



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