



Challenges and Opportunities: The Future of Value-Based Care

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BIDCO at a glance

200K

Covered lives

\$1.5B

Value-based
revenue

600

PCPs

1.9K

Specialists

8

Hospitals

90

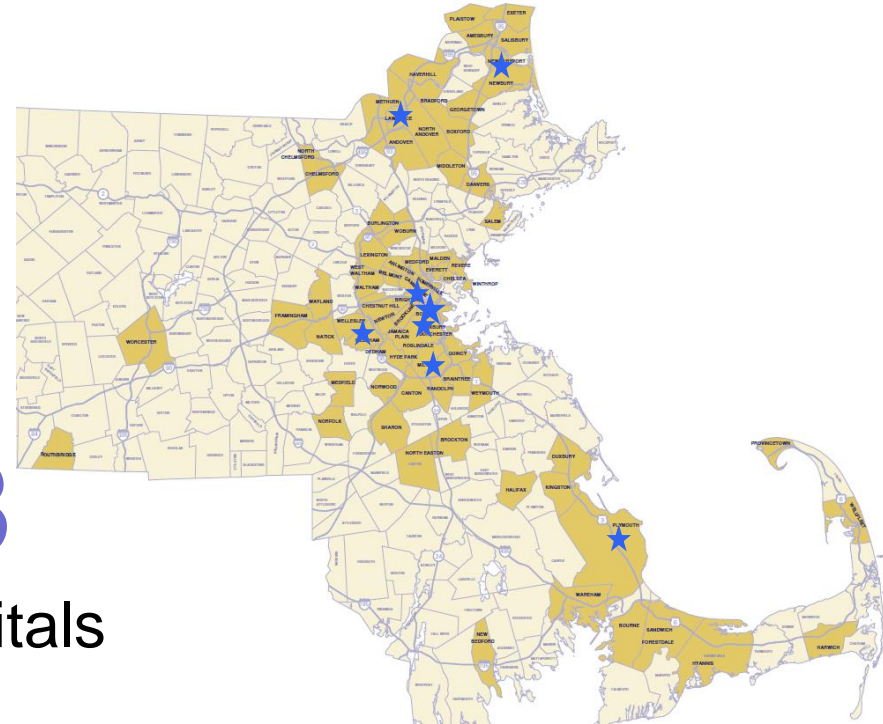
Employees

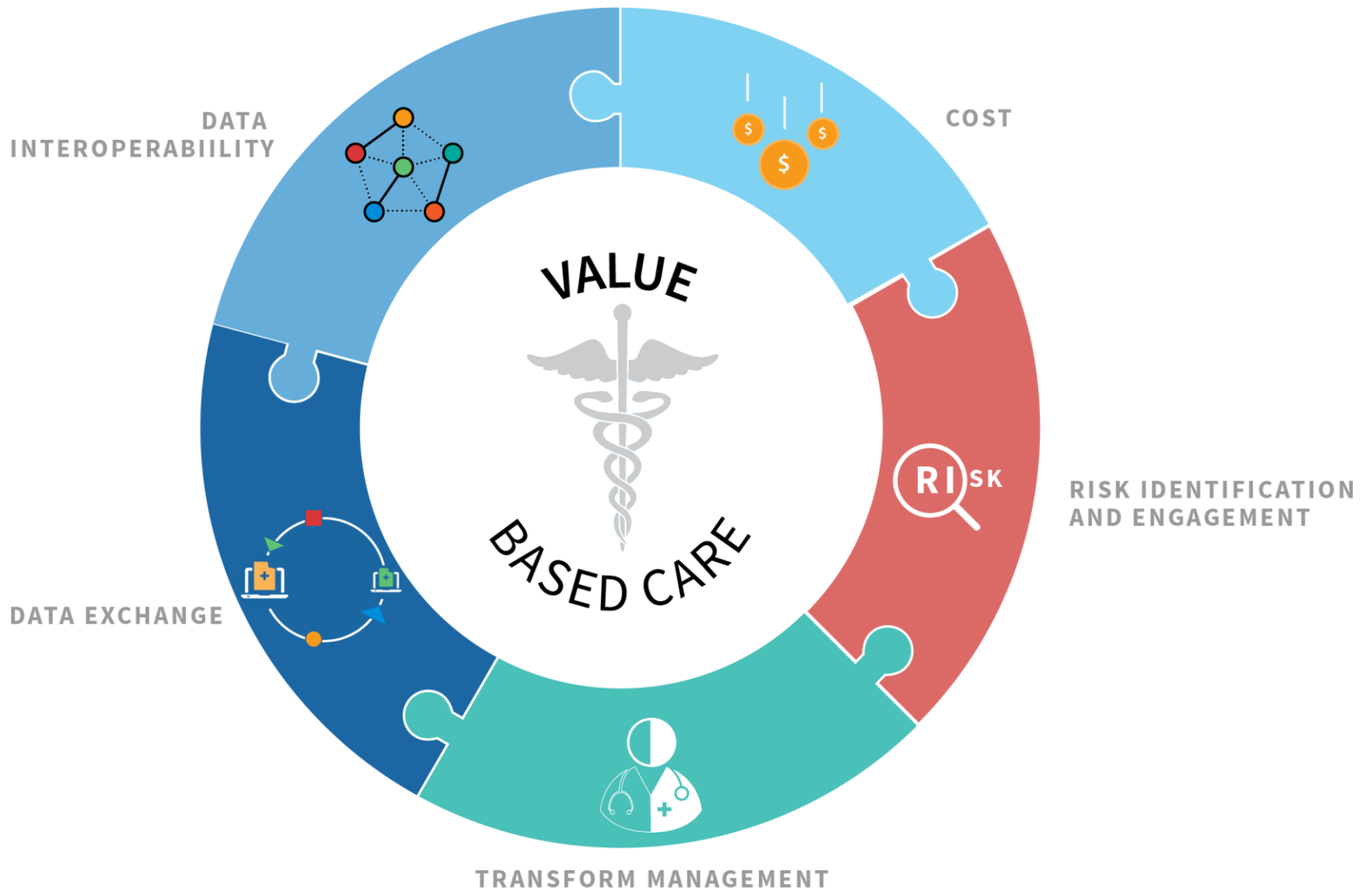
6

EHR platforms

35.6M

Patient encounters

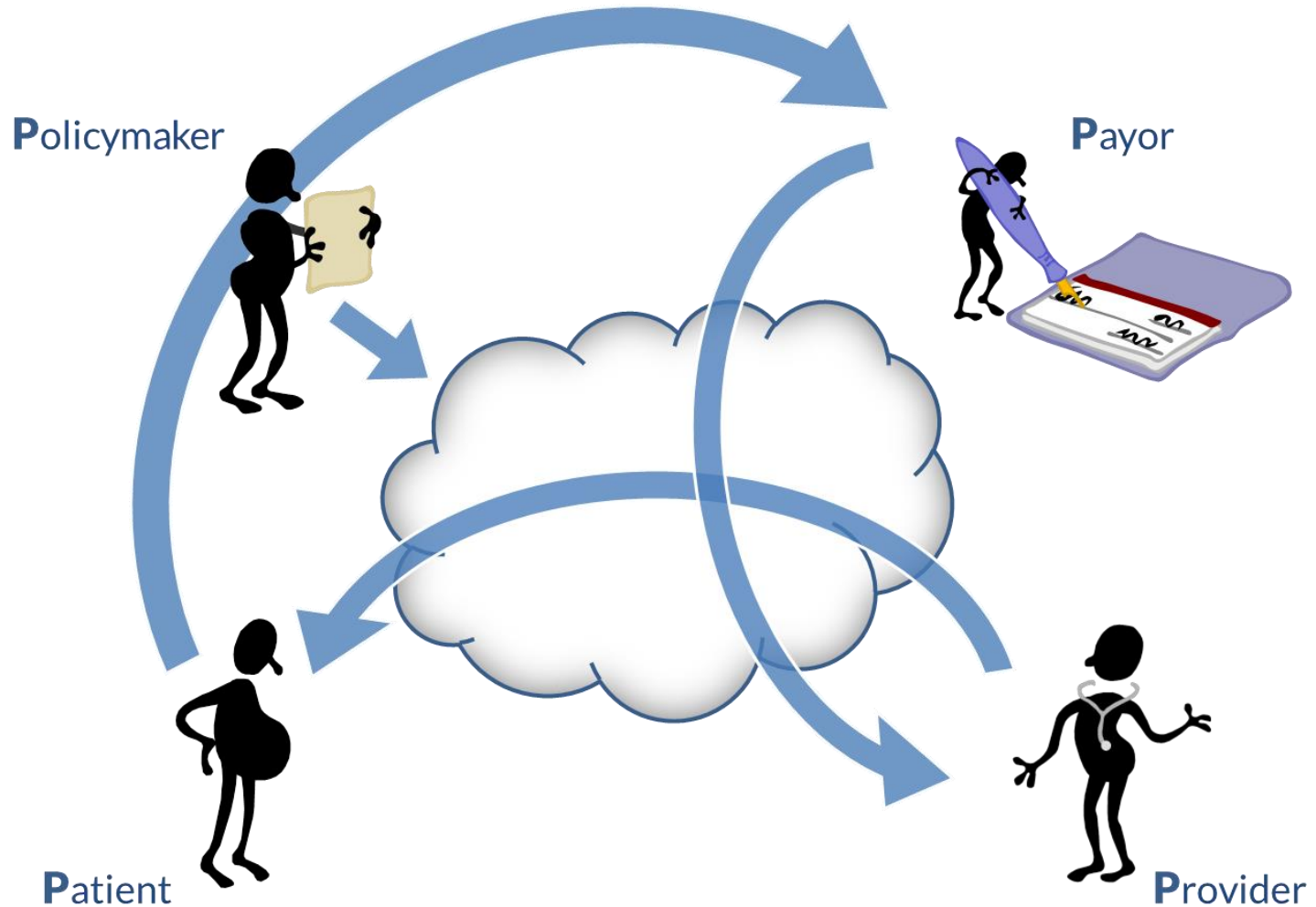




Adoption of value-based care models isn't linear, but it is complicated



... and has many key stakeholders



Challenges and opportunities #1: The provider-payer relationship



Set realistic performance targets in risk contracts



