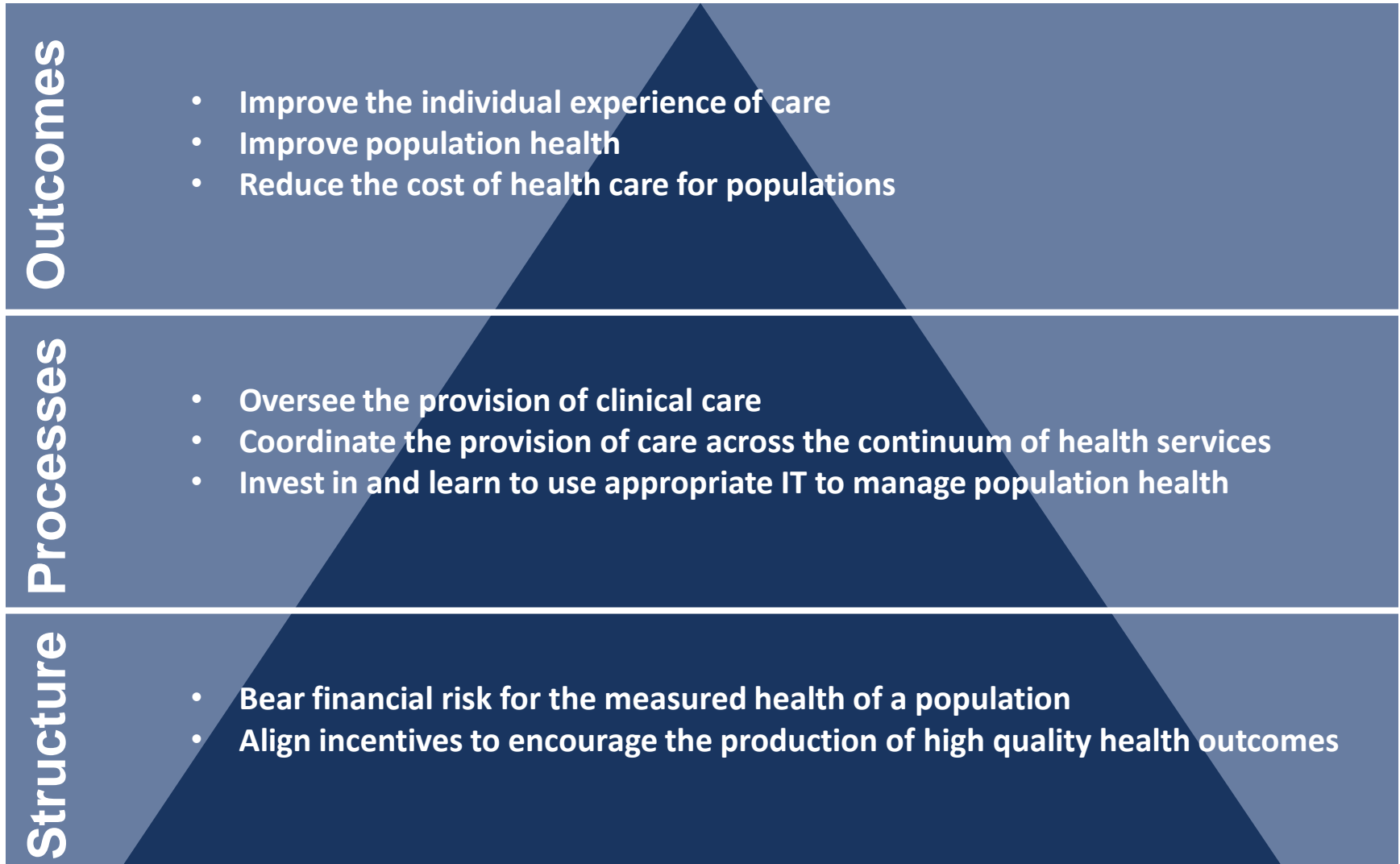


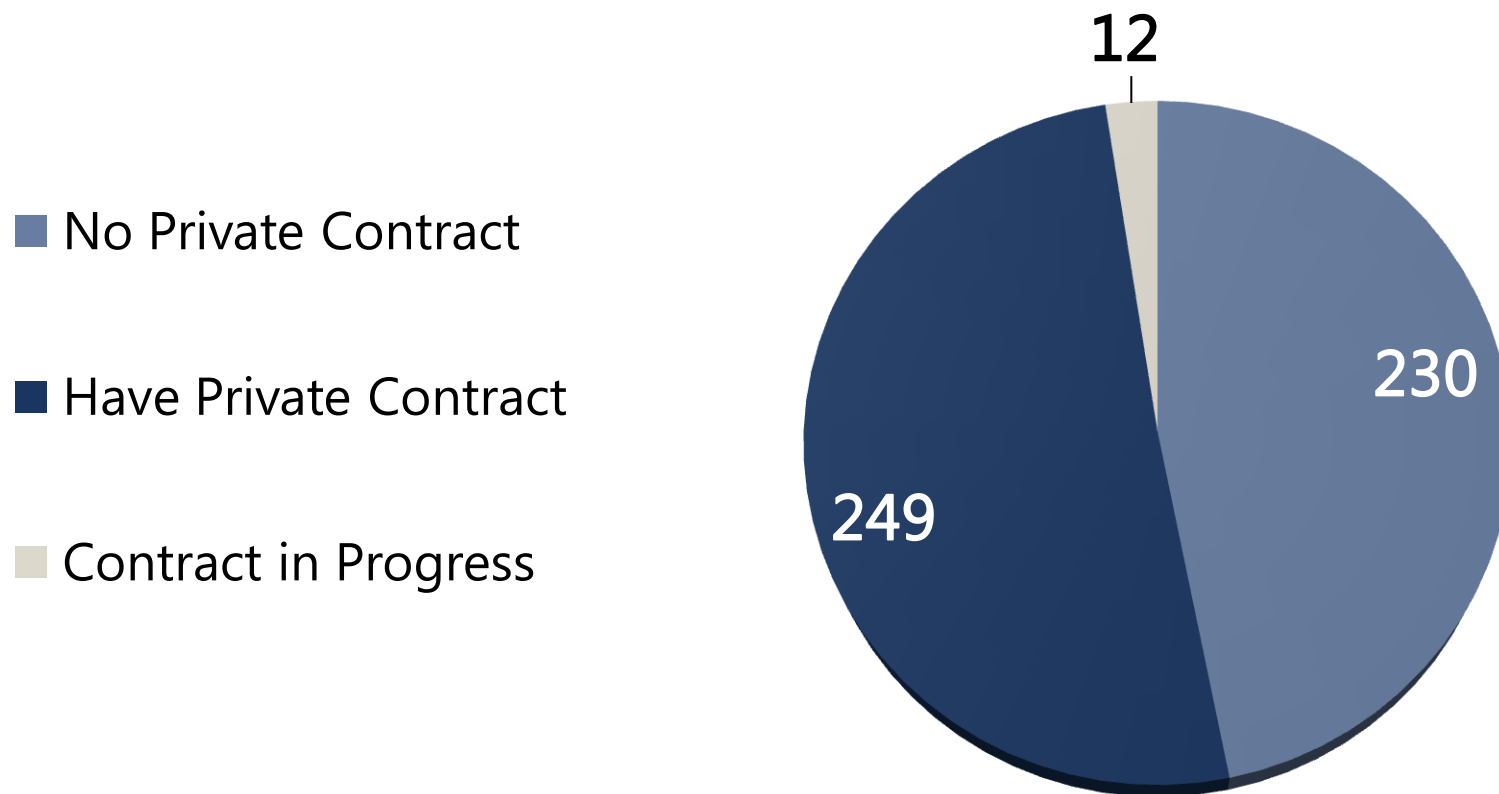
Private Payer Trends in The Accountable Care Movement

NAACOS Fall Conference
September 17, 2013

What is Accountable Care?

