

National Association of ACOs

2020



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The National Association of ACOs (NAACOS) is a non-profit organization representing more than 12 million beneficiary lives through hundreds of organizations participating in population health-focused payment and delivery models in Medicare, Medicaid, and commercial insurance. Models include the Medicare Shared Savings Program (MSSP), Next Generation ACOs, and alternative payment models supported by a myriad of commercial health plans and Medicare Advantage. NAACOS is a member-led and member-owned nonprofit organization that works to improve quality of care, outcomes, and healthcare cost efficiency.

The NAACOS mission is to:

- Foster growth of ACO models of care
- Participate with federal agencies in development and implementation of public policy
- Provide industry-wide uniformity on quality and performance measures
- Educate members in clinical and operational best practices
- Collectively engage the vendor community
- Educate the public about the value of accountable care



- **Conferences** provide in-person training from experts, access to CMS officials, and peer-to-peer learning among ACO leaders
 - Member ACOs receive significantly reduced conference registration fees. For 2019 members receive rates \$600 less than non-member ACO attendees.
- **Live and On-Demand Webinars** conveniently deliver vital information from experts on critical issues that matter most to ACOs
 - Webinars are FREE for members and cover policy, advocacy, financial best practices and quality measurement outcomes.
 - No limit to the number of participants from a member ACO
- **Email-Based Listservs** provide opportunities for members to ask questions, receive answers and to offer advice in real time.
- **Other Resources Include** - weekly newsletters, policy and white papers, complimentary benchmark reports, on-line library, compliance manual, career center and more!

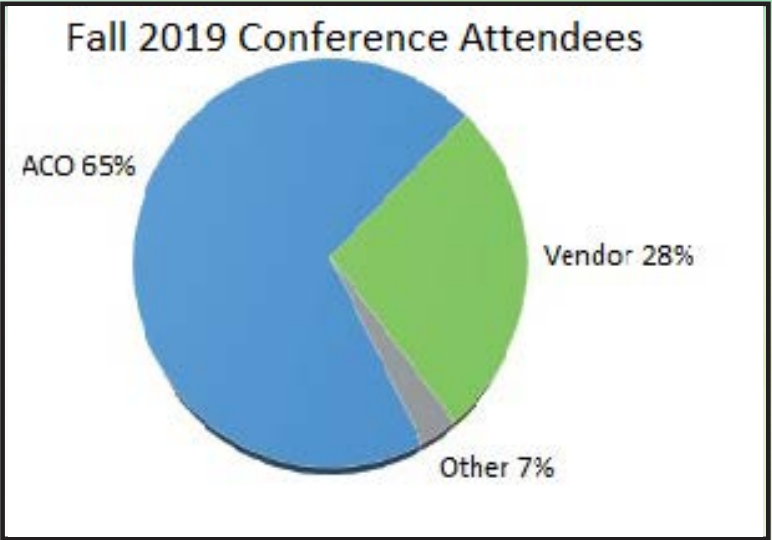
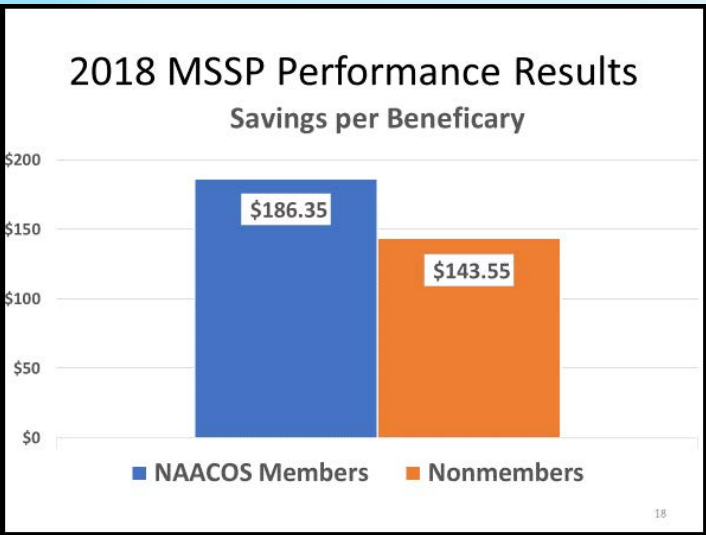
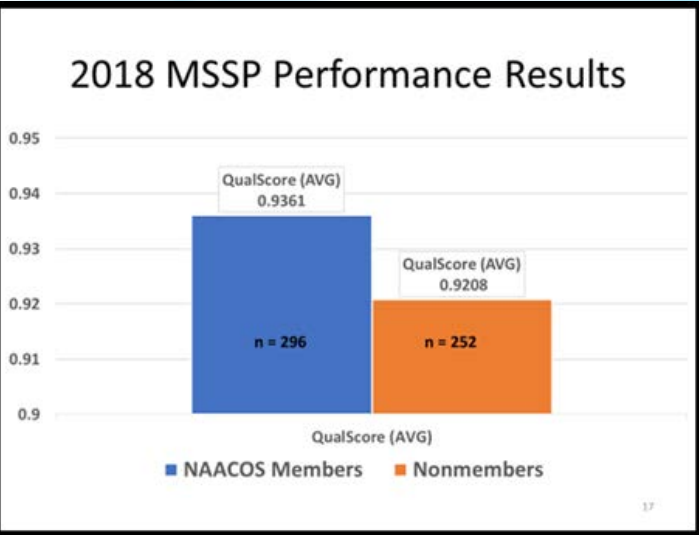
Mark Your Calendar!

Spring 2020: April 1-3, Hilton Baltimore Inner Harbor

Fall 2020: Sept 23-25, Marriott Wardman Park, Washington, D.C.

