

# Better Payment Models for Better Outcomes

Launch Alternative Payment Models (APMs) that leverage analytics, data, and deep oncology expertise to drive savings and revenue for providers and patients

## Today's Challenges

The shift to value-based care (VBC) requires health plans to design APMs that will enable providers to succeed with improved outcomes at lower costs while providing a best-in-class member experience.

- 💡 Roughly 60% of Commercial and Medicare programs were tied to value and quality in some capacity this year<sup>1</sup>
- 💡 The most significant barriers of adopting VBC for health plans includes defining the measurement and monitoring of outcomes (76.5%) and the complexity of outcomes-based agreements (74.5%). Nearly half of payers revealed that the cost of implementing such agreements is a challenge<sup>2</sup>
- 💡 Payer organizations have significant interest in using data to inform outcomes-based contracting, with more than three-quarters saying they are moderately, very, or extremely interested. Despite the high interest, less than 1 in 5 organizations reported having experience in using outcomes-based contracting in oncology<sup>2</sup>

## Our APM Results

Integra Connect brings industry leading connections and experience in APMs. Under CMMI's Oncology Care Model we generated \$250M+ in value-based care revenue that resulted in \$50M+ in shared savings.

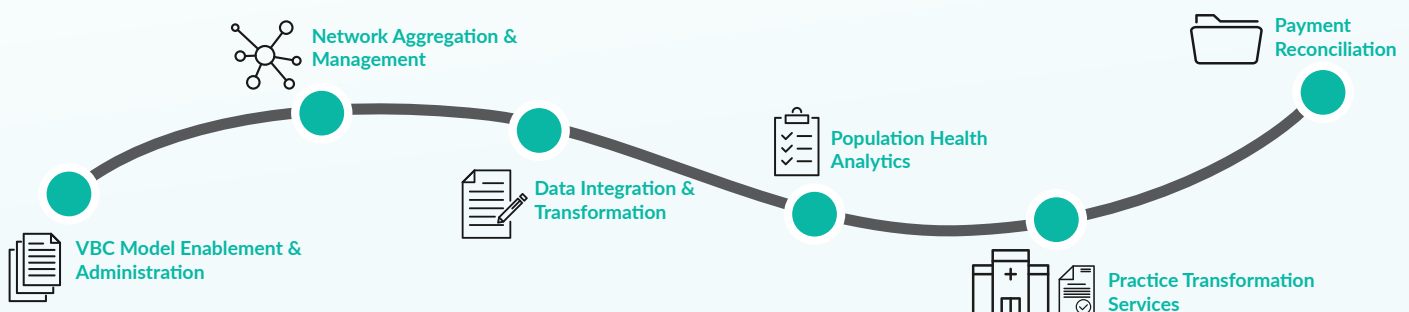
*"Elevance Health works with partners – such as Integra Connect – to deliver innovative, digital-first technologies and data-driven insights that will transform healthcare into a more proactive and personalized experience that contributes to better health outcomes."*

– Chris Day, President of Value Based Solutions at Elevance Health

## Redefine VBC for Specialty Care with Integra Connect

Go beyond traditional program components and feature innovations to enable improved patient outcomes and experience with greater cost efficiency

*As a leader in value-based care solutions for providers and practices, Integra Connect's end-to-end tools and technology can help you at every step of the way:*





## BUILD

Infrastructure and solutions to meet quality measures and financial modeling for an effective APM

- Target pricing and risk modeling
- Member eligibility and attribution
- Shared savings reconciliation
- Outcomes analysis
- Data abstraction and curation services
- Data transformation and harmonization
- Data visualization tools



## OPERATE

Near real-time insights from clinical and claims data improves understanding of opportunities and risks across your member base

- Cost, utilization, and quality results with benchmarking
- Clinical treatment patterns
- Care pathways compliance
- Provider scorecards
- Patient journey
- HCC coding
- Network performance and leakage tracking
- Population risk stratification & predictive analytics
- Provider contracting



## TRANSFORM

Proven APM results, service models, and industry expertise enable providers to succeed in VBC and advance precision medicine in cancer care, while highlighting your organization's commitment to and leadership in providing standout member experience

- Readiness assessments and coaching
- Opportunity identification
- Quality improvement
- Care Management best practice optimization

Interested in learning more about how Integra Connect can help you optimize both clinically and financially?

[Learn More](#)



## About Integra Connect

Integra Connect is a value-based, precision medicine company that leads the industry in healthcare technologies, real-world data, and analytics capabilities for specialty care. We've supported more than **5,000** providers, **six** payer organizations, and life sciences companies in their efforts to advance value-based precision medicine.

## References

<sup>1</sup> RevCycleIntelligence. "Value-Based Payment, Fee-for-Service Levels Hold Steady." RevCycleIntelligence, 9 Nov. 2022, <https://revcycleintelligence.com/features/value-based-payment-fee-for-service-levels-hold-steady>.

<sup>2</sup> Payer Perceptions of the Use of Real-World Evidence in Oncology-Based Decision Making." Journal of Managed Care & Specialty Pharmacy, <https://www.jmcp.org/doi/abs/10.18553/jmcp.2021.27.8.1096?role=tab>.

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