



## 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