Spotlight on NAACOS Conferences

NAACOS meetings facilitate the nation's largest congregation of ACO leaders twice a year. There, they receive actionable information for operational excellence via policy developments from CMS officials and best practices from ACO experts. Our conferences enable ACOs to network with ACO colleagues, share their experiences, and with limited vendor presence. The 3:1 ratio of ACO to vendor attendee engenders a learning environment as a priority. Each NAACOS conference addresses the needs of new and established ACOs through plenaries, breakouts by track, exhibits, and pre-conference workshops. NAACOS conferences attract more than 650 attendees; most of whom are senior decision makers from ACOs. Although our conferences are open to all ACO employees, NAACOS members receive significant discounts on registration fees.



NAACOS Advocacy and Policy Work

Advocating for policy changes to ensure the long-term sustainability and success of Medicare ACOs and educating ACOs on the complex and ever-changing policies governing them are two of the core components of our mission. We are proud to serve our member ACOs and act as a voice for the ACO community with Congress and the federal departments and agencies overseeing Medicare.

NAACOS Is The Voice of ACOs! We:

- Effectively advocate before CMS, the Administration, and Congress on behalf of ACOs.
- Shape the legislative agenda on ACO and Alternative Payment Model issues on the Hill.
- Provide regular newsletters on advocacy efforts, policies and regulations affecting ACOs.
- Develop resources to help explain complex policy changes and regulatory issues affecting ACOs.



2019 was a critical year for ACOs with the start of the new Pathways to Success program structure for those entering the program starting July 1, 2019. NAACOS was a key player in shaping the final regulation outlining the new program details and we continue to work with members to help prepare ACOs for the new landscape created by this landmark regulation. NAACOS also is involved in legislative advocacy efforts to further improve the Medicare Shared Savings Program and ensure continued growth and interest in the premier Alternative Payment Model, ACOs.

In addition to these significant changes, there were a number of other critical policy areas affecting ACOs in 2019 such as further refinements to MACRA's Quality Payment Program and a number of new value-based programs introduced by the Centers for Medicare and Medicaid Innovation. With certain policies or programs, CMS guidance or educational materials are often designed for providers who are not part of ACOs. However, many of these programs have special considerations for ACOs that are not typically captured in CMS materials. We work to create custom educational materials, including resources and webinars that are specifically designed to explain the ACO-specific angles. We often receive insightful member questions on new policies which enable us to further tailor resources to address the specific questions or elements that are most important to ACOs.

Below are just a few examples of the tailored member resources* we have developed for ACOs in 2019:

- Pathways to Success [web page](#) - this web page contains resources, webinars, and news updates related to the final Pathways to Success rule, including our in-depth member [analysis](#) of the Pathways to Success rule
- The ACO [Guide](#) to MACRA, 2019 Edition
- [Resource](#) outlining reconciliation process for BPCI-A where there is ACO overlap
- [Comparison](#) of Direct Contracting and other high risk ACO models
- NAACOS [timeline](#) reviewing key dates for ACOs in 2019
- NAACOS [chart](#) of CMS Innovation Center models and their overlap with ACOs
- Annual ACO CEHRT [Attestation](#) Requirement
- [Overview](#) of Primary Care First model
- Resource on [impact](#) of prospective and retrospective [assignment](#) on your ACO
- [Interactive spreadsheet](#) to estimate shared savings and losses under the various track options
- ACO participation options comparison guide
- NAACOS ACO compliance manual

NEW Direct Contracting Taskforce

NAACOS has launched a Direct Contracting Taskforce to ensure NAACOS is fully preparing providers to assess and participate in this new model. NAACOS ACO members will receive all benefits of the Taskforce. For those not yet members of NAACOS, we are offering complimentary and immediate access to NAACOS resources and benefits specific to the Direct Contracting Model throughout the application process and implementation period. The access will be valid through December 31, 2020. For more information, visit our website: <https://www.naacos.com/direct-contracting>.

Questions or feedback about the model are welcomed and can be sent to DirectContracting@NAACOS.com.

*most resources are available for members only

How Do We Join and What Is the Cost?

A membership application can be found online at <https://www.naacos.com/join-here->. Annual membership dues are determined on a sliding scale based on your ACO's beneficiary count. Dues are also 85 percent tax deductible for for-profit ACOs.

Dues start at:

- \$3,500 for MSSP and Next Generation ACOs
- \$3,500 flat rate for Commercial Payer ACOs
- \$3,000 flat rate for ACOs in the planning stage

Own more than one ACO? The Multi-ACO membership option will allow your organization to enjoy a discounted rate. For more information about becoming a multi-ACO member, please contact membership@naacos.com today!

NAACOS Partnership Network

One of NAACOS' major goals is to simplify communication among ACOs, industry stakeholders, and the vendor community. Becoming part of the NAACOS Partnership Network, relevant industry groups and vendors earn the exclusive privilege to access NAACOS partnership benefits, resources and opportunities to engage member ACO leaders through workshops and roundtables*, and by attending, exhibiting, networking, sponsoring and speaking at NAACOS conferences.

Dues are 85 percent tax deductible for any for-profit partner organization.

- **Business Partners** are for-profit companies with products and services for sale to ACOs.
Annual Dues: \$6,000
- **Alliance Partners** are non-profits with resources available to ACOs at no charge.
Annual Dues: \$2,500
- **Partner Circle** is for for-profit industry sectors seeking deeper involvement in the ACO model, ACO education, research, and collaboration through policy and operational roundtables with NAACOS members and leadership.
Annual Dues: Contact NAACOS at membership@naacos.com for details.

For more information about becoming a NAACOS Partner, visit our partner page at www.naacos.com/partner-information

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**Available to Partners Circle level only*

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