement toolkit for ACOs
- Kickoff held in conjunction with 2022 Spring Conference
- Monthly meetings of two groups of ACO leaders to complete topic content
- Plan to complete content and meetings in early 2023

Educational Opportunities Added in 2022, cont.



Medicaid Learning Lab

- Aim is to provide education for ACOs interested in or already participating in the Medicaid contracting space
- Learning objectives include:
 - Learn about Medicaid contracting throughout the states
 - Learn about care models to support your contract populations and networks
 - Learn about various care settings to address population needs
 - Learn workflow options for value-based care related to primary care, SDOH, BH and high needs people
 - Learn how to improve quality in the Medicaid population
 - Learn how to enhance patient engagement in the Medicaid population
- Kickoff held in conjunction with 2022 Fall Conference
- Monthly meetings to start December 2, 2022, and run for 12 to 15 months

Poll #1



Would you be more likely to regularly attend Learning Lab meetings if CEUs were made available for learning objectives?

Yes

No

Poll #2



Which topic currently interests you most for a future Learning Lab?

- Annual Wellness Visits
- “Shark Tank” approach to technical solutions and care redesign
- Deep dive into claims and other Medicare data analytics
- Other “add to Chat”

Poll #3



Which NAACOS educational activities do you attend the most?
(Pick your top 2 choices)

- Conferences
- Boot Camps
- Policy Webinars
- Operational Webinars
- Learning Labs
- Affinity Groups

NAACOS Events for 2023

- **Boot Camps**
 - [Winter Boot Camp 2023](#): February 9-10, 2023, Orlando Airport Marriott Lakeside
[Register here!](#)
 - Summer Boot Camp 2023: June 15-16, 2023, TBD
- **Spring and Fall Conferences**
 - [NAACOS Spring Conference](#): May 3–5, Hilton Baltimore Inner Harbor
 - NAACOS Fall Conference: Sept 20–22, Marriott Marquis Washington D.C.
- **Webinars on policy and operational topics of interest**
- **New Learning Lab topic kickoff at Spring Conference**
- **Zoom meeting calls from Listserv topics**
 - Topic examples from past year include AWWs Specialist Incentives and Engagement, Physician Compensation, Managing High Acuity Patients



Q+A Discussion