

NAACOS Panel Discussion: Private Payer Opportunities for ACOs

Tuesday, September 17

9:45-11:00am

Objective: The overall objective of this panel is to give conference attendees a better understanding of how payers are participating in the accountable care movement. We will specifically address how attendees can work with private payers.

Panel Questions:

1. What is the profile of a provider entity that you look for in exploring a relationship? (If you were going to write a personal ad seeking an ACO what would it say?)
 - a. From a payer perspective, to what extent do market variables influence the attractiveness of providers?
2. Do your partnerships vary from ACO to ACO in terms of level of risk, data sharing, etc.?
3. What is the biggest obstacle facing your ACO the coming year? What are you doing to address this?
4. Are there key success factors that contribute to ACO and ACO-payer relationship success? If so, what are these factors?
5. How fast will the payment structure shift toward value? How many ACO relationships would you anticipate you'll have in the next year?