EMBLEMHEALTH
VALUE BASED PROVIDER RELATIONSHIPS

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OVERVIEW OF EMBLEMHEALTH

• 3.1 Million Members
• 185,000 Medicaid Lives
• Over 400 Physicians in 36 ACPNY Medical Offices
• Multi-Line Products
• $8 Billion in Revenue
• Non-Profit Tax Status
EMBLEM’S VALUE-BASED STRATEGY

- Old World vs. New World
- Integrated Medical Group Strategy
- Contracted Physician Group Strategy
- Small Medical Practice Strategy
- Hospital/Health System Strategy
- Existing Public/Private Partnerships
SYNCHRONIZATION ACROSS OUR MODELS

- Linkage of Payments to Quality
- Infrastructure Support
- Two Way Data Exchange
- Patient Experience Measures
- Cost of Care Benchmarking
KEY CONSIDERATIONS FOR US

- No One Size Fits All Thinking
- Provider Readiness and Commitment to Innovate
- Goal Setting
- Targeted Strategies Around Specific Challenges
- Evolving All of Our Provider Relationships
OPPORTUNITIES FOR FURTHER PUBLIC/PRIVATE COLLABORATION

• Aligning Goals Across Programs and Sectors
• Creating Transition Pathways
• Creating Common Quality Measures
• Thinking Big About Resource Use
• Focusing on Unintended Consequences of Hospital Consolidation and Pharma Pricing