

# National Association of ACOs

The Only National Membership Association Created Exclusively for ACOs

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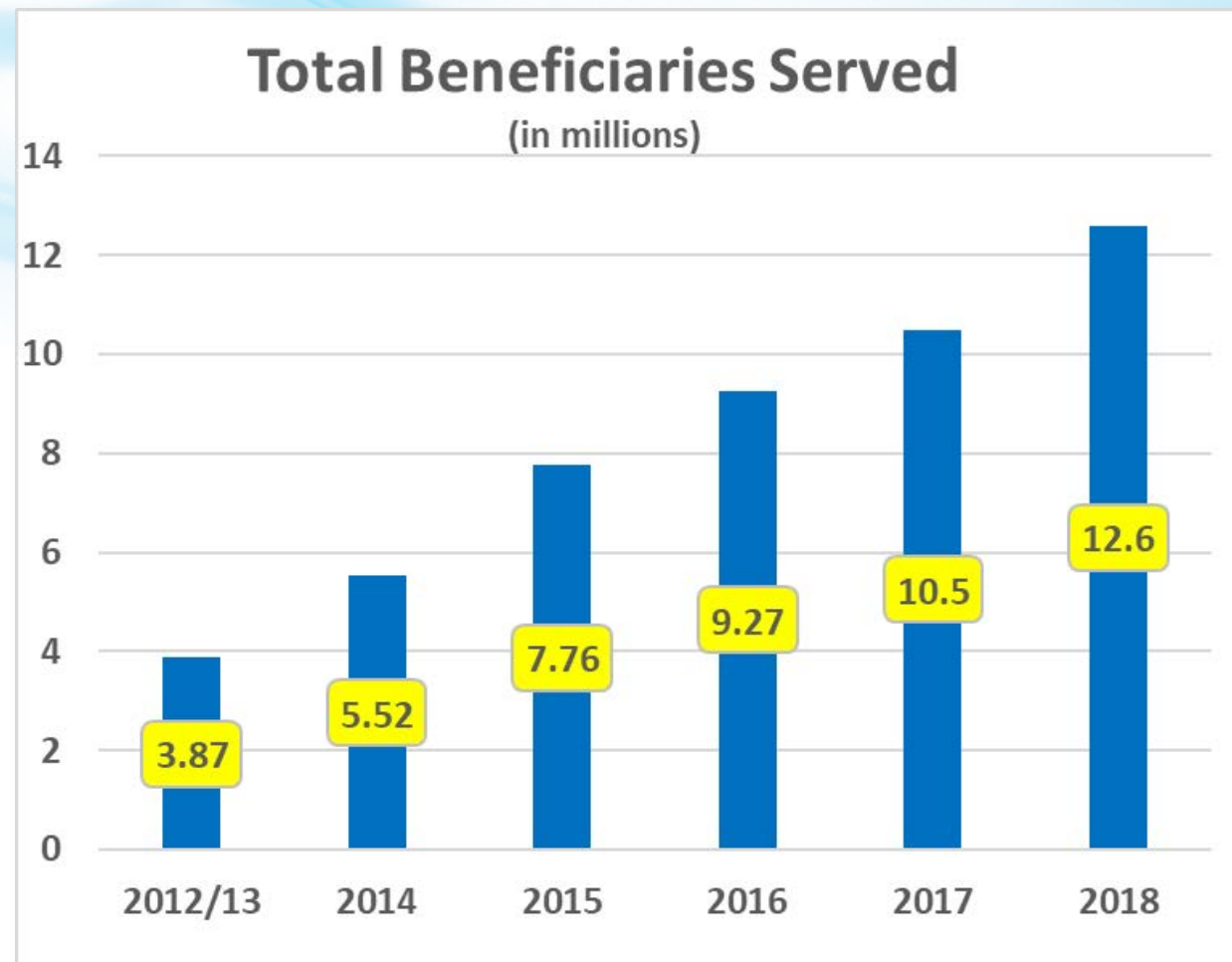
NAACOS is a non-profit organization that enables accountable care organizations (ACOs) to work together to increase quality of care, lower costs, and improve the health of communities. The NAACOS membership includes more than 330 ACOs across all 50 states and D.C. representing more than 6 million beneficiaries.

