



Pay For Value Not Service

"Fee-for-service payments drive up health care costs and potentially lower the value of care for two main reasons. First, they encourage wasteful use, especially of high-cost items and services. Second, they do nothing to align financial incentives between different providers."

Logos for the following organizations are present: United States Department of Health and Human Services, Center for Health Value Innovation, Deloitte, and others.

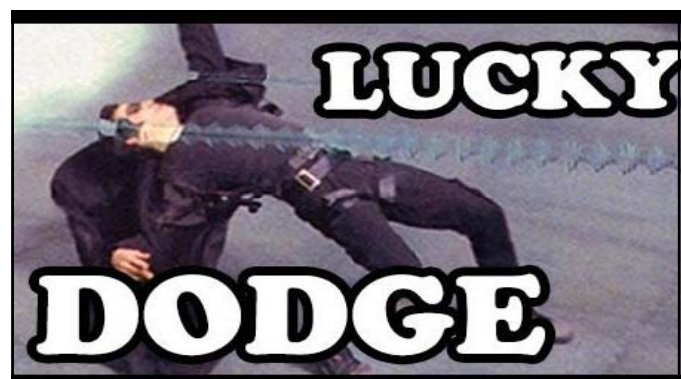
Alternatives to Fee-for-Service Payments in Health Care
 Meeting From Institute for Value
 Shared Value and Health Innovation September 2012

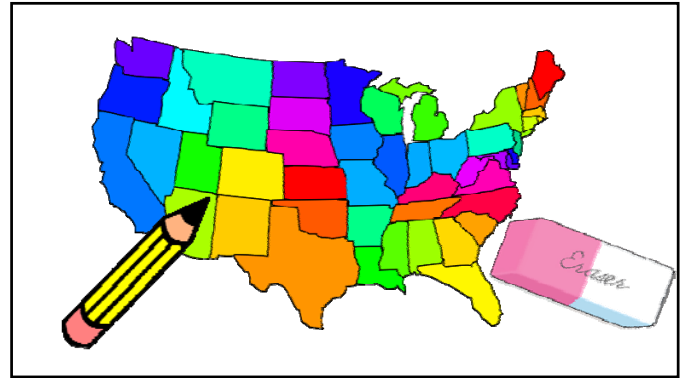
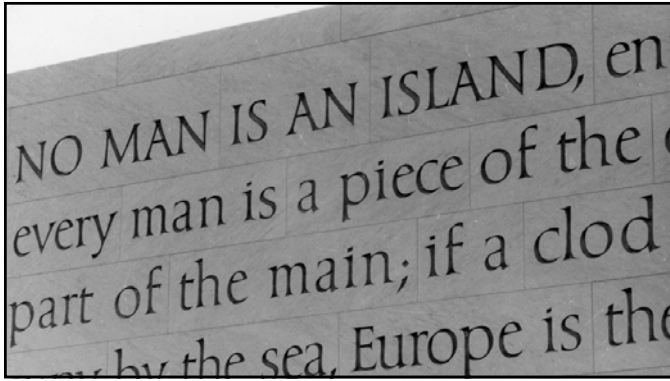
Quote from <http://www.ahrq.gov/programs/orig/issue/healthcare-report/2012-09-18/2012-09-18-alternatives-to-fee-for-service-payments-in-health-care>



The 5 Cs of value

1. Comprehend the key value drivers for clients.
2. Create value for clients.
3. Communicate the value that you create.
4. Convince clients that they must pay for value.
5. Capture value with a value-based pricing approach.





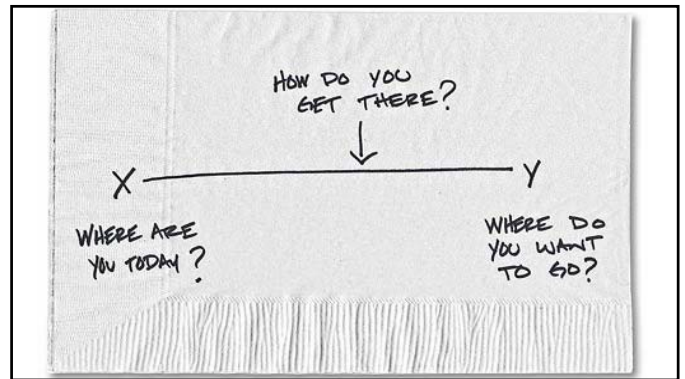
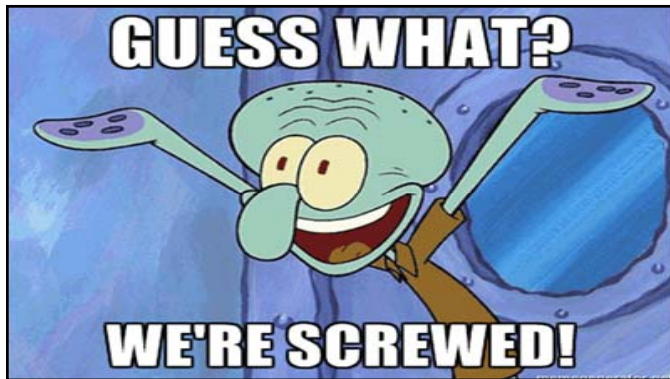
Factoids

- We're talking about a conservative community...that places a great emphasis on value, doesn't want to spend needlessly, and wants to get the biggest bang for the buck
- They are refining their approach to managed care to build accountable care systems using data and analytics that were not available in the 1990s.
- Value based payment systems are emerging and will overtake the volume based payment systems that have been the foundation of the American medical business model

Analytics is KEY to the Future of ALL Healthcare

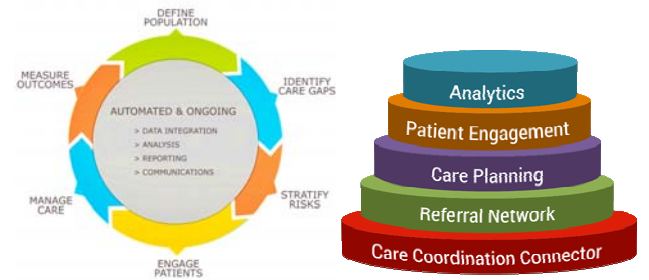


There is no evidence to suggest that...

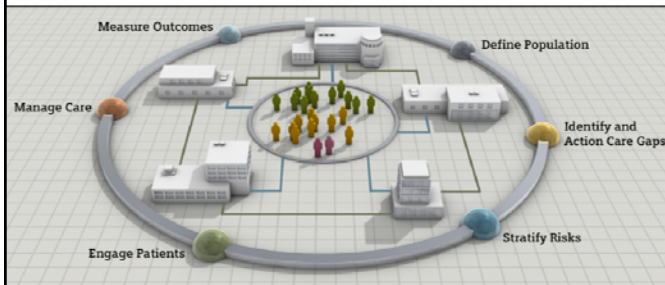


1. Business Intelligence
2. Clinical Outcomes
3. Operational Metrics
4. Financial Value
5. Patient Satisfaction
6. Patient Population Health

Population Health Management



Care Management across the Community



Source: Siemens Healthcare USA

Coopetition Find new ways to work together