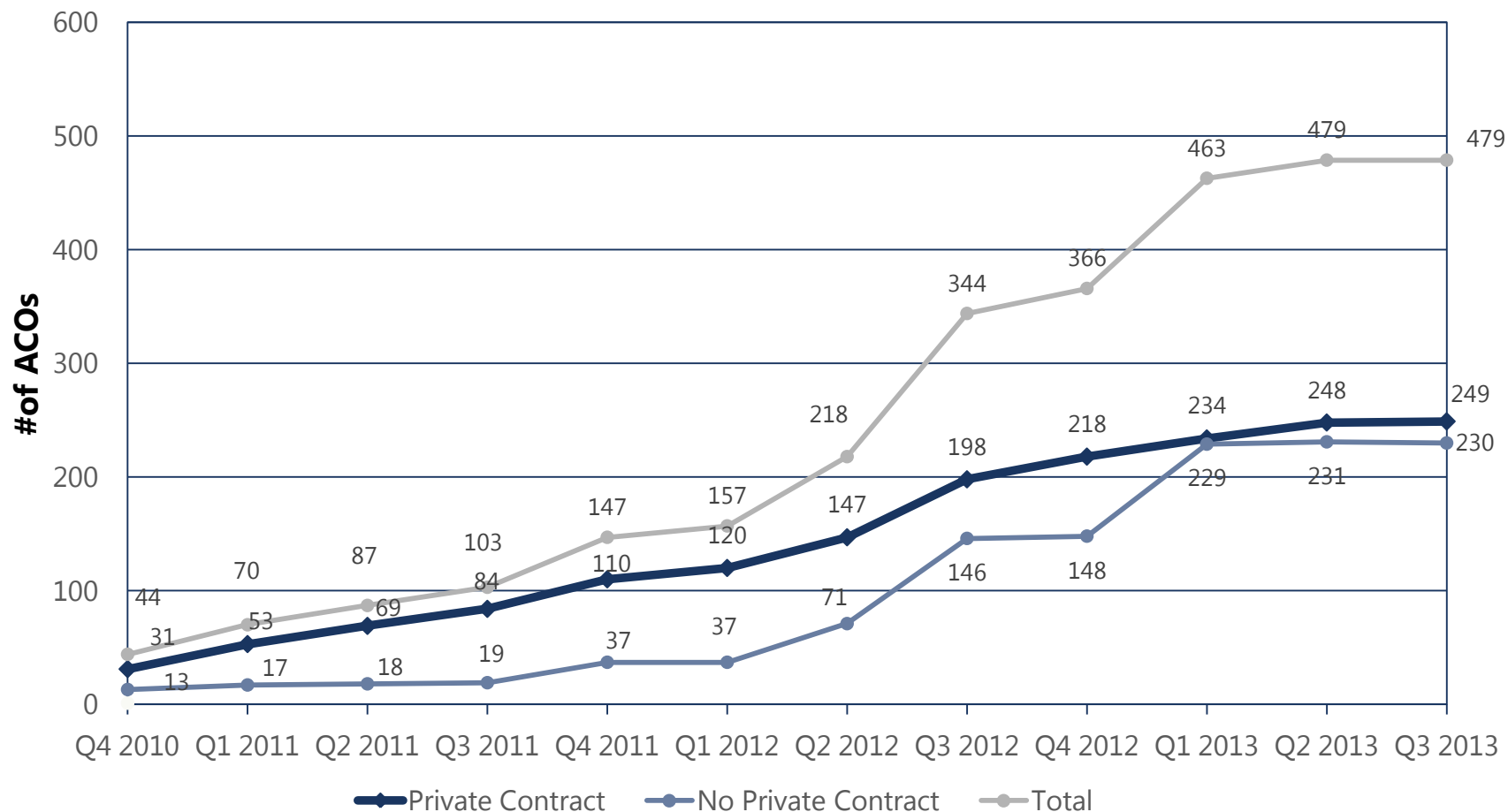


Private Contracts



Leavitt Partners Center for Accountable Care Intelligence 2013

Overall Trajectory



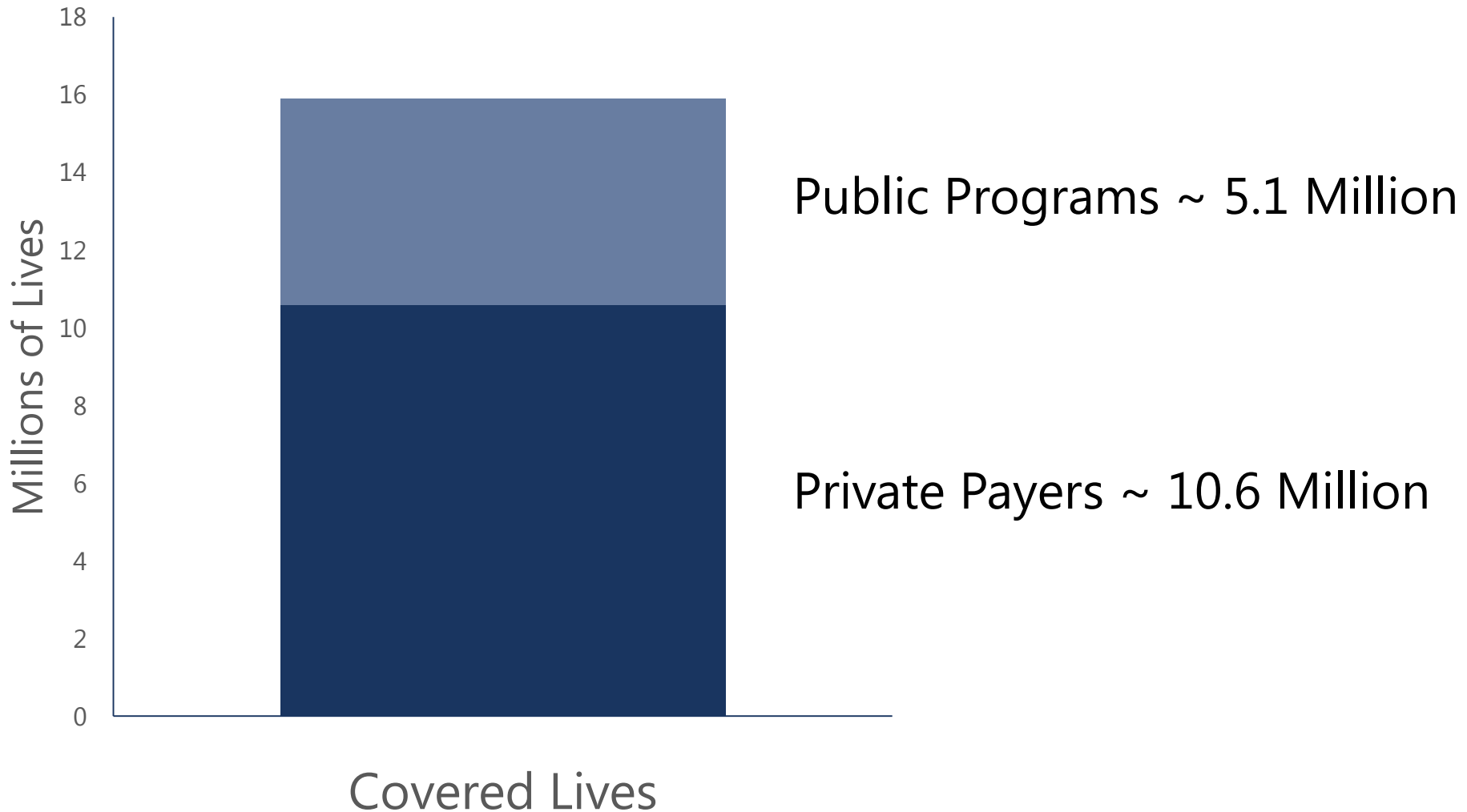
Leavitt Partners Center for Accountable Care Intelligence 2013

ACOs with Private Contracts

- More Lives & More Physicians
- Hospital Sponsored
- Single Provider Organization
- 33% Multiple Contracts
- 20% CMS Program



