Bundled Payments Webinar Series

A 3-Part Series

Session I: 90 Days to Bundled Payments:
Roadmap and Methodology for Implementing Your Bundled Payments Initiative
August 6, 2015

Session II: The Role of Analytics in Bundled Payment Programs
September 10, 2015

Session III: Post-Acute Networks in Bundled Payment Programs
October 13, 2015

All sessions are from 1:30 p.m. – 3:00 p.m. (CDT)

Register for the entire series and receive a discount on registration!

Session Overviews

Session I: 90 Days to Bundled Payments: Roadmap and Methodology for Implementing Your Bundled Payments Initiative (August 6, 2015)

CMS’ recent announcement to “double down” on value-based models including bundled payments demonstrates their commitment to this paradigm. Providers need to respond in kind and launch their programs ASAP. The complexities and time associated with changing focus, care design and operations can be daunting and has caused many organizations to delay or reject implementation. But it doesn’t have to be this way. This session will describe a structured approach that was successfully used to launch a BPCI Model 2 program in 90 days. This particular case study involved an organization that needed to change conveners making the challenge even more difficult. Nevertheless, the program moved along on schedule.

Key topics to be addressed include: organization, planning, project management and priorities; selecting (or changing) the convener; bundle selection (even in the absence of data); expediting the CMS application process; keys to establishing/launching an effective post-acute care network; organizational alignment and change management; and performance metrics – another approach.

Learning Objectives:
- Learn how to prioritize objectives to simplify the bundled payment project plan
- Understand the key drivers in bundle selection to avoid analysis paralysis
- Learn how to measure real-time progress of the plan and the bundle
- Develop strategies and tactics to create a post-acute partnership
- Understand the role of change management in a complex project

Session II: The Role of Analytics in Bundled Payment Programs (September 10, 2015)

The U.S. healthcare system is rapidly moving to value-based payment models where quality is rewarded over volume. New models such as ACOs and bundled payments are showing promise to the point that CMS plans on accelerating their adoption. Among the challenges facing providers and payers alike, is the role of analytics needed to measure opportunity, performance and profitability. This session will focus on the effective use of analytics in bundled payment programs with emphasis on practical use of tools and data. Specific areas where analytics drive success will be covered explaining the key issue(s) and the solution presented thru analytics.

Key topics to be addressed include: what are bundled payments, current state of the industry, latest CMS press release, who are the players, trends/what has the experience been, where analytics fit in, bundle selection, which bundles have the greatest opportunity for success, financial projections, how are we doing, ongoing clinical performance, how can claims data feed clinical measures, payment reconciliation, where are the exceptions, predictive, and who are the at-risk patients – before they arrive?

Learning Objectives:
- Learn where analytics contribute to bundled payment program success
- Understand how financial data can drive clinical performance measurement
- Compare bundles for potential opportunity
Evaluate opportunity vs. risk
Develop strategies for bundle selection using analytics

Session III: Post-Acute Networks in Bundled Payment Programs (October 13, 2015)
Bundled payment programs are almost always centered on and measured by performance improvement in the post-acute area. As the primary contractor under these programs, hospitals take on the responsibility for post-acute spending while generally having little experience in that area. This creates a significant challenge to create a successful and profitable program. This session will focus on the design and development of an effective post-acute provider network through implementation and ongoing operation.

Specific areas to be covered include: the role of post-acute care in bundled payments – general overview, identifying the key players in your geography, themes for a successful partnership; identifying post-acute opportunity for your partnerships – using historical data to project future performance, opportunity vs. risk; designing a post-acute network – establishing goals and performance metrics, aligning partner performance, formalized selection process; developing your network – integrating your preferred partners into your program, care transitions – policies and workflow; operational issues – following patients through the post-acute care continuum; monitoring partner performance – remediation of underperforming partners, driving patients to your preferred partners, monitoring performance, establishing key performance indicators (KPIs), measuring, reporting, and effective use of KPIs and taking action.