### 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



## NAACOS Supports CMS' Fastest Growing Medicare Program!



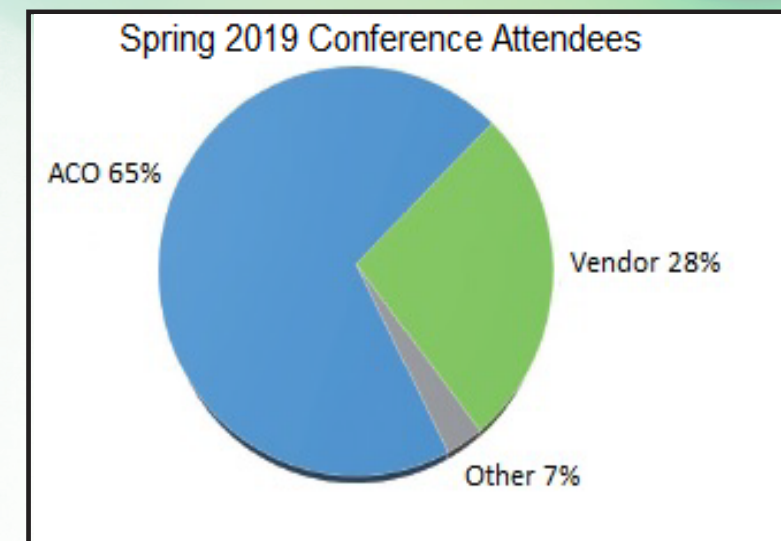
- **Conferences** provide in-person training from experts, access to CMS officials, and peer-to-peer learning among ACO leaders
  - Member ACOs receive significantly reduced conference registration fees. For 2019 members receive rates \$600 less than non-member ACO attendees.
- **Live and On-Demand Webinars** 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:** Bi-weekly newsletters, policy and white papers, complimentary benchmark reports, on-line library, compliance manual, career center and more!

### Mark Your Calendar!

Fall 2019: September 25-27 in Washington, D.C.  
Spring 2020: April 1-3, Hilton Baltimore Inner Harbor

## 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 legislative agenda via our members with voting privileges, committees and board seats.
- Provide regular newsletters on advocacy efforts, policies and regulations affecting ACOs.
- Develop grass roots templates for members to engage their state's leadership.



2018 was a critical year for ACOs with the Administration [proposing](#) the most significant changes to the Medicare Shared Savings Program (MSSP) since the program's inception. NAACOS has been at the forefront of advocacy in Washington related to this proposal including:

- Submitting a [39-page comment letter](#) on the proposed CMS Pathways to Success rule to CMS
- Media relations and research to tout the program's success including [statements](#) to the press and commissioning a [study](#) showing ACOs saved Medicare \$1.84 billion from 2013 to 2015
- Leading a group of [nine key healthcare stakeholder organizations to urge](#) CMS to ensure continued success of the ACO program
- Engaging with our members to understand the real impacts of such changes through work with our [Policy](#) and [Quality](#) Committees and a [survey](#) of all current MSSP participants to poll ACOs' feelings about the proposed rule
- Advocacy on Capitol Hill, including [testifying](#) before a House subcommittee to discuss the proposed rule and working with [lawmakers](#) to urge CMS to consider changes to the proposed rule

In addition to our advocacy efforts, NAACOS has also developed a number of educational tools to support members' understanding of these critical proposals such as:

- Hosting two detailed [webinars](#) reviewing the proposed Pathways to Success rule
- Holding numerous in-person [educational](#) opportunities explaining the proposed changes
- Developing a detailed [analysis](#) of the proposed rule

2019 will be just as critical as CMS is expected to release a final regulation in late 2018 or early 2019 which will shape the future of the program. NAACOS will continue to serve as the leading advocacy voice of ACOs to ensure the future success of this vital program.

In addition to these significant proposals, there were a number of other critical policy areas affecting ACOs in 2018 such as further refinements to MACRA's Quality Payment Program and a number of other 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 resources\* we have developed for ACOs in 2018:

- NAACOS [resource](#): Analysis of the final 2019 Medicare Physician Fee Schedule rule, which affects Medicare physician payment, quality measure changes for MSSP ACOs and Quality Payment Program (QPP) requirements for 2019
- NAACOS [resource](#): A one-page fact sheet on the proposed "Pathways to Success" rule and what it means to patients
- NAACOS [resource](#): FAQs for practices in MSSP Track 1 ACOs, as developed with the Medical Group Management Association
- NAACOS [summary](#): The 2019/2020 Next Generation Model Methodology changes with comparison to the current methodology
- NAACOS [evaluation](#): Potential ACO performance for retrospective versus prospective assignment
- NAACOS [resource](#): Preparing for risk
- [Understanding](#) your 2017 MIPS performance information

\*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 80 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](mailto: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 80 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](mailto:membership@naacos.com) for details.

For more information about becoming a NAACOS Partner, visit our partner page at [www.naacos.com/partner-information](http://www.naacos.com/partner-information)

# 2019 NAACOS Board of Directors

ACO executives and experts from across the country serve on the NAACOS Board of Directors.

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\*Designates Corporate Officer and NAACOS Board Executive Committee

\* Available to Partners Circle level only



[www.naacos.com](http://www.naacos.com)