Resistance to change





Spirit of greater partnership

Best practices for establishing a solid payer-provider partnership

1. Honestly and accurately assess each party's strengths and contributions
2. Discuss how each party will come together to achieve shared goals
3. Identify how providers and payers can better collaborate to innovate product design
4. Explore all the components of a partnership structure



Challenges and opportunities #2: Unifying standards of care

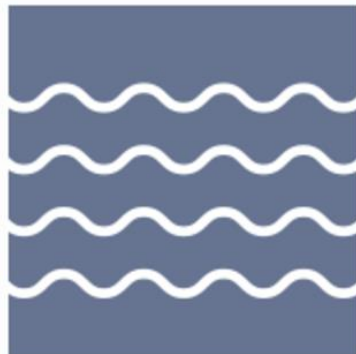


Competing demands keep providers from going “all in”





**PERSON & FAMILY
CENTERED**



CONTINUOUS



**COMPREHENSIVE
& EQUITABLE**



**TEAM BASED &
COLLABORATIVE**

Shared Principles of Primary Care



**COORDINATED
& INTEGRATED**



ACCESSIBLE



HIGH VALUE



Focus on the patient, not patient volume



Challenges and opportunities #3: The role and influence of politics



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How to get involved

- ✓ Get educated on the facts
- ✓ Plan adaptation strategies and scenarios based on proposals
- ✓ Have a “seat at the table” at local and federal level
- ✓ Leverage local representatives and trade groups
- ✓ Voice your opinion — opposition and support





March forward, despite uncertainty

Questions and discussion