Learning Objectives:
- Establish an effective post-acute network
- Understand performance drivers for post-acute partners
- Create incentives for post-acute partners to participate
- Evaluate partner performance within your program
- Communicate network value to patients

Target Audience
C-suite and service line managers

Faculty
Sheldon Hamburger serves as a principal of The Aristone Group; a healthcare consulting group which focuses on helping healthcare enterprise organizations address emerging trends. With over 30 years of experience in developing and marketing healthcare technology products and services, Mr. Hamburger's career includes various "firsts" in medical and pharmaceutical financial processing systems including electronic claims and payment applications. His solutions have been adopted by some of the country's largest companies and he continues to spearhead developments in healthcare technology applications.

Hamburger earned a bachelor's degree in computer engineering from the University of Michigan. His career includes service on numerous professional and nonprofit task forces and committees.

Certificates of Attendance
Certificates of Attendance will be issued to all registrants attending this webinar. These certificates should be placed on file at your hospital as evidence of attendance. Certificates of Attendance will not be awarded for taped sessions.

Registration
$175 per session for AHA Members
$500 for all sessions for AHA members: a savings of $25
(You must register for all sessions at the same time to take advantage of savings)

The registration fee includes one connection and site fee. One or more individuals from the same facility may participate for the same fee. Participants are encouraged to log in 15 minutes prior to the start of the program.

Participants should register at least five business days prior to the event to ensure optimal processing of conference materials. To register, please submit the attached registration form. If you have not received an e-mail with instructions via the e-mail provided on the registration form or if you are unable to download or open presentation materials at least three business days prior to the event, please contact Anna Sroczynski at 501-224-7878 or via email to asroczynski@arkhospitals.org. Without payment (via check or credit card), your registration cannot be processed, and you will not receive connection instructions.

Prior to the event, you will receive instructions and passwords for accessing the event, along with the slide presentation and other resource materials. It is the responsibility of the registrant to download and/or access presentation materials prior to the day of the event.
**Substitution, Transfer and Cancellation Policy**
Refunds, minus a $25 processing fee, will be granted if requests are received in writing by the AHA at least five business days prior to the program. No refunds will be issued after that date. Substitutions, however, are permitted. Fax refund requests to Anna Sroczynski at 501-224-0519.

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**REGISTRATION FORM**

**Bundled Payments Webinar Series**  
*A 3-Part Series*

**A $25 Savings!**
- ☑ Complete Three-Part Series – One Connection

**Individual Sessions – Per Connection:**
- ☑ Session I: 90 Days to Bundled Payments: *Roadmap and Methodology for Implementing Your Bundled Payments Initiative* (August 6, 2015)
- ☑ Session II: The Role of Analytics in Bundled Payment Programs (September 10, 2015)
- ☑ Session III: Post-Acute Networks in Bundled Payment Programs (October 13, 2015)

**Registration Fee**  
- $175 per session for AHA members  
- $500 for all sessions for AHA members: *a savings of $25*  
*You must register for all sessions at the same time to take advantage of savings*

Registration fee covers one or multiple participants at one location (*one connection per registration*) and includes one set of instructional materials/handouts. Upon receipt, additional handouts can be copied.

Name and Title of Contact Person  
_____________________________________________________________________________

Organization  
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Mailing Address  
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City, State, Zip  
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Telephone __________________ Fax __________________ E-mail  _____________________________________

**Method of Payment**

Check in the amount of $_________ payable to the Arkansas Hospital Association is enclosed.

Credit Card # ____________________________ ☐ Visa ☐ MasterCard  
*AmEx and Discover Not Accepted*

Cardholder’s Billing Address (including zip code)  
_____________________________________________________________________________

Expiration Date ________________ Name on Card ________________________________________

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Education Department, Arkansas Hospital Association, 419 Natural Resources Drive, Little Rock, AR 72205; phone: 501-224-7878; or fax form with credit card information to 501-224-0519.