



Plan Approaches to Payment Reform

New York Health Plan Annual Conference

November 19, 2015



1.2 million-member, not-for-profit HMO

- Sponsored by not-for-profit and public hospitals and healthcare systems
- Serving NYC, Long Island, and Westchester (Medicare)

Product Mix

Medicaid/CHP/HARP

- 990,000 members
- 5-Stars on NYSOH

Medicare Advantage

- 129,000 members, more than 60% dual eligible
- 4-Stars for second year in a row

Managed Long Term Care (Senior Health Partners)

- 14,000 members

Qualified Health Plan (QHP)

- 37,000 members
- 5-Stars on NYSOH

Essential Plan (new in 2016)

From inception, Healthfirst has operated financial risk transfer model

- ❖ Risk-based arrangements relying on PCP-driven member attribution
- ❖ Capitation and financial risk sharing with selected PCPs
- ❖ Pay for performance (quality incentive) programs cover 85% of members

Large ambulatory care network of health centers, community physicians, and hospital-based clinicians

- ❖ 60% of members have community PCPs

Strong neighborhood roots

- ❖ 9 community-based offices across New York City and Long Island
- ❖ Active partnerships with community-based organizations
- ❖ Collaborative innovation with providers and others to improve community health

Priorities

- ❖ Members First: Quality, Member Experience
- ❖ Work in the sweet spot where health plans and provider systems each excel in service of the first goal

Opportunities

- ❖ Provider engagement and interest in population health and VBP
- ❖ Provider-level investments being made to support population health should dovetail/coordinate with health plan capabilities to improve outcomes

Areas of Focus

- ❖ Post-DSRIP sustainability
 - ❖ What can Medicaid premium support for care management and related provider activities?
 - ❖ Biggest cost drivers are Rx and other factors beyond providers' control
 - ❖ Who is actually aligned with whom?
- ❖ Readiness for risk
 - ❖ Many providers believe they must take risk in order to survive
 - ❖ Is there sufficient understanding of what risk entails?
- ❖ Everyone is busy and not necessarily on the same things