Covered Lives



Private Payers

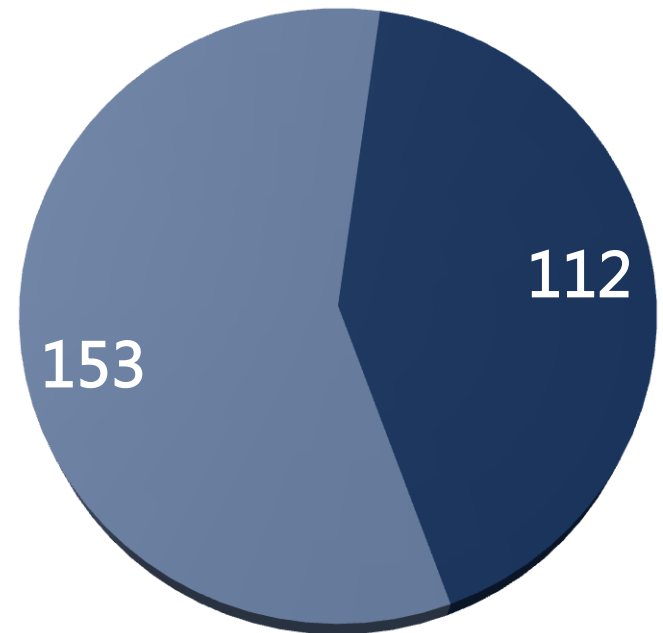
265 - Payment Arrangements

67 - Unique Payers

39 - Payers With Only 1 Arrangement

Top 7 Payers

- Cigna
- Aetna
- UnitedHealthcare
- BCBS of Massachusetts
- Anthem
- Blue Shield of California
- Blue Cross Blue Shield of Michigan

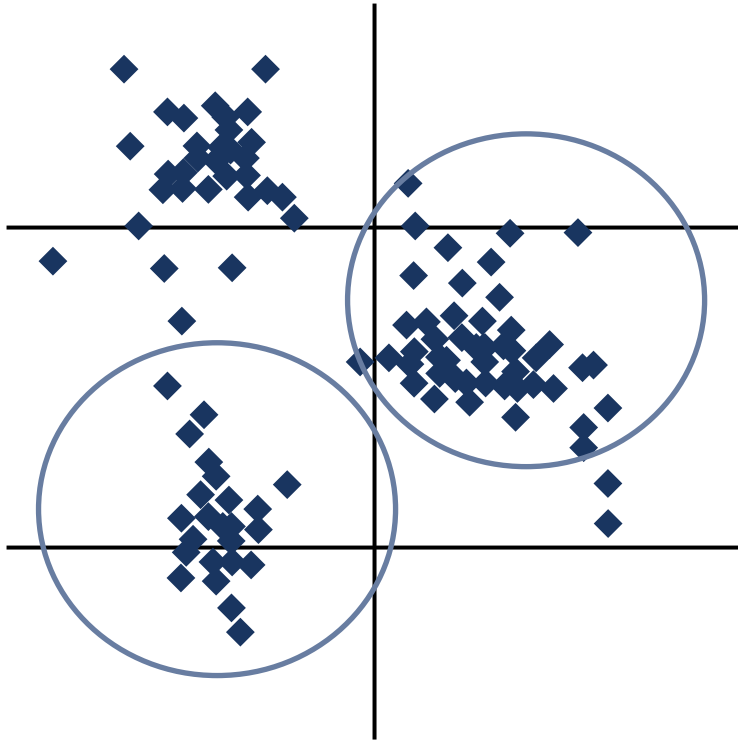


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Private Payer Contracts

- Can Be Shared Savings
- Potentially More Savings
- Bonuses
- Flexibility for Controlling Patients
- Payer Involvement
 - Care coordinators, data analytics & other technologies
 - Ease of data sharing

ACO Taxonomy



Survey: Determine common provider configurations

Interview: Topics relevant to transition to ACO model

- Benchmarking Reports
- ACO Categories
- Collaboration Opportunities

Future Outlook



A health care intelligence business

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